

February 2021



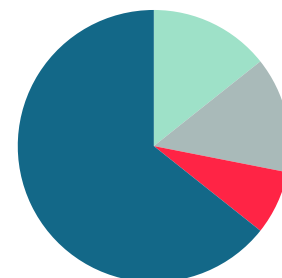
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	63	81	28.57%
Pending Listings	79	78	-1.27%
New Listings	143	97	-32.17%
Median List Price	129,000	134,000	3.88%
Median Sale Price	127,500	125,000	-1.96%
Median Percent of Selling Price to List Price	95.89%	97.12%	1.28%
Median Days on Market to Sale	32.00	29.00	-9.38%
End of Month Inventory	745	364	-51.14%
Months Supply of Inventory	9.46	3.78	-60.06%



■ Closed (14.31%)
■ Pending (13.78%)
■ Other OffMarket (7.60%)
■ Active (64.31%)

Absorption: Last 12 months, an Average of **96** Sales/Month
Active Inventory as of February 28, 2021 = **364**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **51.14%** to 364 existing homes available for sale. Over the last 12 months this area has had an average of 96 closed sales per month. This represents an unsold inventory index of **3.78** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **1.96%** in February 2021 to \$125,000 versus the previous year at \$127,500.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 3.00 days or **9.38%** in February 2021 compared to last year's same month at **32.00** DOM.

Sales Success for February 2021 is Positive

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

There were 97 New Listings in February 2021, down **32.17%** from last year at 143. Furthermore, there were 81 Closed Listings this month versus last year at 63, a **28.57%** increase.

Closed versus Listed trends yielded a **83.5%** ratio, up from previous year's, February 2020, at **44.1%**, a **89.54%** 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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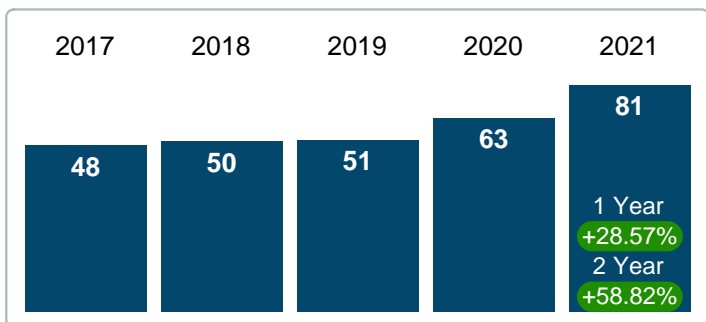
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



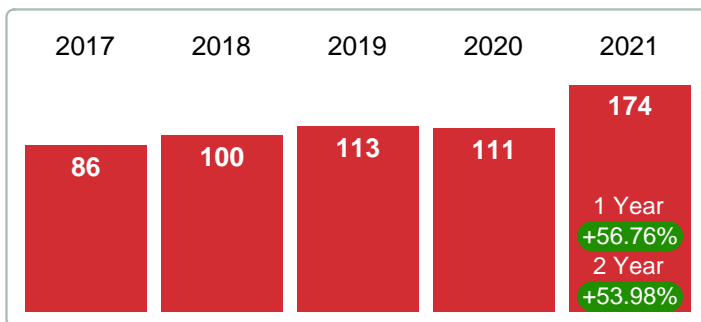
CLOSED LISTINGS

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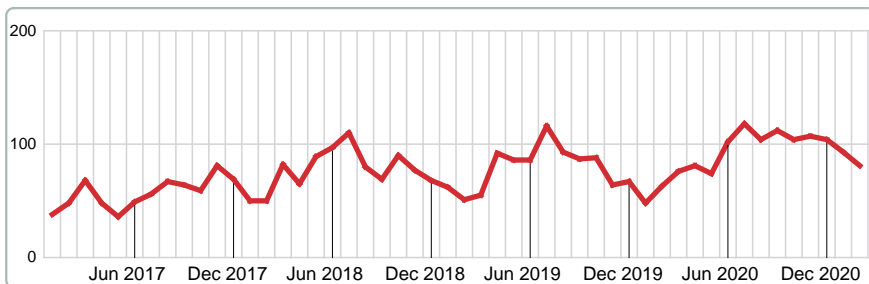
FEBRUARY



YEAR TO DATE (YTD)

