

July 2021



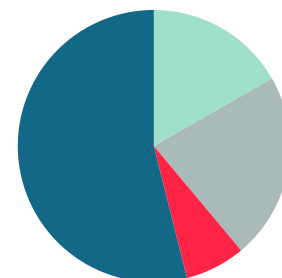
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	118	126	6.78%
Pending Listings	122	167	36.89%
New Listings	175	204	16.57%
Median List Price	137,000	198,148	44.63%
Median Sale Price	128,000	197,500	54.30%
Median Percent of Selling Price to List Price	99.39%	99.89%	0.51%
Median Days on Market to Sale	24.00	6.00	-75.00%
End of Month Inventory	711	406	-42.90%
Months Supply of Inventory	8.88	3.98	-55.13%



■ Closed (16.73%)
■ Pending (22.18%)
■ Other OffMarket (7.17%)
■ Active (53.92%)

Absorption: Last 12 months, an Average of **102** Sales/Month
Active Inventory as of July 31, 2021 = **406**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **42.90%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **3.98** 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 **54.30%** in July 2021 to \$197,500 versus the previous year at \$128,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 18.00 days or **75.00%** in July 2021 compared to last year's same month at **24.00** DOM.

Sales Success for July 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 204 New Listings in July 2021, up **16.57%** from last year at 175. Furthermore, there were 126 Closed Listings this month versus last year at 118, a **6.78%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, down from previous year's, July 2020, at **67.4%**, a **8.40%** 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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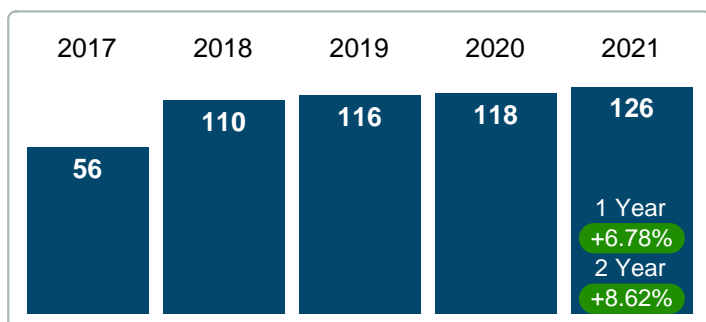
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



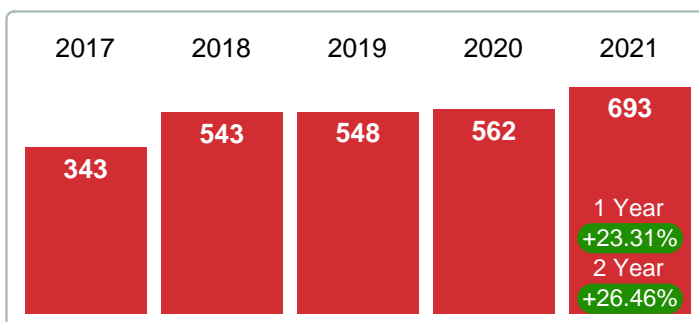
CLOSED LISTINGS

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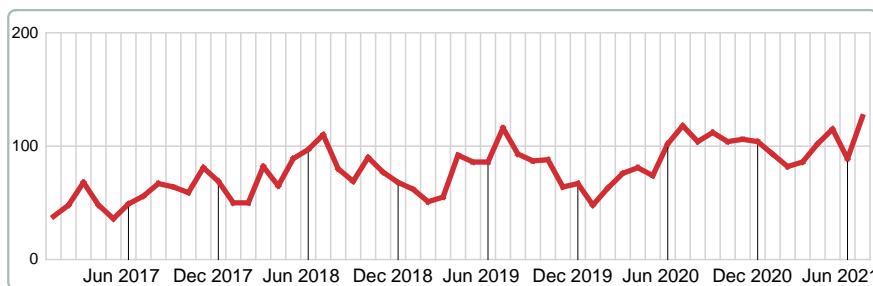
JULY



YEAR TO DATE (YTD)

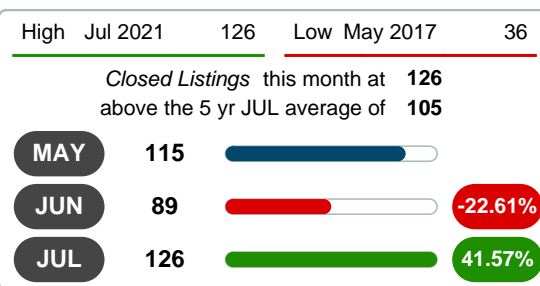


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 105



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	8	6.35%	62.0	6	2	0	0
\$25,001 - \$100,000	19	15.08%	8.0	11	7	1	0
\$100,001 - \$150,000	18	14.29%	14.5	13	3	1	1
\$150,001 - \$200,000	25	19.84%	3.0	3	18	4	0
\$200,001 - \$250,000	23	18.25%	6.0	1	17	5	0
\$250,001 - \$375,000	20	15.87%	6.0	1	8	9	2
\$375,001 and up	13	10.32%	7.0	7	3	2	1
Total Closed Units	126			42	58	22	4
Total Closed Volume	26,792,358	100%	6.0	7.25M	12.31M	5.94M	1.29M
Median Closed Price	\$197,500			\$112,350	\$200,000	\$254,072	\$310,000

