

June 2021



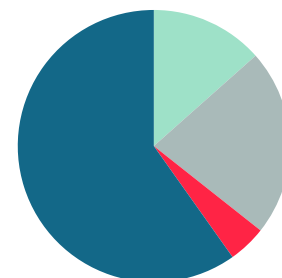
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	102	89	-12.75%
Pending Listings	137	147	7.30%
New Listings	167	187	11.98%
Median List Price	159,500	165,000	3.45%
Median Sale Price	151,500	169,900	12.15%
Median Percent of Selling Price to List Price	97.08%	100.00%	3.00%
Median Days on Market to Sale	28.50	8.00	-71.93%
End of Month Inventory	721	396	-45.08%
Months Supply of Inventory	9.02	3.91	-56.65%



■ Closed (13.44%)
■ Pending (22.21%)
■ Other OffMarket (4.53%)
■ Active (59.82%)

Absorption: Last 12 months, an Average of **101** Sales/Month
Active Inventory as of June 30, 2021 = **396**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **45.08%** to 396 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **3.91** 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 **12.15%** in June 2021 to \$169,900 versus the previous year at \$151,500.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 20.50 days or **71.93%** in June 2021 compared to last year's same month at **28.50** DOM.

Sales Success for June 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 187 New Listings in June 2021, up **11.98%** from last year at 167. Furthermore, there were 89 Closed Listings this month versus last year at 102, a **-12.75%** decrease.

Closed versus Listed trends yielded a **47.6%** ratio, down from previous year's, June 2020, at **61.1%**, a **22.08%** 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

June 2021



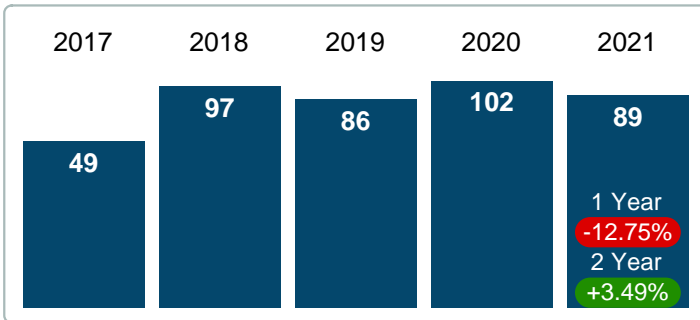
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



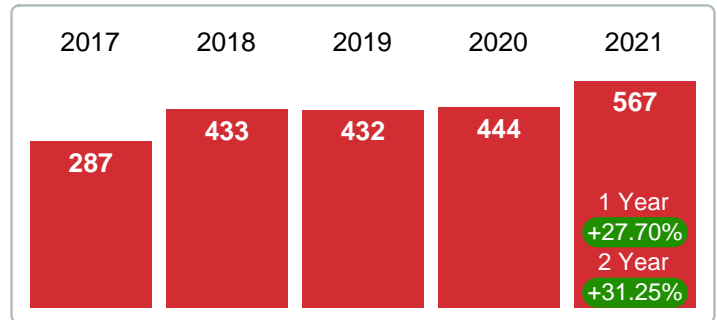
CLOSED LISTINGS

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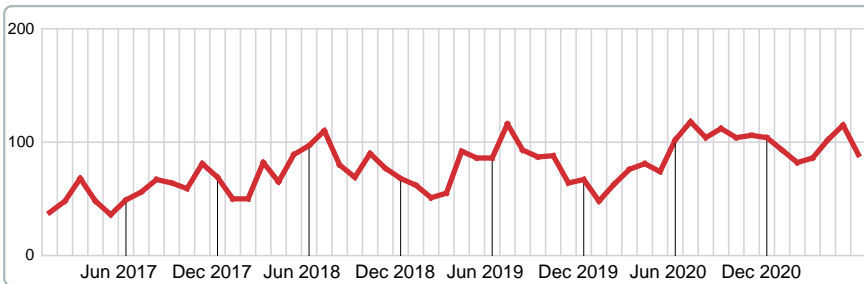
JUNE



YEAR TO DATE (YTD)

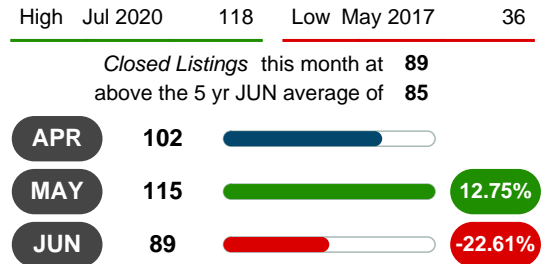


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85



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	6	6.74%	30.5	6	0	0	0
\$25,001 - \$50,000	6	6.74%	135.5	6	0	0	0
\$50,001 - \$125,000	21	23.60%	7.0	15	6	0	0
\$125,001 - \$175,000	19	21.35%	4.0	6	11	1	1
\$175,001 - \$250,000	16	17.98%	4.5	2	11	2	1
\$250,001 - \$425,000	12	13.48%	17.0	4	5	3	0
\$425,001 and up	9	10.11%	33.0	4	2	2	1
Total Closed Units	89			43	35	8	3
Total Closed Volume	18,795,060	100%	8.0	7.91M	7.50M	2.59M	794.50K
Median Closed Price	\$169,900			\$109,900	\$193,062	\$299,250	\$214,500