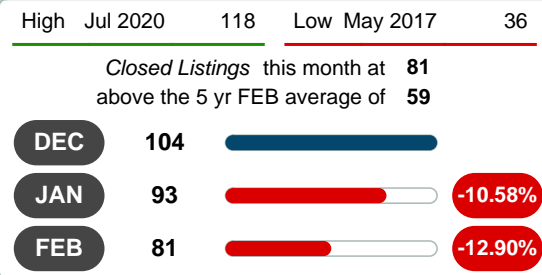


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	12	14.81%	54.5	12	0	0	0
\$30,001 - \$50,000	6	7.41%	61.5	5	1	0	0
\$50,001 - \$90,000	10	12.35%	26.0	7	2	1	0
\$90,001 - \$160,000	22	27.16%	31.5	5	16	1	0
\$160,001 - \$240,000	12	14.81%	14.0	2	9	1	0
\$240,001 - \$340,000	11	13.58%	21.0	4	5	2	0
\$340,001 and up	8	9.88%	25.0	3	2	1	2
Total Closed Units	81			38	35	6	2
Total Closed Volume	13,538,299	100%	29.0	4.80M	6.43M	1.43M	884.90K
Median Closed Price	\$125,000			\$64,000	\$152,999	\$247,500	\$442,450

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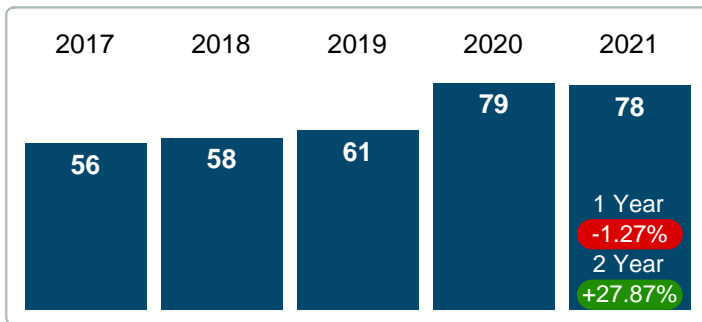
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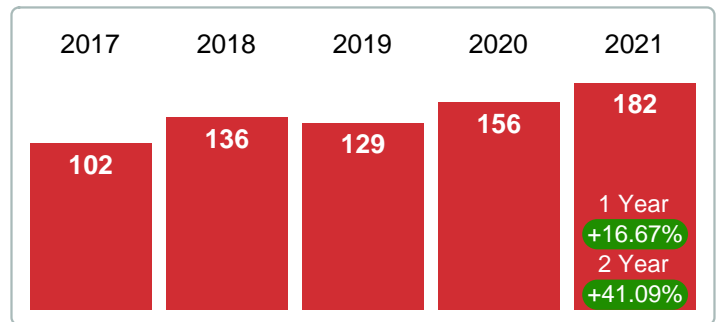
PENDING LISTINGS

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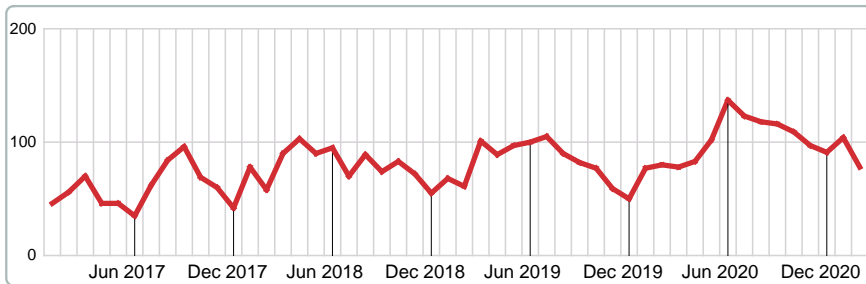
FEBRUARY



YEAR TO DATE (YTD)

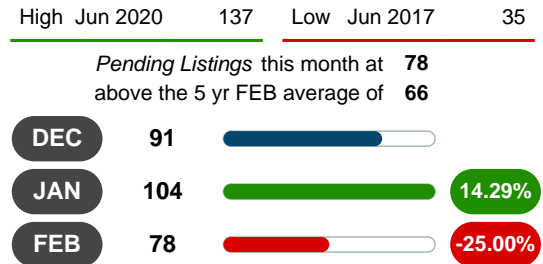


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	7.69%	95.5	6	0	0	0
\$30,001 - \$60,000	9	11.54%	77.0	7	2	0	0
\$60,001 - \$110,000	14	17.95%	15.5	10	4	0	0
\$110,001 - \$200,000	19	24.36%	15.0	3	14	2	0
\$200,001 - \$260,000	12	15.38%	14.5	0	11	1	0
\$260,001 - \$410,000	10	12.82%	33.5	3	4	2	1
\$410,001 and up	8	10.26%	98.0	4	3	0	1
Total Pending Units	78			33	38	5	2
Total Pending Volume	15,448,900	100%	35.0	5.52M	7.77M	1.20M	965.00K
Median Listing Price	\$144,750			\$75,000	\$186,950	\$234,900	\$482,500