July 2021



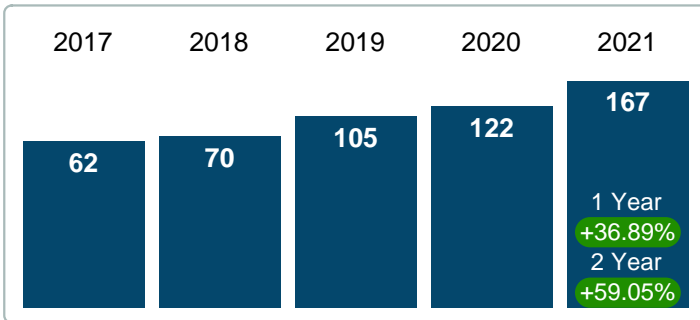
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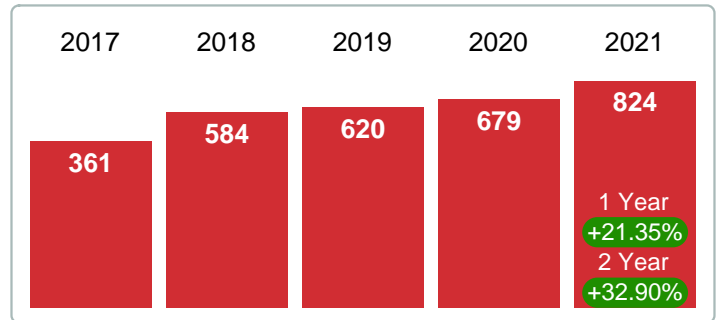
PENDING LISTINGS

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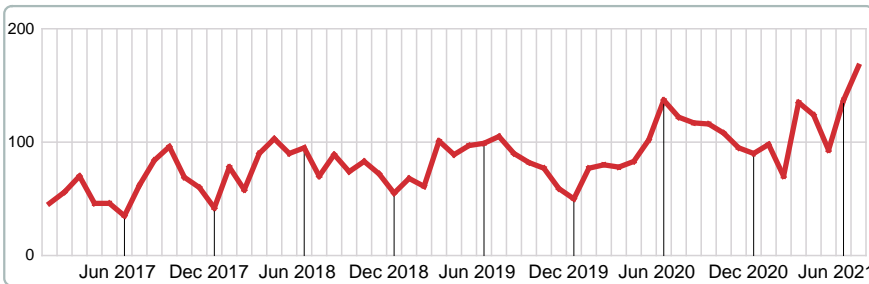
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

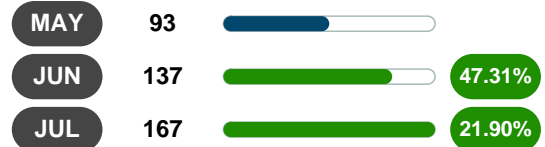


3 MONTHS

5 year JUL AVG = 105

High Jul 2021 167 Low Jun 2017 35

Pending Listings this month at 167
above the 5 yr JUL average of 105



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	9	5.39%	59.0	9	0	0	0
\$25,001 - \$75,000	26	15.57%	35.0	25	1	0	0
\$75,001 - \$125,000	18	10.78%	27.5	13	4	1	0
\$125,001 - \$200,000	40	23.95%	12.5	6	27	6	1
\$200,001 - \$250,000	32	19.16%	12.0	3	23	6	0
\$250,001 - \$425,000	26	15.57%	13.0	2	12	10	2
\$425,001 and up	16	9.58%	51.0	5	8	3	0
Total Pending Units	167			63	75	26	3
Total Pending Volume	35,447,320	100%	20.0	8.86M	18.67M	7.16M	763.41K
Median Listing Price	\$185,000			\$65,000	\$209,000	\$255,000	\$269,410