June 2021



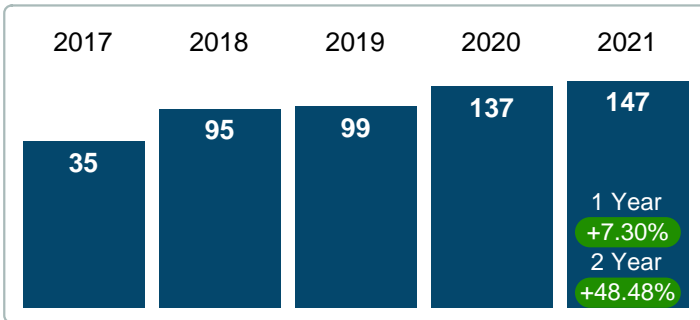
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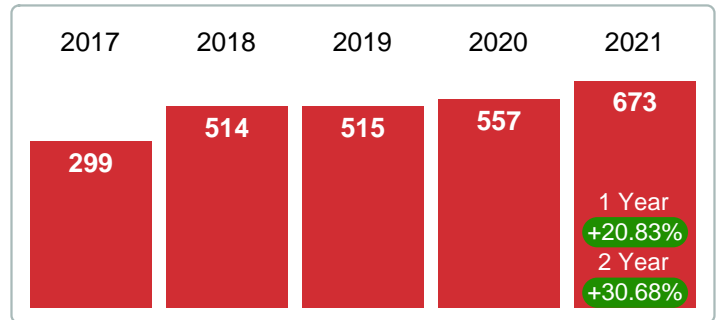
PENDING LISTINGS

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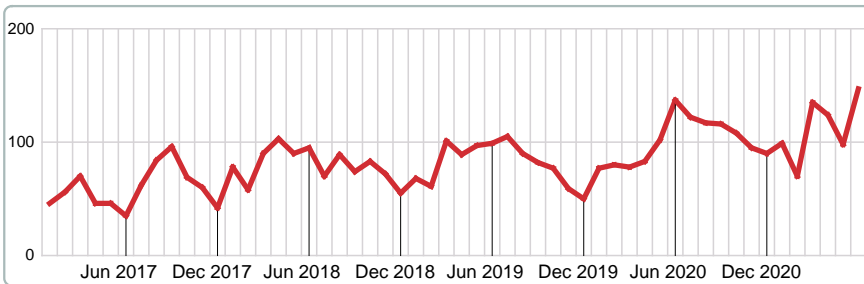
JUNE



YEAR TO DATE (YTD)

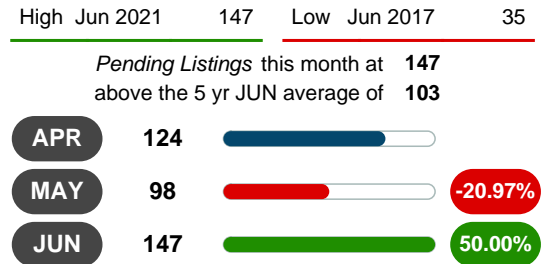


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 103



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	6.12%	85.0	7	2	0	0
\$25,001 - \$50,000	19	12.93%	7.0	18	1	0	0
\$50,001 - \$125,000	27	18.37%	9.0	19	8	0	0
\$125,001 - \$200,000	33	22.45%	5.0	13	17	3	0
\$200,001 - \$250,000	22	14.97%	6.5	4	16	2	0
\$250,001 - \$375,000	21	14.29%	6.0	2	8	9	2
\$375,001 and up	16	10.88%	43.0	9	2	3	2
Total Pending Units	147			72	54	17	4
Total Pending Volume	30,371,404	100%	7.0	12.62M	11.05M	4.99M	1.71M
Median Listing Price	\$179,900			\$85,950	\$197,450	\$270,000	\$379,950