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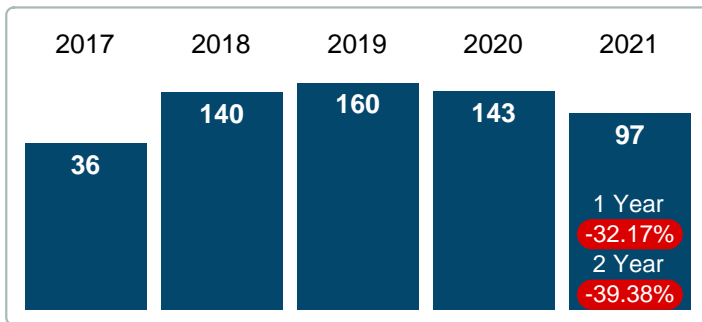
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



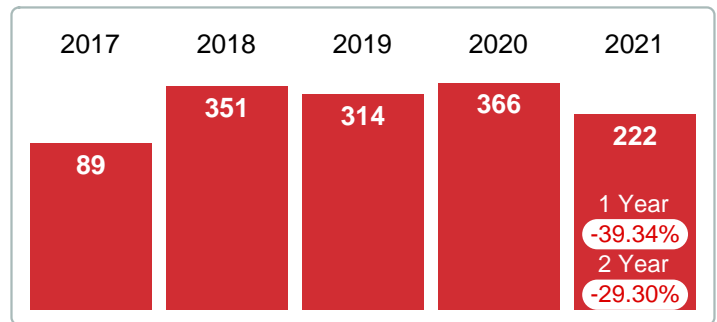
NEW LISTINGS

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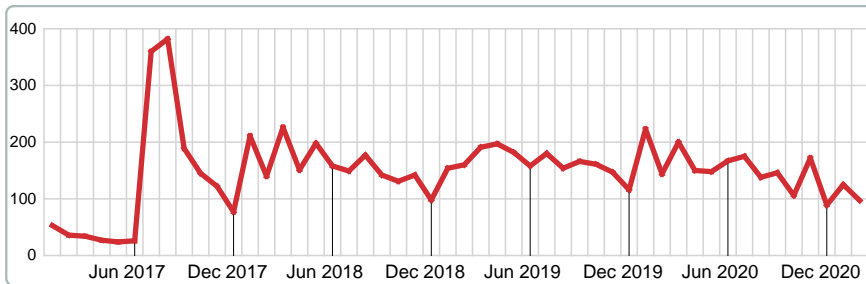
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115

High Aug 2017 382 Low May 2017 24

New Listings this month at 97
below the 5 yr FEB average of 115



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.25%	8	0	0	0
\$20,001 - \$40,000	14	14.43%	14	0	0	0
\$40,001 - \$90,000	15	15.46%	13	2	0	0
\$90,001 - \$180,000	23	23.71%	9	10	3	1
\$180,001 - \$320,000	16	16.49%	3	12	1	0
\$320,001 - \$540,000	11	11.34%	7	1	3	0
\$540,001 and up	10	10.31%	3	4	2	1
Total New Listed Units	97		57	29	9	2
Total New Listed Volume	23,373,049	100%	11.10M	8.39M	3.05M	823.00K
Median New Listed Listing Price	\$140,000		\$60,000	\$205,000	\$329,000	\$411,500

February 2021



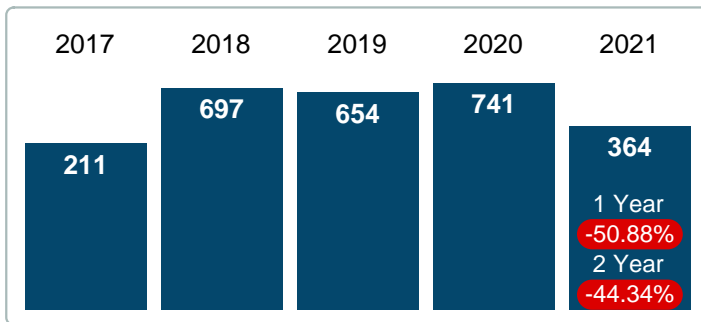
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



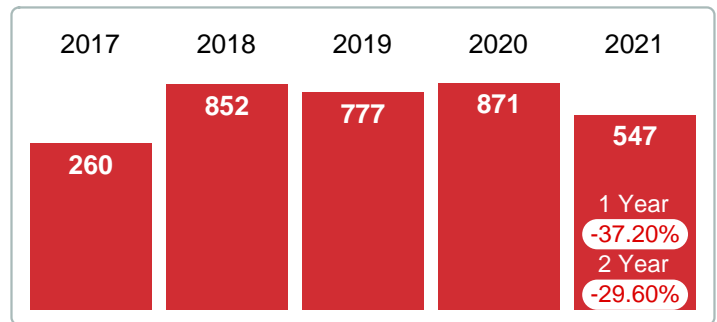
ACTIVE INVENTORY

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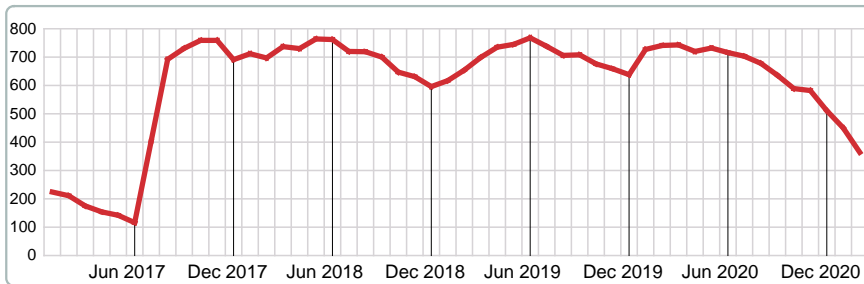
END OF FEBRUARY