July 2021



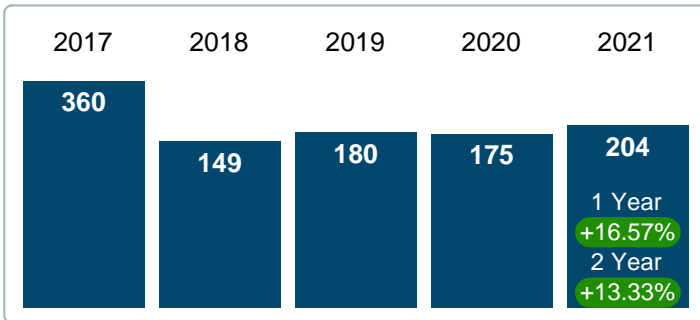
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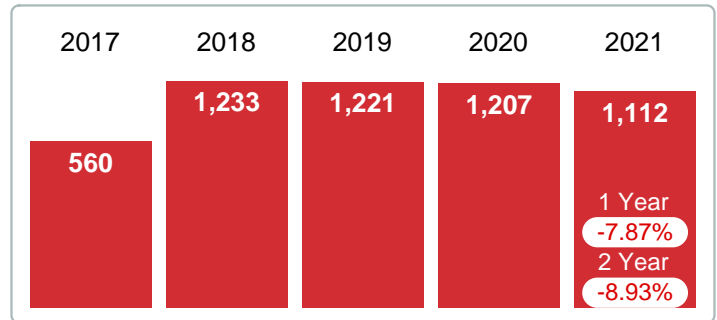
NEW LISTINGS

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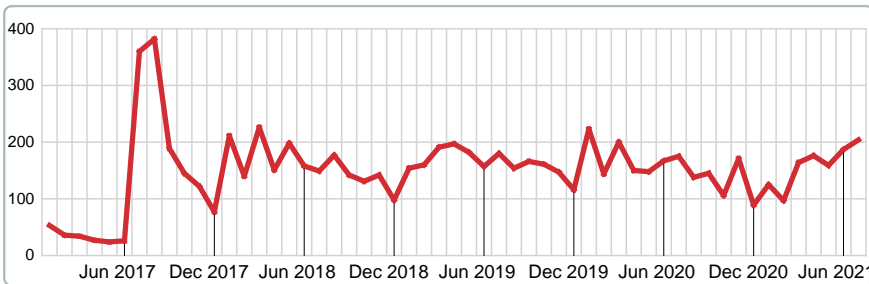
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

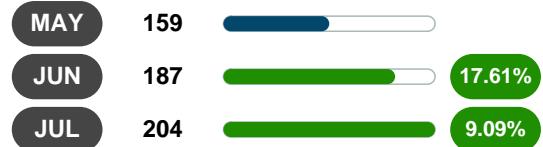


3 MONTHS

5 year JUL AVG = 214

High Aug 2017 382 Low May 2017 24

New Listings this month at 204
below the 5 yr JUL average of 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	4	1.96%	4	0	0	0
\$25,001 - \$75,000	37	18.14%	37	0	0	0
\$75,001 - \$125,000	24	11.76%	15	9	0	0
\$125,001 - \$225,000	58	28.43%	15	40	2	1
\$225,001 - \$325,000	35	17.16%	6	20	9	0
\$325,001 - \$675,000	26	12.75%	9	7	10	0
\$675,001 and up	20	9.80%	10	5	3	2
Total New Listed Units	204		96	81	24	3
Total New Listed Volume	68,556,418	100%	27.68M	23.95M	11.35M	5.58M
Median New Listed Listing Price	\$181,000		\$93,000	\$202,500	\$366,500	\$1,490,000

July 2021



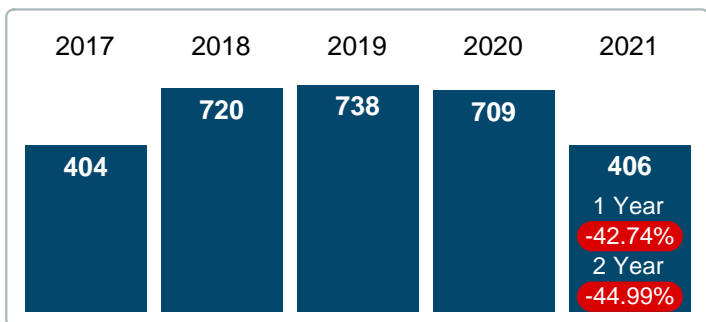
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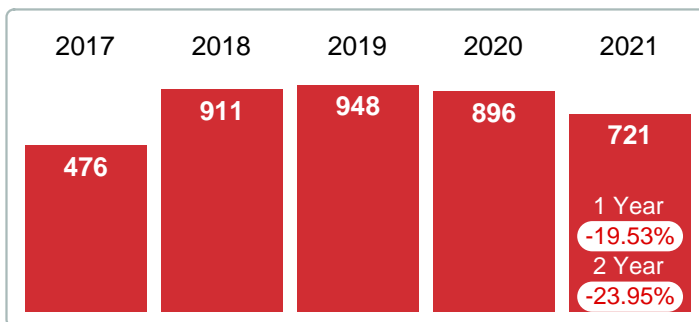
ACTIVE INVENTORY