June 2021



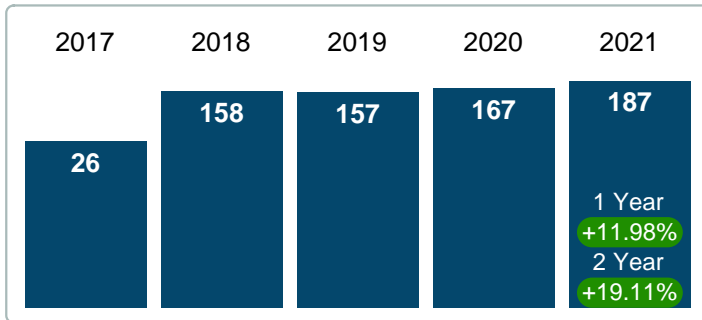
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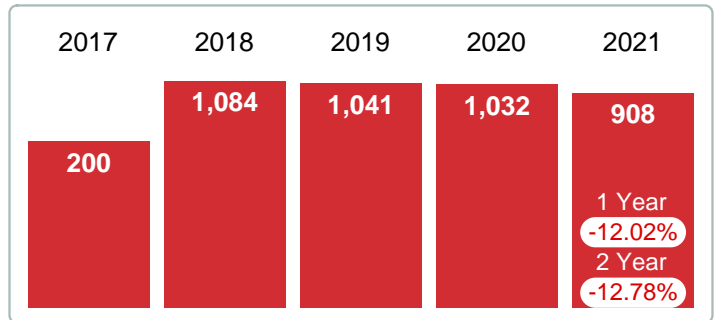
NEW LISTINGS

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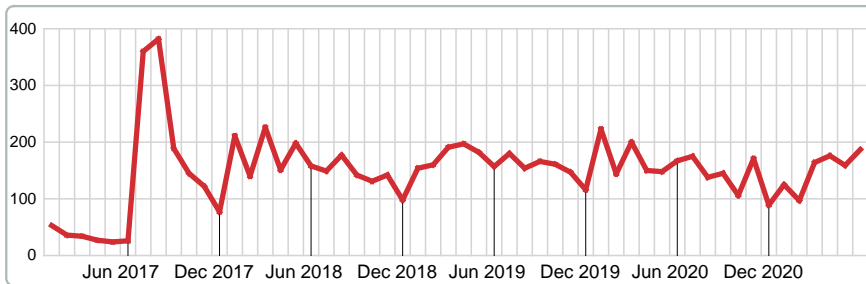
JUNE



YEAR TO DATE (YTD)

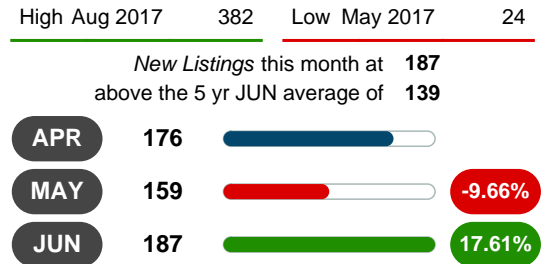


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 139



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	5	2.67%	4	1	0	0
\$25,001 - \$75,000	34	18.18%	32	2	0	0
\$75,001 - \$150,000	28	14.97%	15	9	4	0
\$150,001 - \$225,000	47	25.13%	14	28	5	0
\$225,001 - \$275,000	20	10.70%	4	9	7	0
\$275,001 - \$450,000	35	18.72%	7	14	11	3
\$450,001 and up	18	9.63%	10	3	5	0
Total New Listed Units	187		86	66	32	3
Total New Listed Volume	47,793,353	100%	16.46M	19.72M	10.66M	949.80K
Median New Listed Listing Price	\$189,900		\$117,500	\$212,000	\$273,250	\$299,900

June 2021



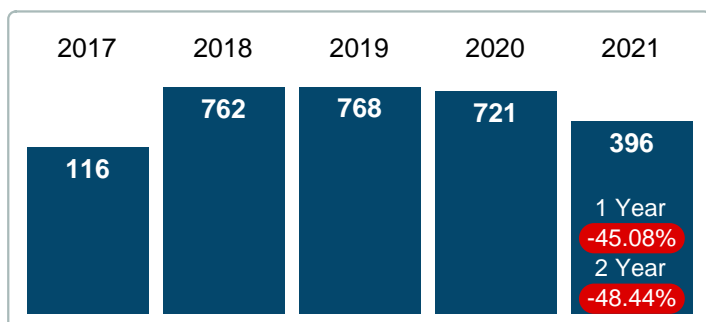
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