ACTIVE DURING FEBRUARY

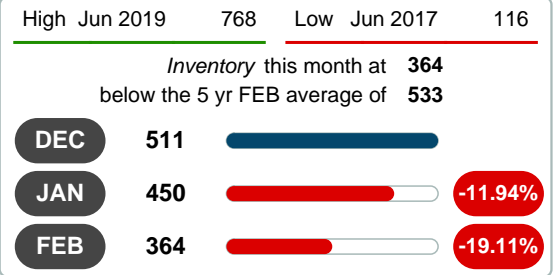


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 533



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	22	6.04%	31.0	22	0	0	0
\$20,001 - \$30,000	42	11.54%	90.0	42	0	0	0
\$30,001 - \$80,000	70	19.23%	103.0	62	7	1	0
\$80,001 - \$200,000	94	25.82%	117.5	68	18	6	2
\$200,001 - \$340,000	53	14.56%	76.0	20	21	11	1
\$340,001 - \$590,000	45	12.36%	113.0	26	7	10	2
\$590,001 and up	38	10.44%	106.5	16	7	7	8
Total Active Inventory by Units	364			256	60	35	13
Total Active Inventory by Volume	96,951,226	100%	103.0	46.94M	18.56M	17.88M	13.58M
Median Active Inventory Listing Price	\$140,000			\$86,500	\$218,500	\$339,000	\$640,000

February 2021



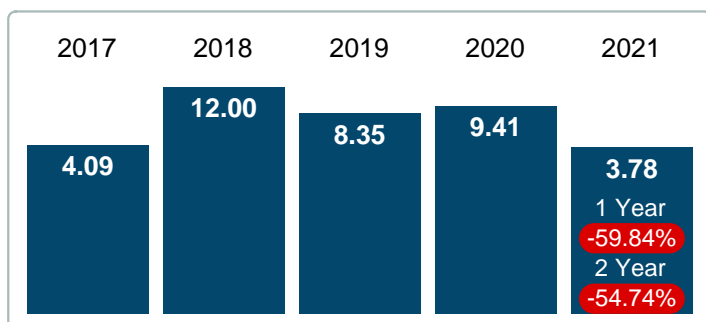
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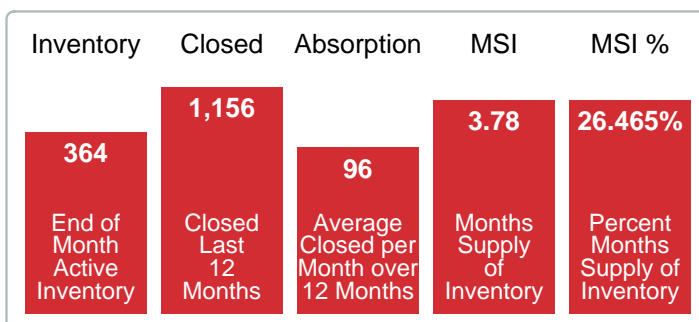
MONTHS SUPPLY of INVENTORY (MSI)

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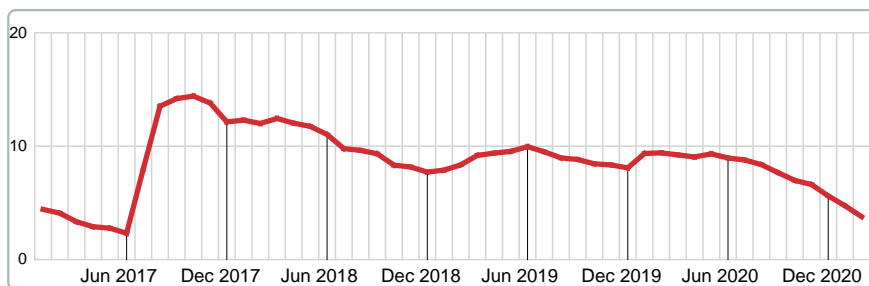
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

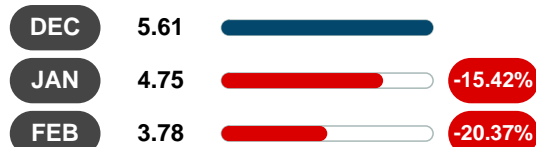


3 MONTHS

5 year FEB AVG = 7.53

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **3.78**
below the 5 yr FEB average of **7.53**