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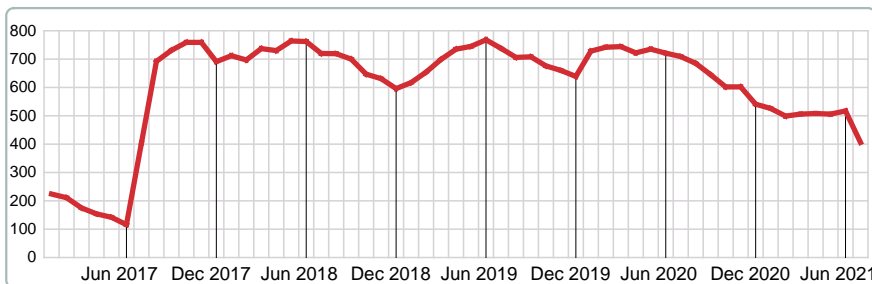
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 595

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **406**
below the 5 yr JUL average of **595**



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	21	5.17%	122.0	21	0	0	0
\$25,001 - \$50,000	63	15.52%	115.0	62	1	0	0
\$50,001 - \$125,000	63	15.52%	44.0	50	11	2	0
\$125,001 - \$275,000	107	26.35%	51.0	58	40	8	1
\$275,001 - \$425,000	60	14.78%	48.5	31	15	12	2
\$425,001 - \$800,000	53	13.05%	58.0	30	14	7	2
\$800,001 and up	39	9.61%	72.0	18	9	7	5
Total Active Inventory by Units	406			270	90	36	10
Total Active Inventory by Volume	154,669,646	100%	60.5	80.71M	38.05M	20.83M	15.08M
Median Active Inventory Listing Price	\$185,000			\$132,500	\$247,500	\$392,000	\$947,500

July 2021



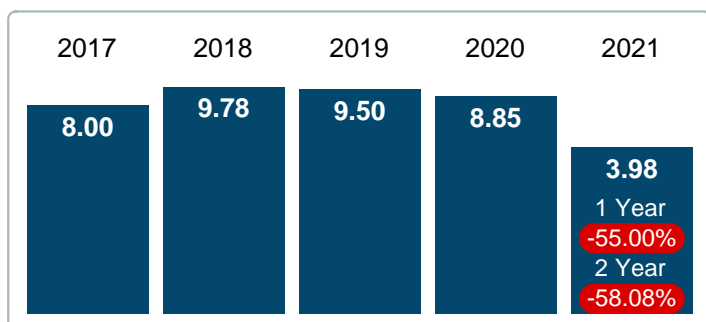
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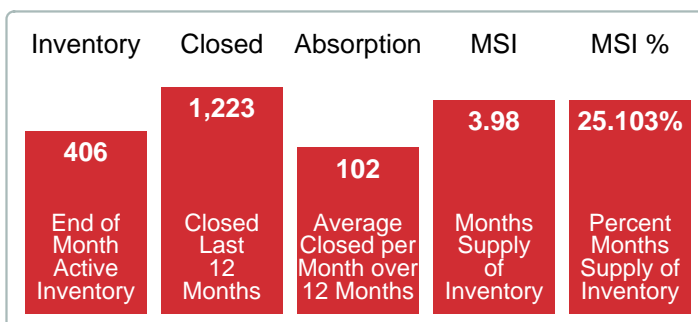
MONTHS SUPPLY of INVENTORY (MSI)

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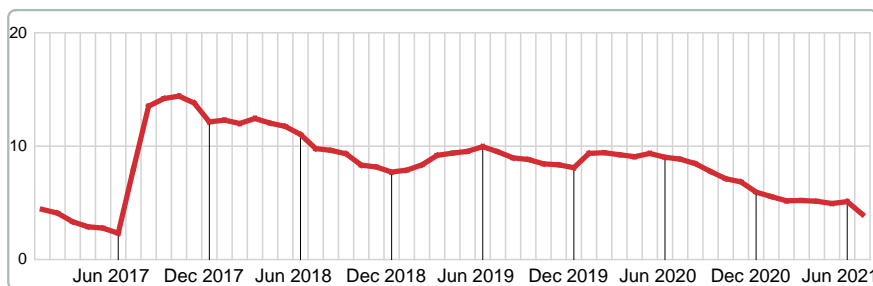
MSI FOR JULY



INDICATORS FOR JULY 2021

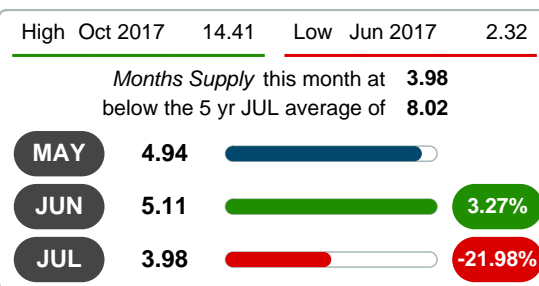


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 8.02



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	21	5.17%	3.04	3.27	0.00	0.00	0.00
\$25,001 - \$50,000	63	15.52%	5.52	6.20	0.86	0.00	0.00
\$50,001 - \$125,000	63	15.52%	2.67	3.82	1.18	1.71	0.00
\$125,001 - \$275,000	107	26.35%	2.53	8.00	1.44	1.30	0.92
\$275,001 - \$425,000	60	14.78%	5.45	14.31	3.27	3.51	2.40
\$425,001 - \$800,000	53	13.05%	9.64	15.65	10.50	6.00	1.85
\$800,001 and up	39	9.61%	33.43	30.86	54.00	42.00	20.00
Market Supply of Inventory (MSI)			3.98	6.52	2.01	2.90	3.08
Total Active Inventory by Units		100%	3.98	270	90	36	10