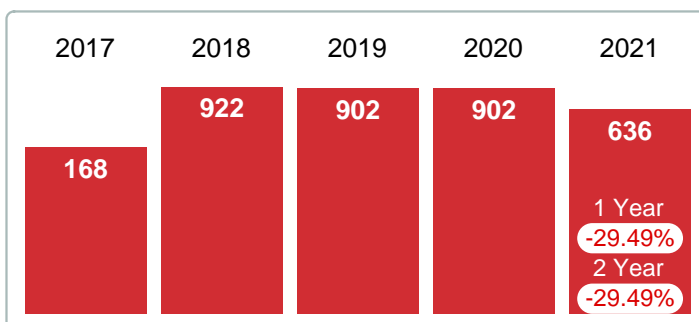
ACTIVE INVENTORY

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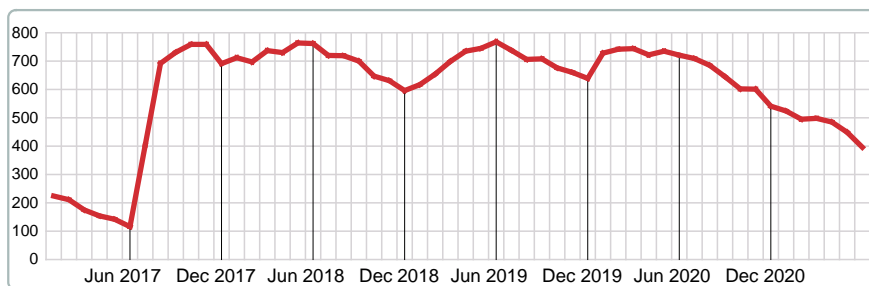
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

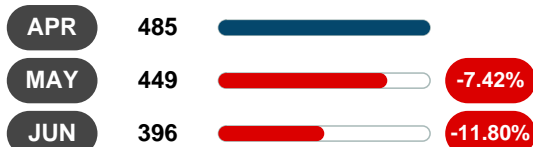


3 MONTHS

5 year JUN AVG = 553

High Jun 2019 768 Low Jun 2017 116

Inventory this month at 396
below the 5 yr JUN average of 553



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	33	8.33%	138.0	31	2	0	0
\$25,001 - \$25,000	0	0.00%	138.0	0	0	0	0
\$25,001 - \$100,000	97	24.49%	87.0	92	4	1	0
\$100,001 - \$225,000	101	25.51%	58.0	63	27	11	0
\$225,001 - \$375,000	78	19.70%	50.0	34	26	15	3
\$375,001 - \$625,000	45	11.36%	61.0	24	14	6	1
\$625,001 and up	42	10.61%	96.0	20	11	8	3
Total Active Inventory by Units		396		264	84	41	7
Total Active Inventory by Volume		126,359,954	100%	64.87M	32.93M	20.36M	8.20M
Median Active Inventory Listing Price		\$175,000		\$120,000	\$255,000	\$279,000	\$485,000

June 2021



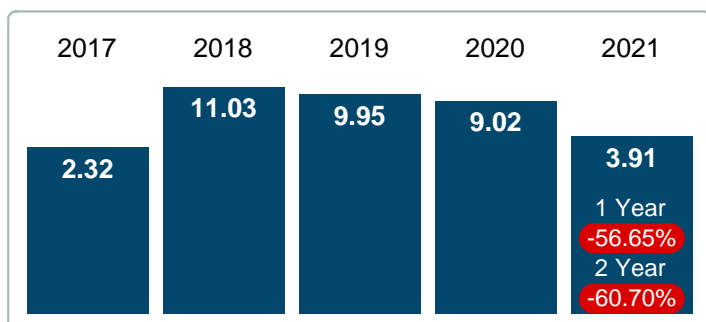
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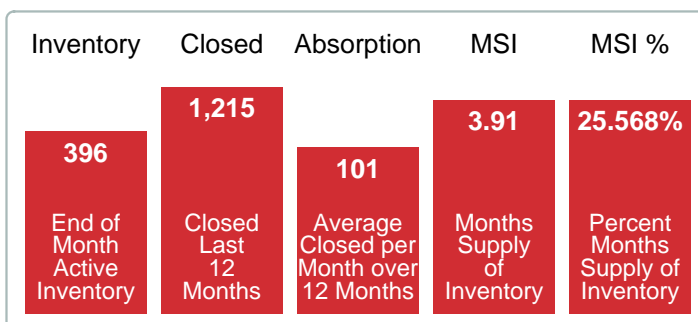
MONTHS SUPPLY of INVENTORY (MSI)

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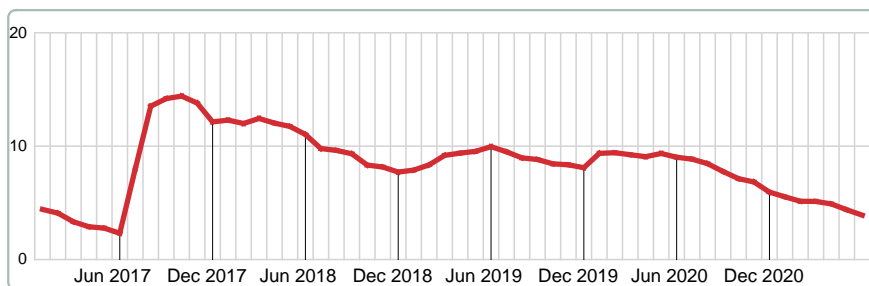
MSI FOR JUNE