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
\$20,000 and less	22	6.04%	5.39	5.50	0.00	0.00	0.00
\$20,001 - \$30,000	42	11.54%	6.81	7.41	0.00	0.00	0.00
\$30,001 - \$80,000	70	19.23%	4.06	5.13	1.56	1.50	0.00
\$80,001 - \$200,000	94	25.82%	2.21	5.79	0.68	1.50	8.00
\$200,001 - \$340,000	53	14.56%	3.10	6.67	2.27	2.64	1.50
\$340,001 - \$590,000	45	12.36%	6.75	34.67	3.23	3.75	1.85
\$590,001 and up	38	10.44%	14.71	17.45	12.00	10.50	19.20
Market Supply of Inventory (MSI)			3.78	6.71	1.38	2.86	5.38
Total Active Inventory by Units		100%	364	256	60	35	13

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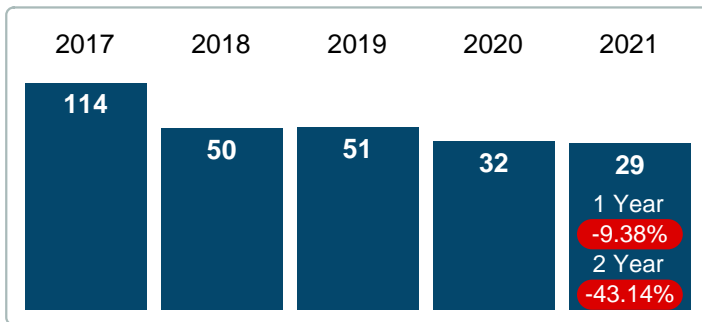
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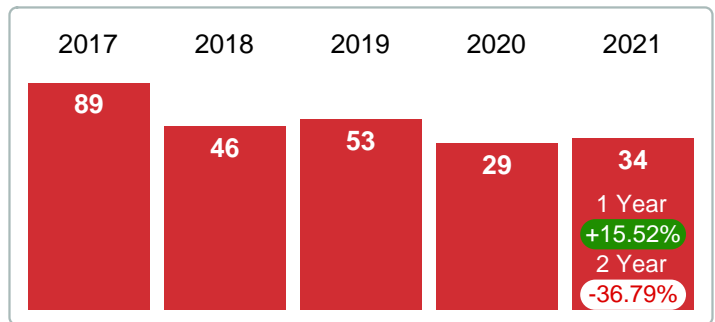
MEDIAN DAYS ON MARKET TO SALE

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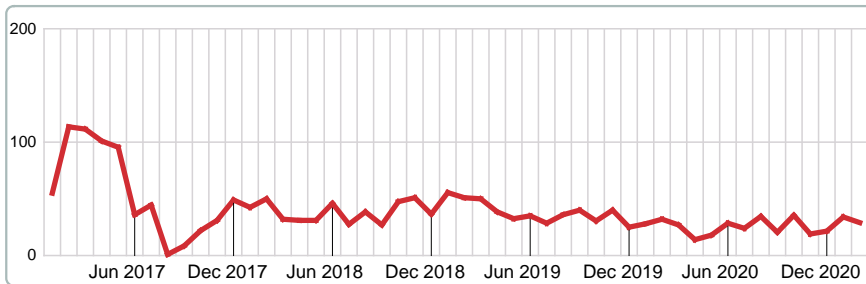
FEBRUARY



YEAR TO DATE (YTD)

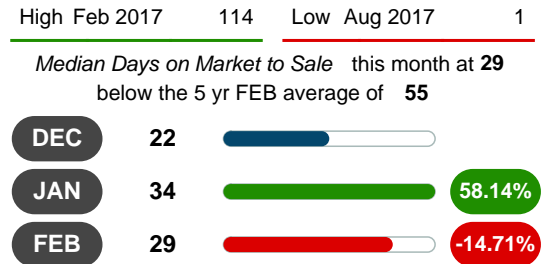


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55



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
\$30,000 and less	14.81%	55	55	0	0	0
\$30,001 - \$50,000	7.41%	62	7	116	0	0
\$50,001 - \$90,000	12.35%	26	23	37	29	0
\$90,001 - \$160,000	27.16%	32	97	22	26	0
\$160,001 - \$240,000	14.81%	14	178	10	9	0
\$240,001 - \$340,000	13.58%	21	15	13	105	0
\$340,001 and up	9.88%	25	27	54	1	36
Median Closed DOM		29	47	18	28	36
Total Closed Units	100%	29.0	38	35	6	2
Total Closed Volume		13,538,299	4.80M	6.43M	1.43M	884.90K