July 2021



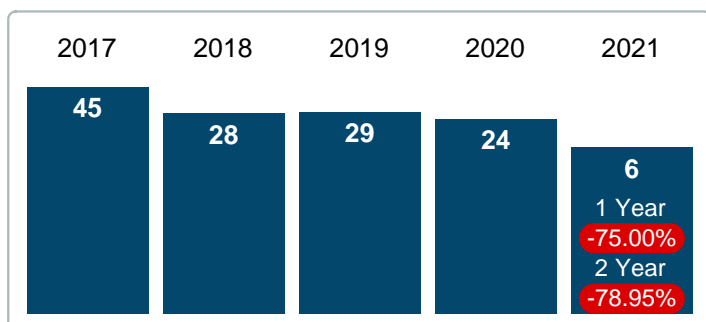
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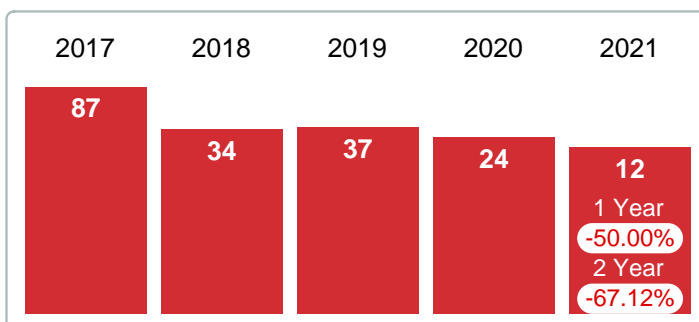
MEDIAN DAYS ON MARKET TO SALE

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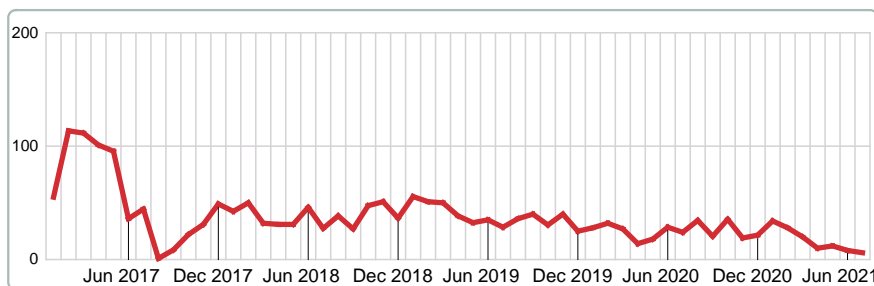
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

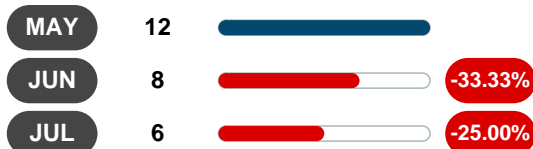


3 MONTHS

5 year JUL AVG = 26

High Feb 2017 114 Low Aug 2017 1

Median Days on Market to Sale this month at 6 below the 5 yr JUL average of 26



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	6.35%	62	110	4	0	0
\$25,001 - \$100,000	15.08%	8	63	8	180	0
\$100,001 - \$150,000	14.29%	15	19	5	25	10
\$150,001 - \$200,000	19.84%	3	17	2	5	0
\$200,001 - \$250,000	18.25%	6	132	6	6	0
\$250,001 - \$375,000	15.87%	6	59	5	8	4
\$375,001 and up	10.32%	7	41	6	3	7
Median Closed DOM		6	35	4	6	7
Total Closed Units	100%	6.0	42	58	22	4
Total Closed Volume		26,792,358	7.25M	12.31M	5.94M	1.29M