INDICATORS FOR JUNE 2021

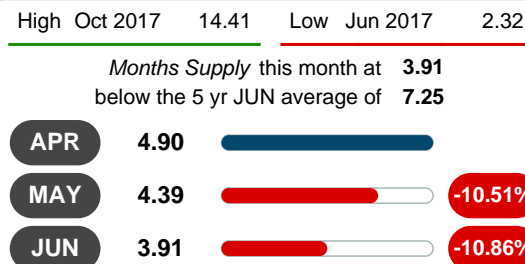


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.25



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	33	8.33%	4.55	4.54	6.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	97	24.49%	3.46	4.58	0.61	0.75	0.00
\$100,001 - \$225,000	101	25.51%	2.49	6.75	1.03	2.69	0.00
\$225,001 - \$375,000	78	19.70%	4.54	10.46	2.89	3.60	4.00
\$375,001 - \$625,000	45	11.36%	7.83	18.00	8.84	3.43	0.92
\$625,001 and up	42	10.61%	16.26	18.46	26.40	16.00	5.14
Market Supply of Inventory (MSI)	3.91	100%	3.91	6.30	1.90	3.44	2.21
Total Active Inventory by Units	396			264	84	41	7

June 2021



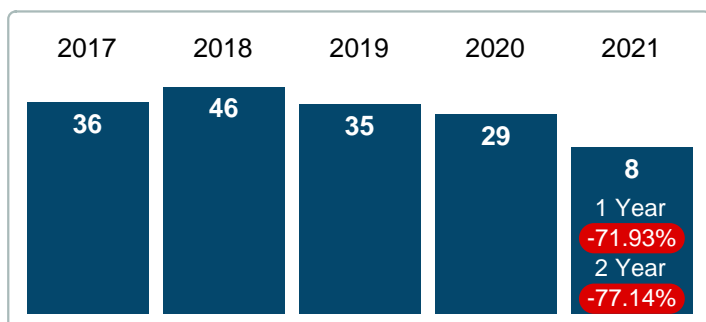
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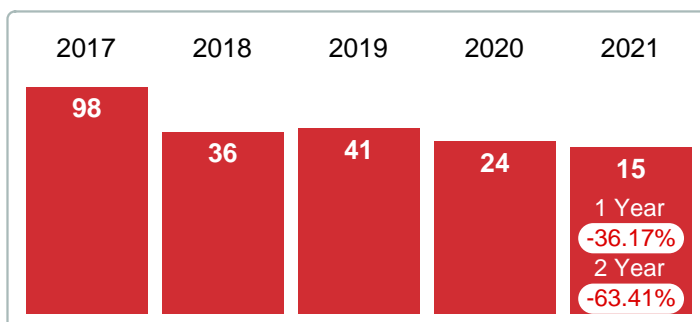
MEDIAN DAYS ON MARKET TO SALE

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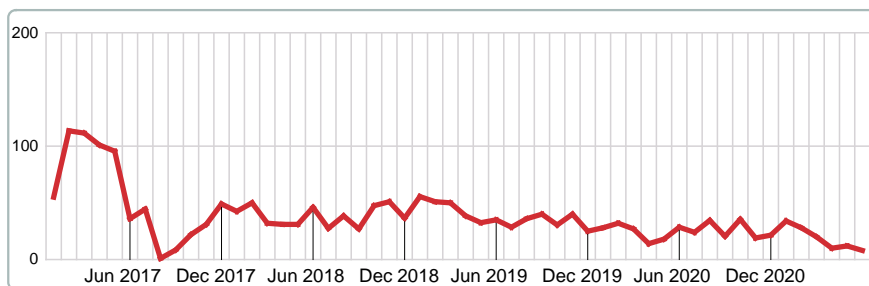
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

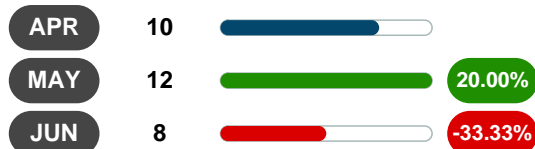


3 MONTHS

5 year JUN AVG = 31

High Feb 2017 114 Low Aug 2017 1

Median Days on Market to Sale this month at 8 below the 5 yr JUN average of 31



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	6.74%	31	31	0	0	0
\$25,001 - \$50,000	6.74%	136	136	0	0	0
\$50,001 - \$125,000	23.60%	7	8	3	0	0
\$125,001 - \$175,000	21.35%	4	12	2	13	4
\$175,001 - \$250,000	17.98%	5	87	6	3	4
\$250,001 - \$425,000	13.48%	17	16	8	31	0
\$425,001 and up	10.11%	33	67	20	22	11
Median Closed DOM		8	18	4	20	4
Total Closed Units	100%	89	43	35	8	3
Total Closed Volume		18,795,060	7.91M	7.50M	2.59M	794.50K