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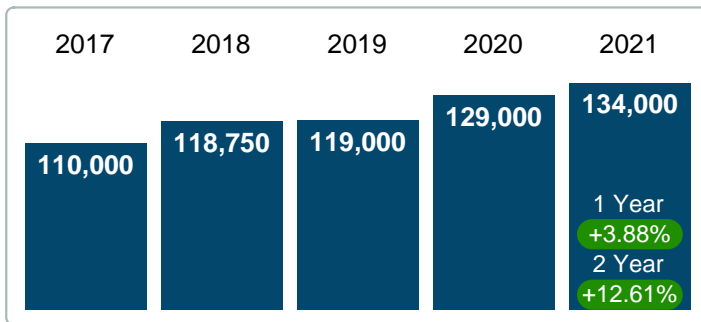
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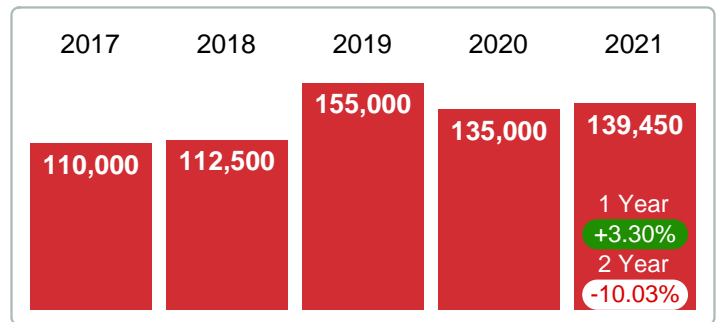
MEDIAN LIST PRICE AT CLOSING

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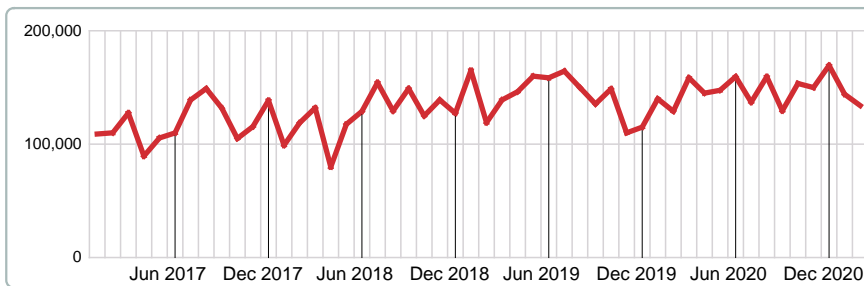
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

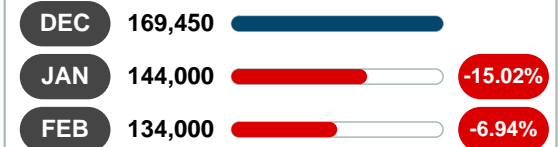


3 MONTHS

5 year FEB AVG = 122,150

High Dec 2020 169,450 Low Apr 2018 79,900

Median List Price at Closing this month at **134,000**
above the 5 yr FEB average of **122,150**



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
\$30,000 and less	5	25,000	25,000	0	0	0
\$30,001 - \$50,000	13	36,000	36,000	0	0	0
\$50,001 - \$90,000	9	79,000	85,000	69,000	0	0
\$90,001 - \$160,000	21	125,000	110,000	124,950	147,950	0
\$160,001 - \$240,000	13	185,000	185,500	182,500	185,000	0
\$240,001 - \$340,000	10	299,450	299,000	290,000	309,450	0
\$340,001 and up	10	425,000	537,500	425,000	425,000	379,950
Median List Price		134,000	68,500	164,900	242,450	379,950
Total Closed Units		81	38	35	6	2
Total Closed Volume		14,072,250	4.97M	6.82M	1.52M	759.90K

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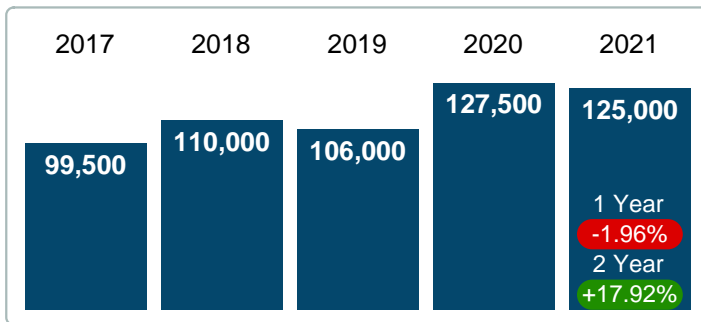
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



