

## March 2021



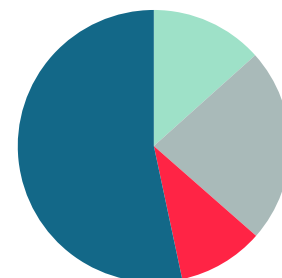
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	76	84	10.53%
Pending Listings	78	145	85.90%
New Listings	200	164	-18.00%
Average List Price	176,261	195,623	10.99%
Average Sale Price	167,309	185,475	10.86%
Average Percent of Selling Price to List Price	93.11%	94.92%	1.95%
Average Days on Market to Sale	49.16	48.45	-1.44%
End of Month Inventory	743	335	-54.91%
Months Supply of Inventory	9.23	3.45	-62.61%



■ Closed (13.38%)  
■ Pending (23.09%)  
■ Other OffMarket (10.19%)  
■ Active (53.34%)

**Absorption:** Last 12 months, an Average of **97** Sales/Month  
**Active Inventory** as of March 31, 2021 = **335**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **54.91%** to 335 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **3.45** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.86%** in March 2021 to \$185,475 versus the previous year at \$167,309.

##### Average Days on Market Shortens

The average number of **48.45** days that homes spent on the market before selling decreased by 0.71 days or **1.44%** in March 2021 compared to last year's same month at **49.16** DOM.

##### Sales Success for March 2021 is Positive

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

There were 164 New Listings in March 2021, down **18.00%** from last year at 200. Furthermore, there were 84 Closed Listings this month versus last year at 76, a **10.53%** increase.

Closed versus Listed trends yielded a **51.2%** ratio, up from previous year's, March 2020, at **38.0%**, a **34.79%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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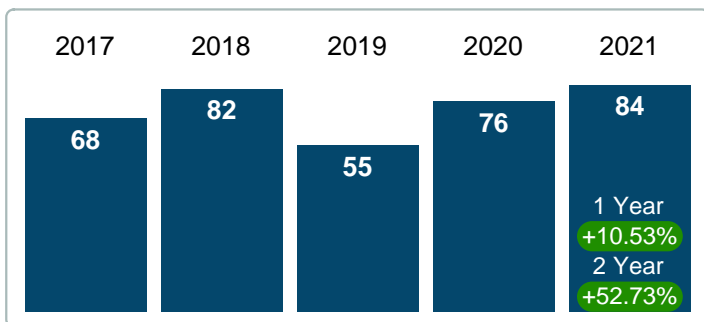
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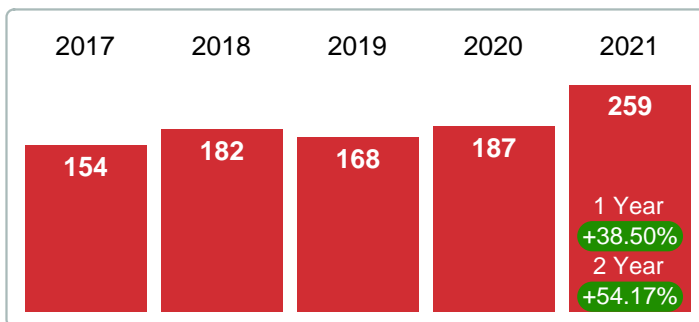
## CLOSED LISTINGS

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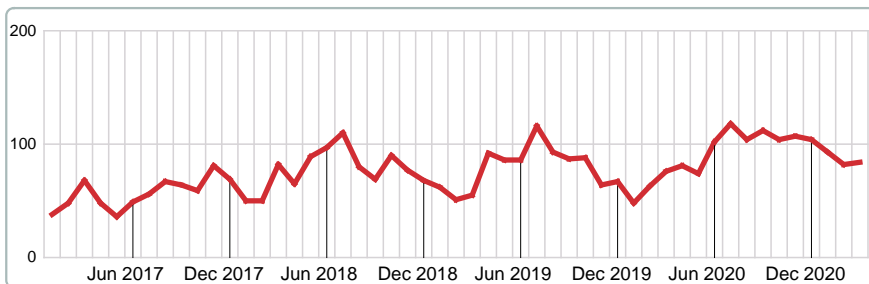
### MARCH