June 2021



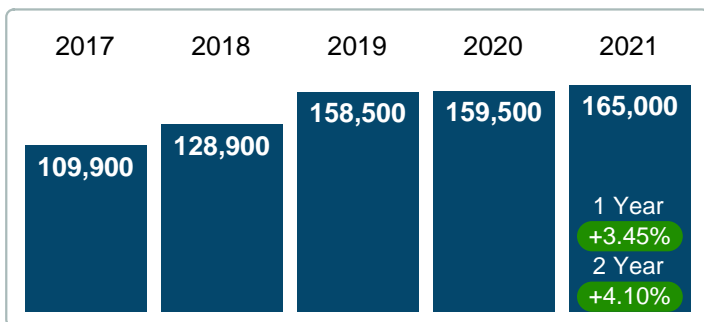
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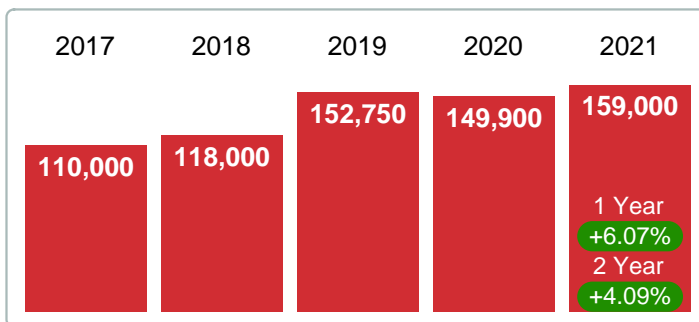
MEDIAN LIST PRICE AT CLOSING

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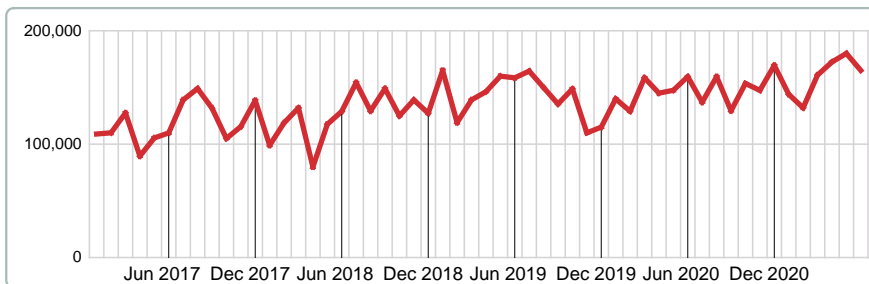
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 144,360

High May 2021 180,000 Low Apr 2018 79,900
 Median List Price at Closing this month at **165,000**
 above the 5 yr JUN average of **144,360**

Month	Price	% Change
APR	172,450	
MAY	180,000	+4.38%
JUN	165,000	-8.33%

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	5.62%	14,250	14,250	0	0	0
\$25,001 - \$50,000	7.87%	32,500	32,500	0	0	0
\$50,001 - \$125,000	21.35%	85,000	84,750	85,000	0	0
\$125,001 - \$175,000	21.35%	159,000	164,900	155,000	139,900	149,998
\$175,001 - \$250,000	19.10%	199,900	192,450	214,750	192,000	214,500
\$250,001 - \$425,000	14.61%	309,000	324,200	289,000	330,000	0
\$425,001 and up	10.11%	699,900	881,100	703,500	574,950	500,000
Median List Price		165,000	109,000	193,062	297,500	214,500
Total Closed Units	100%	165,000	43	35	8	3
Total Closed Volume		19,304,412	8.23M	7.60M	2.61M	864.50K

June 2021



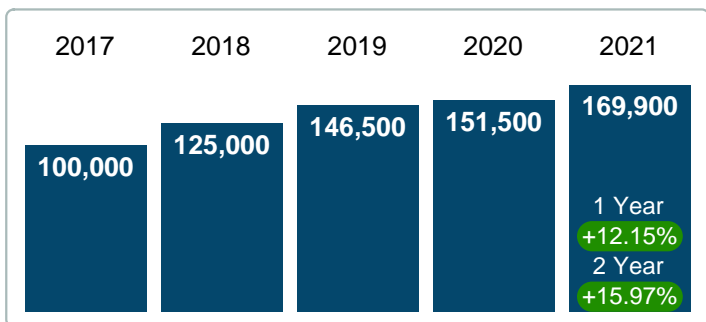
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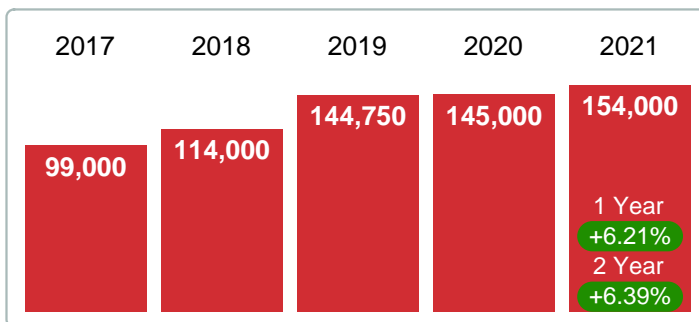
MEDIAN SOLD PRICE AT CLOSING