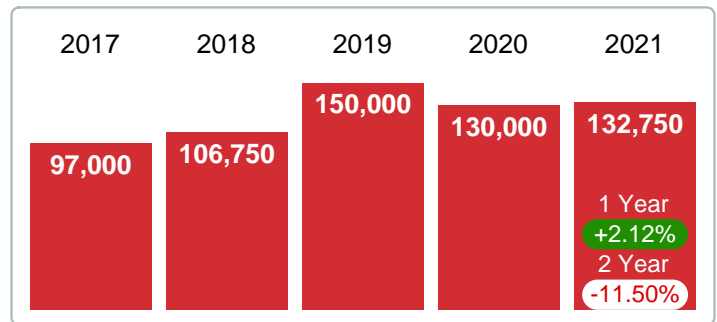
MEDIAN SOLD PRICE AT CLOSING

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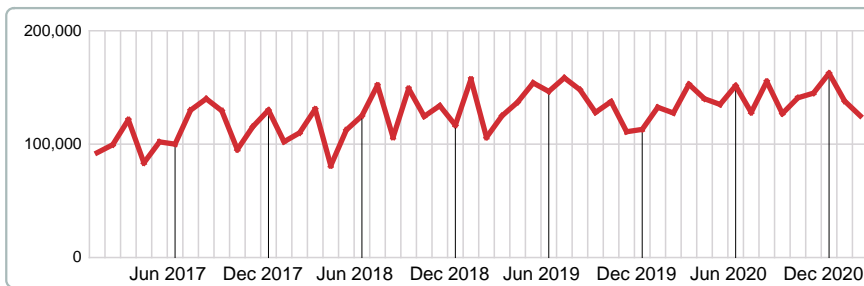
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

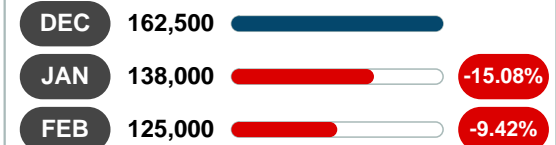


3 MONTHS

5 year FEB AVG = 113,600

High Dec 2020 162,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at **125,000**
above the 5 yr FEB average of **113,600**



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
\$30,000 and less	12	14.81%	30,000	0	0	0
\$30,001 - \$50,000	6	7.41%	40,000	49,000	0	0
\$50,001 - \$90,000	10	12.35%	80,000	74,000	75,000	0
\$90,001 - \$160,000	22	27.16%	100,000	122,500	133,000	0
\$160,001 - \$240,000	12	14.81%	177,500	186,000	180,000	0
\$240,001 - \$340,000	11	13.58%	284,000	290,000	316,000	0
\$340,001 and up	8	9.88%	615,000	500,000	407,000	442,450
Median Sold Price		125,000	64,000	152,999	247,500	442,450
Total Closed Units		81	38	35	6	2
Total Closed Volume		13,538,299	4.80M	6.43M	1.43M	884.90K

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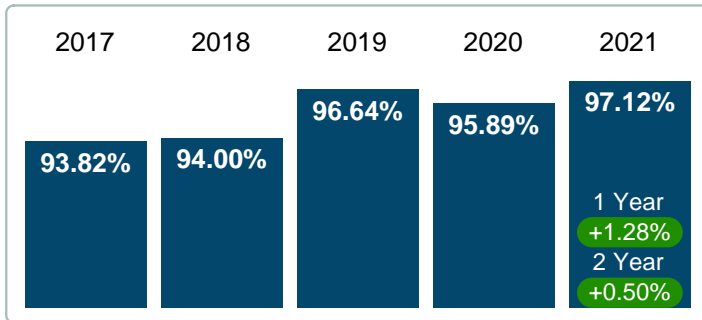
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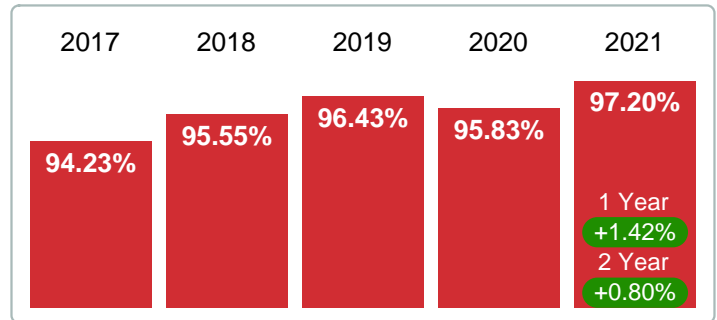
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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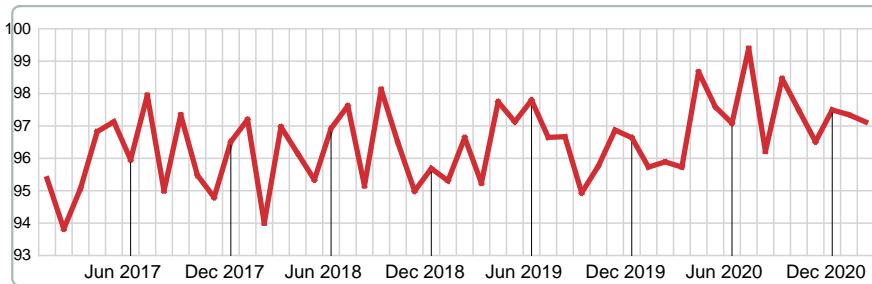
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