### YEAR TO DATE (YTD)

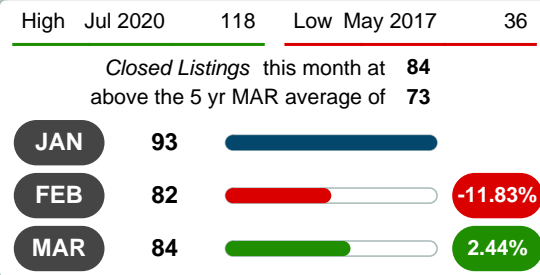


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 73



### 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	7.14%	41.3	5	1	0	0
\$25,001 - \$50,000	7	8.33%	64.7	5	2	0	0
\$50,001 - \$100,000	17	20.24%	48.1	9	7	1	0
\$100,001 - \$200,000	22	26.19%	43.5	4	13	5	0
\$200,001 - \$250,000	13	15.48%	61.2	0	10	3	0
\$250,001 - \$350,000	9	10.71%	47.9	2	5	2	0
\$350,001 and up	10	11.90%	36.9	5	1	2	2
<b>Total Closed Units</b>	<b>84</b>			<b>30</b>	<b>39</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>15,579,873</b>	<b>100%</b>	<b>48.5</b>	<b>5.36M</b>	<b>6.54M</b>	<b>2.81M</b>	<b>870.00K</b>
<b>Average Closed Price</b>	<b>\$185,475</b>			<b>\$178,687</b>	<b>\$167,729</b>	<b>\$215,988</b>	<b>\$435,000</b>

# March 2021



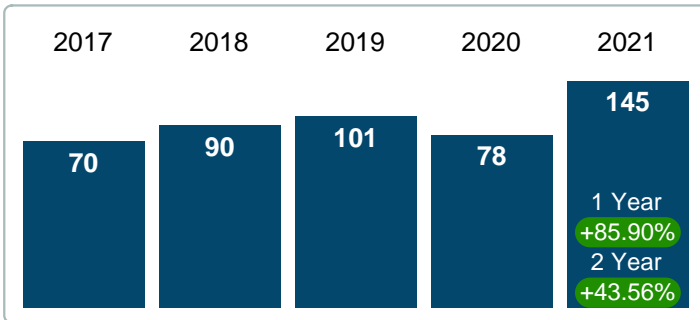
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



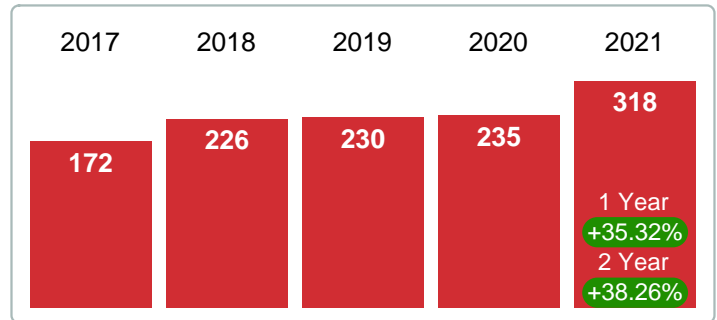
## PENDING LISTINGS

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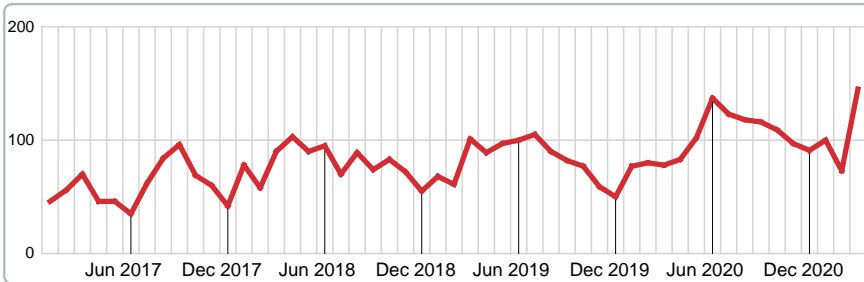
### MARCH



### YEAR TO DATE (YTD)

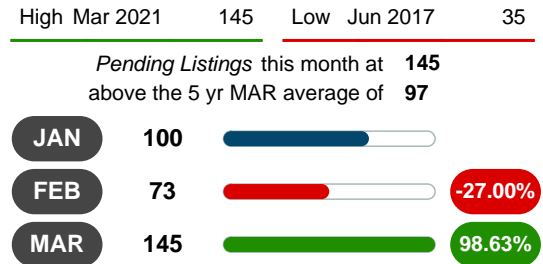


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97



## 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	10	6.90%	33.4	10	0	0	0
\$25,001 - \$75,000	20	13.79%	88.2	17	2	1	0
\$75,001 - \$100,000	15	10.34%	40.7	10	4	1	0
\$100,001 - \$175,000	40	27.59%	44.5	18	16	6	0
\$175,001 - \$250,000	26	17.93%	31.7	3	19	4	0
\$250,001 - \$425,000	19	13.10%	47.2	4	7	7	1
\$425,001 and up	15	10.34%	67.3	4	4	3	4
<b>Total Pending Units</b>	<b>145</b>			<b>66</b>	<b>52</b>	<b>22</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>29,932,323</b>	<b>100%</b>	<b>16.4</b>	<b>8.37M</b>	<b>12.29M</b>	<b>5.43M</b>	<b>3.85M</b>
<b>Average Listing Price</b>	<b>\$151,133</b>			<b>\$126,779</b>	<b>\$236,302</b>	<b>\$246,736</b>	<b>\$769,800</b>