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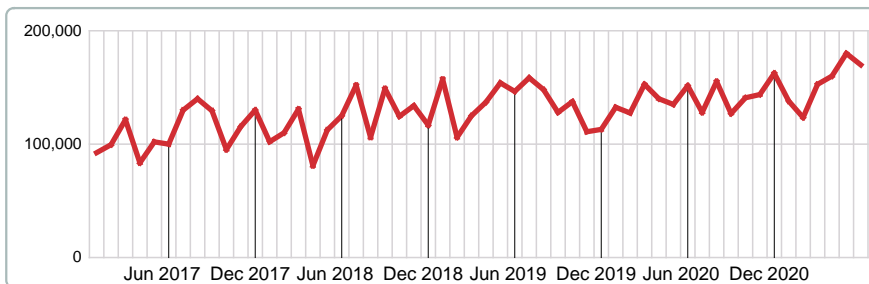
JUNE



YEAR TO DATE (YTD)

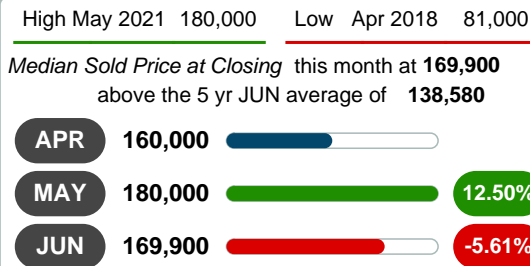


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 138,580



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	6.74%	13,875	13,875	0	0	0
\$25,001 - \$50,000	6.74%	30,000	30,000	0	0	0
\$50,001 - \$125,000	23.60%	81,000	84,000	78,000	0	0
\$125,001 - \$175,000	21.35%	165,000	169,950	160,000	139,900	149,998
\$175,001 - \$250,000	17.98%	207,150	185,000	220,000	192,000	214,500
\$250,001 - \$425,000	13.48%	310,950	317,200	291,400	330,000	0
\$425,001 and up	10.11%	670,000	830,000	656,250	565,000	430,000
Median Sold Price		169,900	109,900	193,062	299,250	214,500
Total Closed Units	100%	89	43	35	8	3
Total Closed Volume		18,795,060	7.91M	7.50M	2.59M	794.50K

June 2021



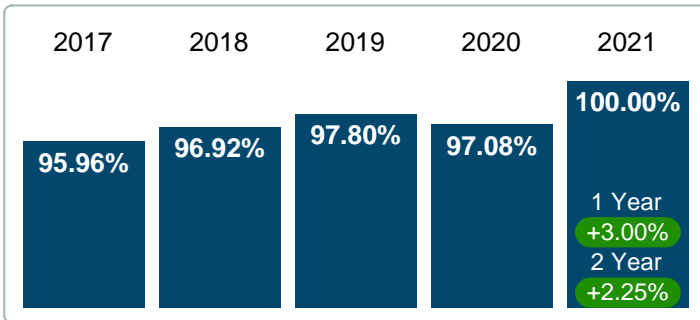
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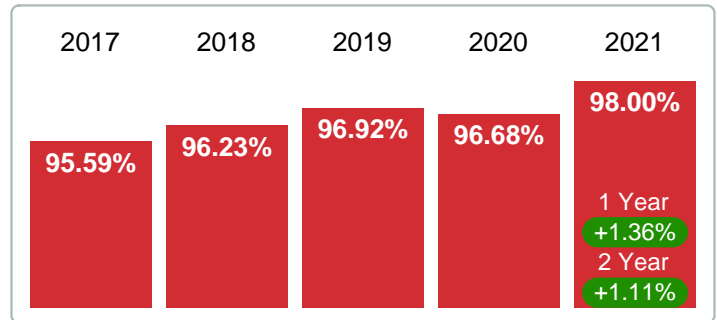
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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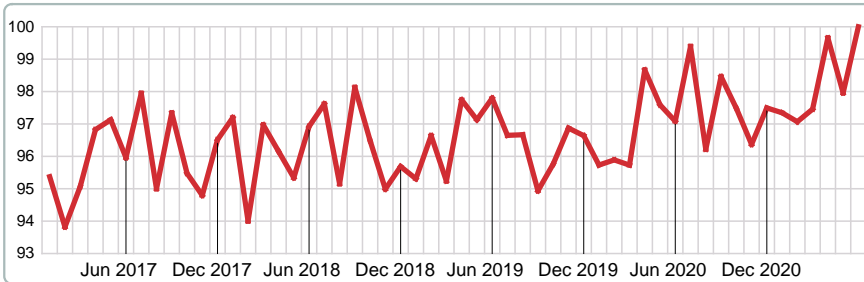
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