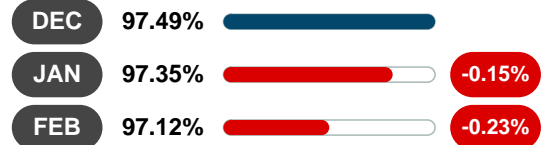


3 MONTHS

5 year FEB AVG = 95.50%

High Jul 2020 99.39% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **97.12%**
above the 5 yr FEB average of **95.50%**



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
\$30,000 and less	12	14.81%	85.71%	85.71%	0.00%	0.00%	0.00%
\$30,001 \$50,000	6	7.41%	91.50%	94.12%	84.48%	0.00%	0.00%
\$50,001 \$90,000	10	12.35%	97.89%	96.49%	100.00%	50.00%	0.00%
\$90,001 \$160,000	22	27.16%	97.31%	90.91%	97.99%	91.16%	0.00%
\$160,001 \$240,000	12	14.81%	99.73%	115.23%	100.00%	97.30%	0.00%
\$240,001 \$340,000	11	13.58%	97.45%	97.30%	97.01%	102.20%	0.00%
\$340,001 and up	8	9.88%	97.82%	98.40%	95.73%	95.76%	116.67%
Median Sold/List Ratio		97.12%		93.15%	98.11%	96.53%	116.67%
Total Closed Units		81	100%	38	35	6	2
Total Closed Volume		13,538,299		4.80M	6.43M	1.43M	884.90K

February 2021



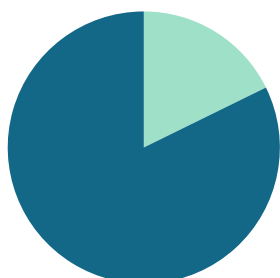
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

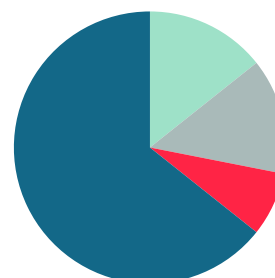


Inventory
 New Listings
97 = 17.73%
 Start Inventory
450
 Total Inventory Units
547
 Volume
\$130,810,847

Market Activity

Closed Sales
81 = 14.31%
 Pending Sales
78 = 13.78%
 Other Off Market
43 = 7.60%
 Active Inventory
364 = 64.31%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	81	28.57%	111	174	56.76%
Pending Sales	79	78	-1.27%	156	182	16.67%
New Listings	143	97	-32.17%	366	222	-39.34%
Median List Price	129,000	134,000	3.88%	135,000	139,450	3.30%
Median Sale Price	127,500	125,000	-1.96%	130,000	132,750	2.12%
Median Percent of Selling Price to List Price	95.89%	97.12%	1.28%	95.83%	97.20%	1.42%
Median Days on Market to Sale	32.00	29.00	-9.38%	29.00	33.50	15.52%
Monthly Inventory	745	364	-51.14%	745	364	-51.14%
Months Supply of Inventory	9.46	3.78	-60.06%	9.46	3.78	-60.06%

Absorption: Last 12 months, an Average of **96** Sales/Month

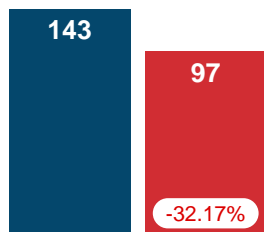
Inventory on February 28, 2021 = **364**

2020 **2021**

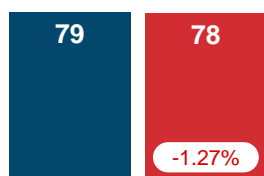
FEBRUARY MARKET

MEDIAN PRICES

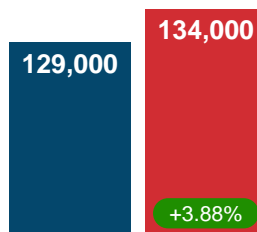
New Listings



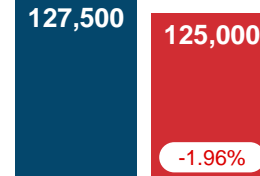
Pending Listings



List Price



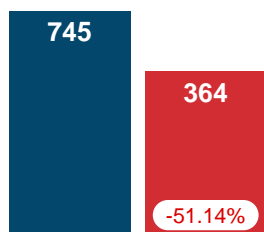
Sale Price



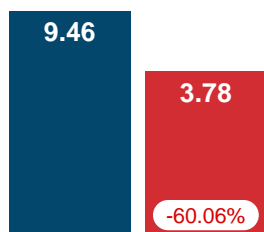
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

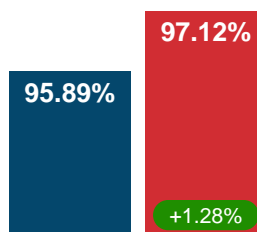
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