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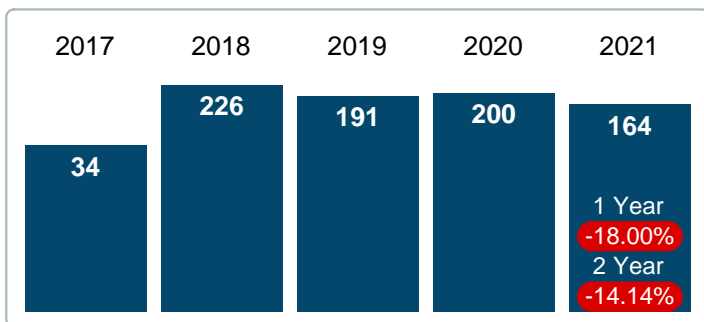
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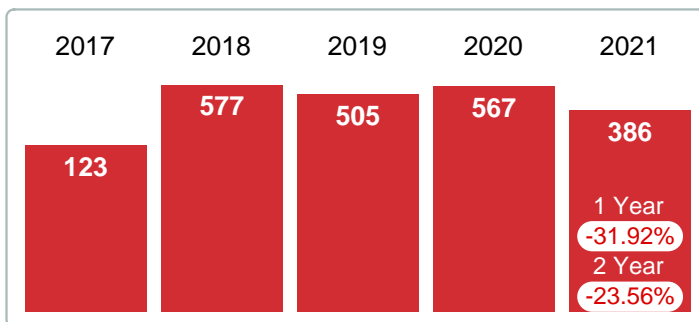
## NEW LISTINGS

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

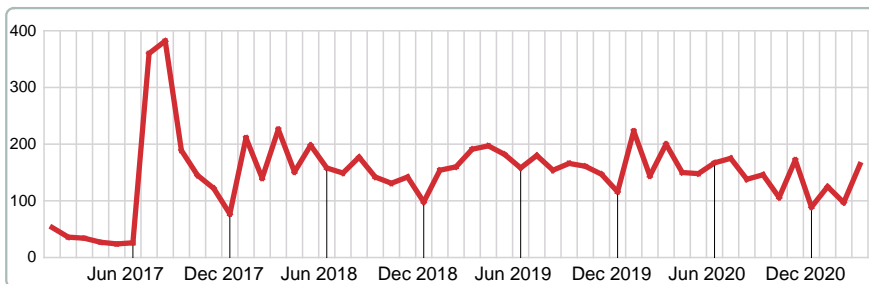
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 163

High Aug 2017 382 Low May 2017 24

New Listings this month at 164  
above the 5 yr MAR average of 163



### 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	7.32%	12	0	0	0
\$25,001 - \$50,000	21	12.80%	20	0	1	0
\$50,001 - \$125,000	28	17.07%	23	4	1	0
\$125,001 - \$200,000	40	24.39%	15	21	3	1
\$200,001 - \$275,000	19	11.59%	4	12	3	0
\$275,001 - \$525,000	27	16.46%	13	7	5	2
\$525,001 and up	17	10.37%	11	3	1	2
<b>Total New Listed Units</b>	<b>164</b>		<b>98</b>	<b>47</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>44,335,327</b>	<b>100%</b>	<b>26.07M</b>	<b>12.14M</b>	<b>3.72M</b>	<b>2.41M</b>
<b>Average New Listed Listing Price</b>	<b>\$163,268</b>		<b>\$266,021</b>	<b>\$258,332</b>	<b>\$265,407</b>	<b>\$481,580</b>