July 2021



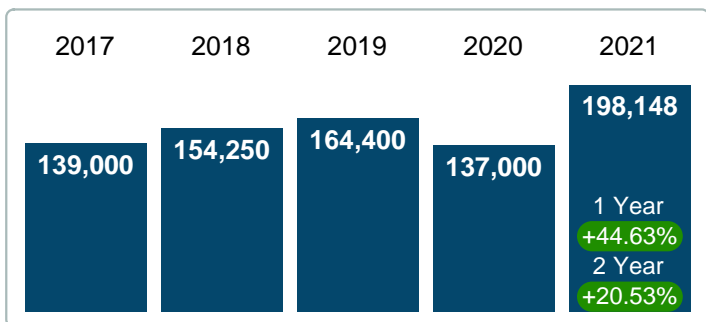
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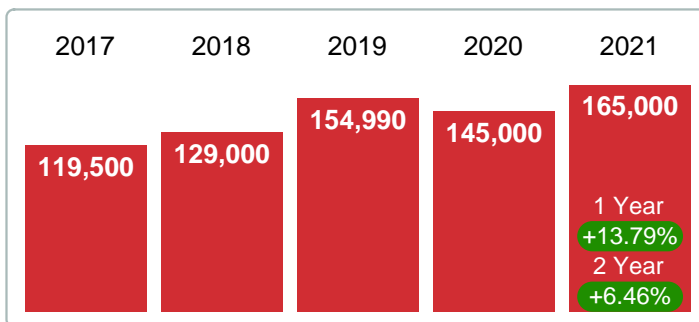
MEDIAN LIST PRICE AT CLOSING

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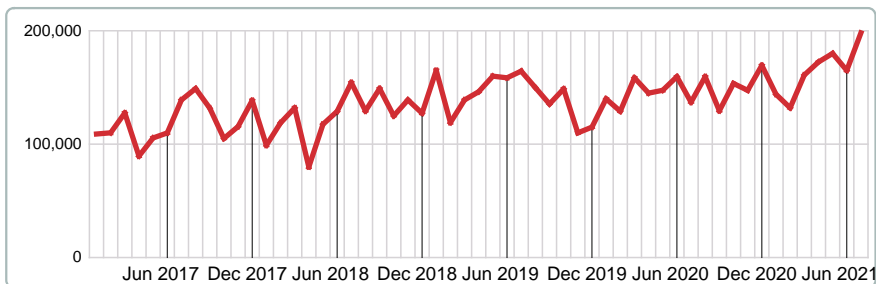
JULY



YEAR TO DATE (YTD)

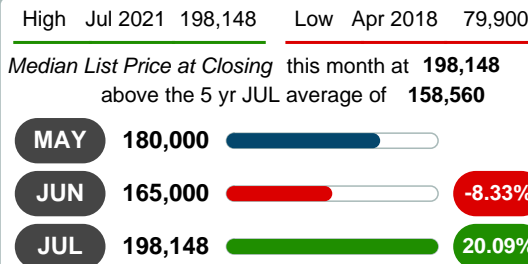


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 158,560



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	6.35%	13,400	6,950	25,000	0	0
\$25,001 - \$100,000	18	14.29%	54,350	40,000	69,750	80,000	0
\$100,001 - \$150,000	18	14.29%	127,450	120,000	136,700	139,900	129,900
\$150,001 - \$200,000	23	18.25%	189,900	177,450	190,950	197,796	0
\$200,001 - \$250,000	24	19.05%	223,500	225,000	222,000	224,250	0
\$250,001 - \$375,000	21	16.67%	289,000	330,000	298,000	279,000	314,750
\$375,001 and up	14	11.11%	600,000	607,950	454,000	567,500	589,900
Median List Price			198,148	116,000	202,500	261,067	314,750
Total Closed Units		100%	198,148	42	58	22	4
Total Closed Volume			27,939,475	7.87M	12.64M	6.09M	1.35M

July 2021



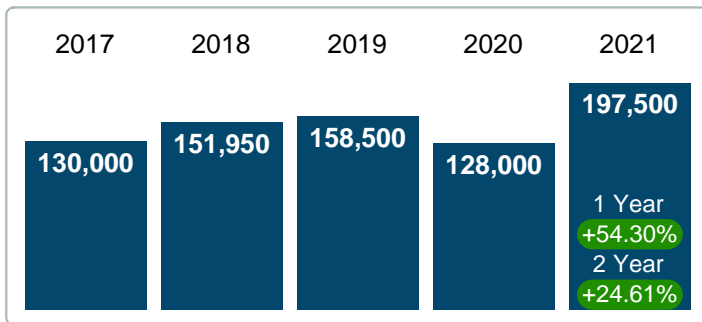
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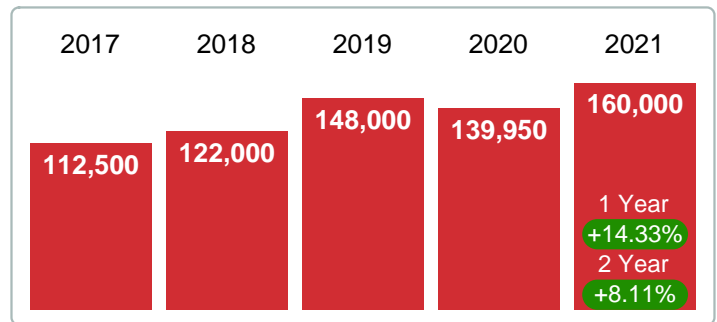
MEDIAN SOLD PRICE AT CLOSING