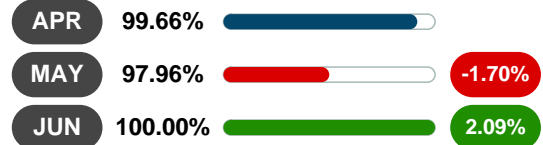


3 MONTHS

5 year JUN AVG = 97.55%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.55%**



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	6	6.74%	95.00%	95.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	6.74%	96.25%	96.25%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	23.60%	95.29%	95.28%	96.10%	0.00%	0.00%
\$125,001 - \$175,000	19	21.35%	100.00%	98.86%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	16	17.98%	100.00%	101.35%	100.00%	100.00%	100.00%
\$250,001 - \$425,000	12	13.48%	100.00%	97.89%	100.61%	101.06%	0.00%
\$425,001 and up	9	10.11%	95.73%	95.19%	94.64%	98.98%	86.00%
Median Sold/List Ratio		100.00%		96.55%	100.00%	100.00%	100.00%
Total Closed Units		89	100%	43	35	8	3
Total Closed Volume		18,795,060		7.91M	7.50M	2.59M	794.50K

June 2021



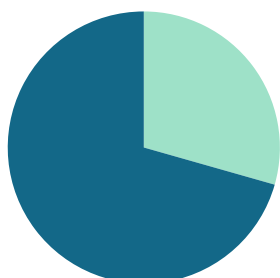
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

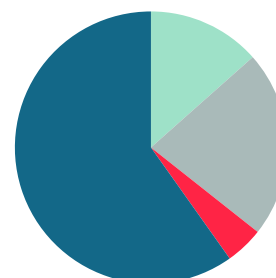


Inventory
 New Listings
187 = 29.40%
 Start Inventory
449
 Total Inventory Units
636
 Volume
\$180,538,558

Market Activity

Closed Sales
89 = 13.44%
 Pending Sales
147 = 22.21%
 Other Off Market
30 = 4.53%
 Active Inventory
396 = 59.82%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	102	89	-12.75%	444	567	27.70%
Pending Sales	137	147	7.30%	557	673	20.83%
New Listings	167	187	11.98%	1,032	908	-12.02%
Median List Price	159,500	165,000	3.45%	149,900	159,000	6.07%
Median Sale Price	151,500	169,900	12.15%	145,000	154,000	6.21%
Median Percent of Selling Price to List Price	97.08%	100.00%	3.00%	96.68%	98.00%	1.36%
Median Days on Market to Sale	28.50	8.00	-71.93%	23.50	15.00	-36.17%
Monthly Inventory	721	396	-45.08%	721	396	-45.08%
Months Supply of Inventory	9.02	3.91	-56.65%	9.02	3.91	-56.65%

Absorption: Last 12 months, an Average of **101** Sales/Month

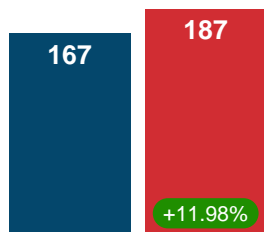
Inventory on June 30, 2021 = 396

2020 2021

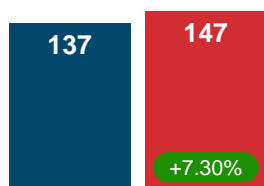
JUNE MARKET

MEDIAN PRICES

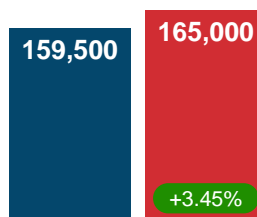
New Listings



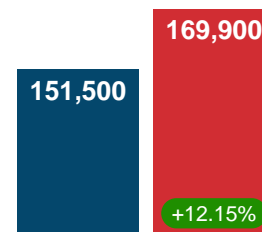
Pending Listings



List Price



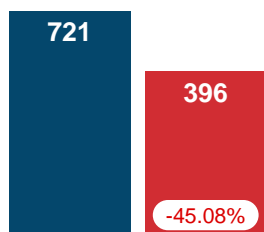
Sale Price



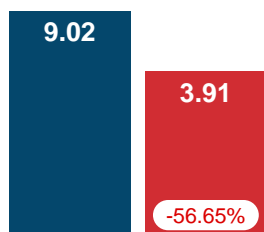
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

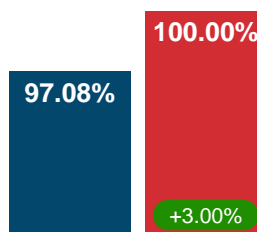
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