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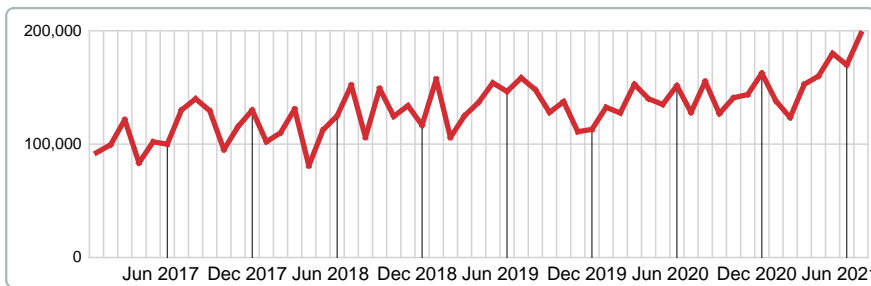
JULY



YEAR TO DATE (YTD)

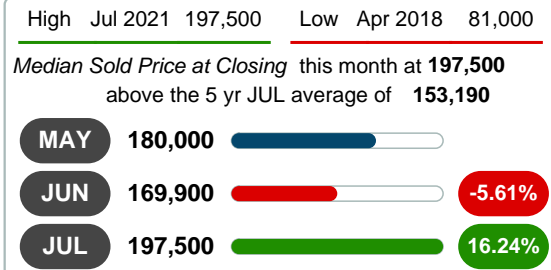


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 153,190



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	6.35%	12,950	6,950	22,500	0	
\$25,001 - \$100,000	19	15.08%	52,000	35,000	56,000	80,000	
\$100,001 - \$150,000	18	14.29%	127,450	115,000	139,500	130,000	
\$150,001 - \$200,000	25	19.84%	188,500	165,000	189,000	196,398	
\$200,001 - \$250,000	23	18.25%	224,926	210,000	224,000	235,000	
\$250,001 - \$375,000	20	15.87%	294,000	310,000	294,000	275,000	
\$375,001 and up	13	10.32%	595,000	600,000	499,000	555,000	
Median Sold Price		197,500		112,350	200,000	254,072	310,000
Total Closed Units		126	100%	42	58	22	4
Total Closed Volume		26,792,358		7.25M	12.31M	5.94M	1.29M

July 2021



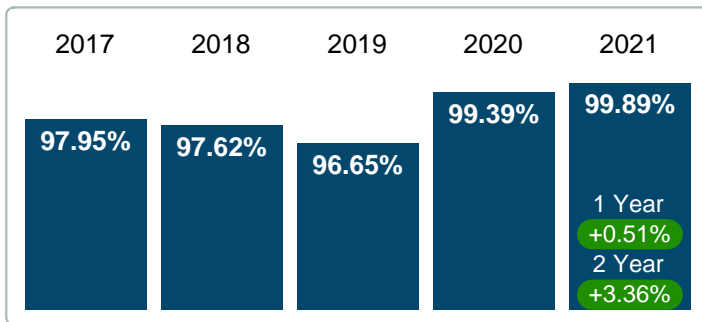
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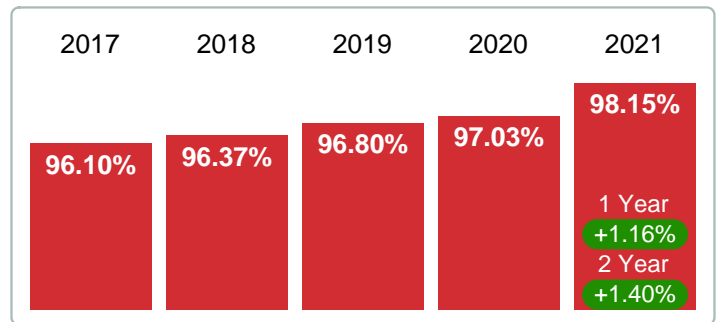
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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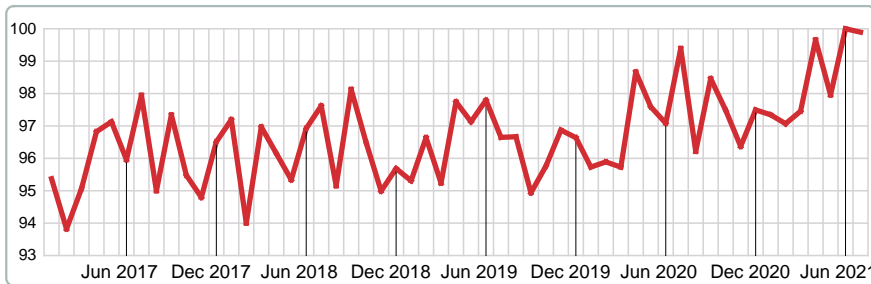
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

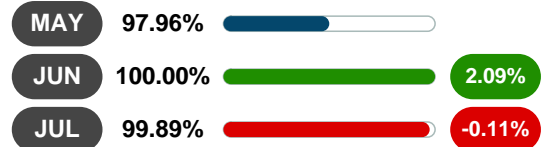


3 MONTHS

5 year JUL AVG = 98.30%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **99.89%**
above the 5 yr JUL average of **98.30%**



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	8	6.35%	100.00%	100.00%	90.00%	0.00%	0.00%
\$25,001 - \$100,000	19	15.08%	92.11%	100.00%	87.39%	100.00%	0.00%
\$100,001 - \$150,000	18	14.29%	96.70%	95.83%	100.00%	92.92%	100.00%
\$150,001 - \$200,000	25	19.84%	100.00%	94.29%	100.00%	99.72%	0.00%
\$200,001 - \$250,000	23	18.25%	100.00%	93.33%	100.00%	98.91%	0.00%
\$250,001 - \$375,000	20	15.87%	100.00%	93.94%	100.00%	100.00%	98.24%
\$375,001 and up	13	10.32%	96.60%	92.00%	100.00%	98.30%	92.39%
Median Sold/List Ratio		99.89%		97.84%	100.00%	100.00%	98.24%
Total Closed Units		126	100%	42	58	22	4
Total Closed Volume		26,792,358		7.25M	12.31M	5.94M	1.29M

July 2021



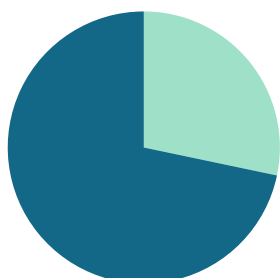
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

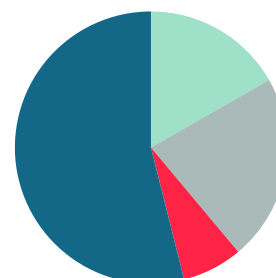


Inventory
 New Listings
204 = 28.29%
 Start Inventory
517
 Total Inventory Units
721
 Volume
\$223,115,731

Market Activity

Closed Sales
126 = 16.73%
 Pending Sales
167 = 22.18%
 Other Off Market
54 = 7.17%
 Active Inventory
406 = 53.92%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	118	126	6.78%	562	693	23.31%
Pending Sales	122	167	36.89%	679	824	21.35%
New Listings	175	204	16.57%	1,207	1,112	-7.87%
Median List Price	137,000	198,148	44.63%	145,000	165,000	13.79%
Median Sale Price	128,000	197,500	54.30%	139,950	160,000	14.33%
Median Percent of Selling Price to List Price	99.39%	99.89%	0.51%	97.03%	98.15%	1.16%
Median Days on Market to Sale	24.00	6.00	-75.00%	24.00	12.00	-50.00%
Monthly Inventory	711	406	-42.90%	711	406	-42.90%
Months Supply of Inventory	8.88	3.98	-55.13%	8.88	3.98	-55.13%

Absorption: Last 12 months, an Average of **102** Sales/Month

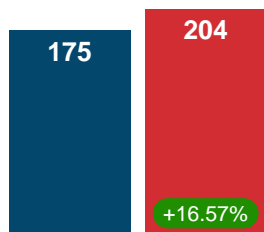
Inventory on July 31, 2021 = **406**

2020 **2021**

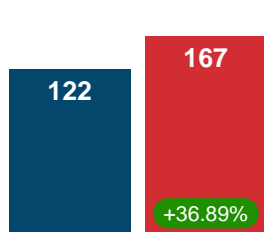
JULY MARKET

MEDIAN PRICES

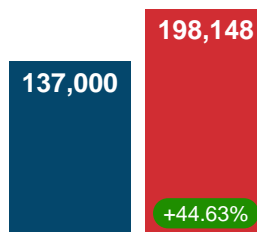
New Listings



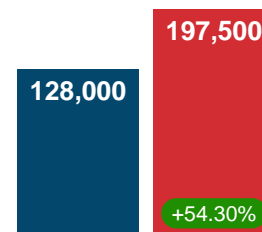
Pending Listings



List Price



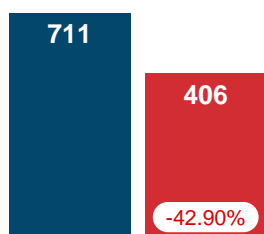
Sale Price



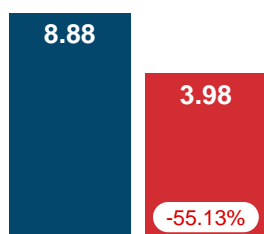
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

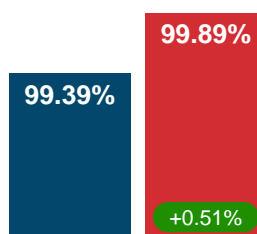
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