# March 2021



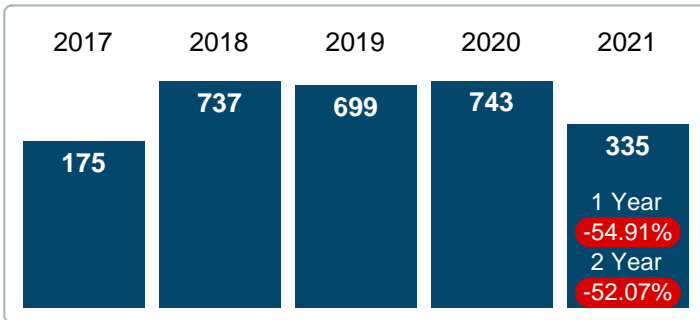
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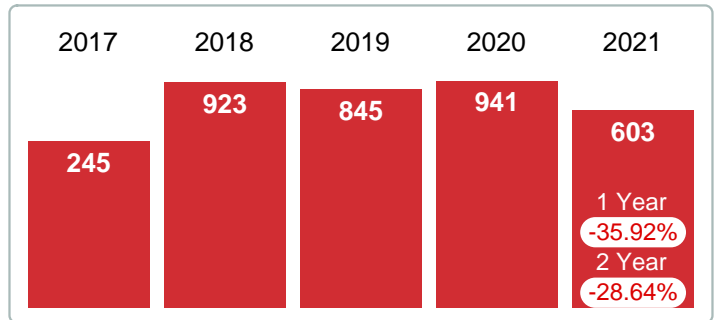
## ACTIVE INVENTORY

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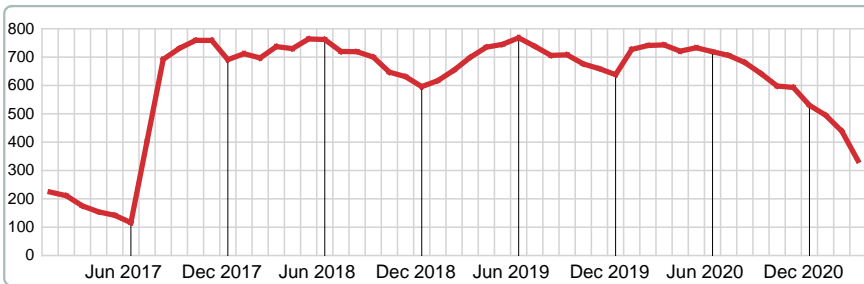
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

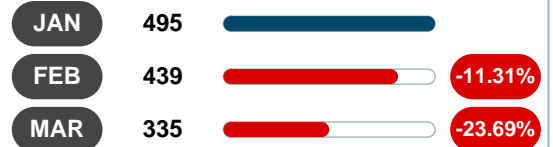


### 3 MONTHS

5 year MAR AVG = 538

High Jun 2019 768 Low Jun 2017 116

Inventory this month at 335  
below the 5 yr MAR average of 538



## 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	36	10.75%	76.0	35	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	86	25.67%	137.3	83	2	1	0
\$75,001 - \$200,000	82	24.48%	149.7	62	16	1	3
\$200,001 - \$350,000	53	15.82%	79.0	22	16	14	1
\$350,001 - \$625,000	42	12.54%	108.0	28	7	4	3
\$625,001 and up	36	10.75%	102.5	18	7	5	6
Total Active Inventory by Units			335	248	49	25	13
Total Active Inventory by Volume			100,109,750	57.45M	17.14M	14.45M	11.07M
Average Active Inventory Listing Price			\$298,835	\$231,659	\$349,759	\$577,928	\$851,677

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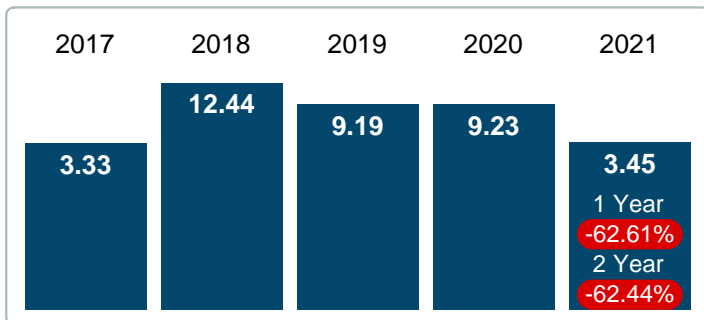
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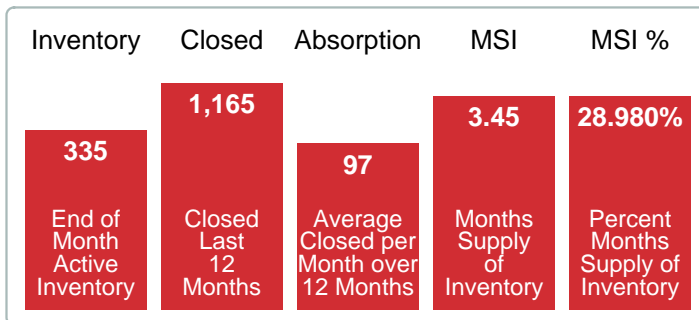
## MONTHS SUPPLY of INVENTORY (MSI)

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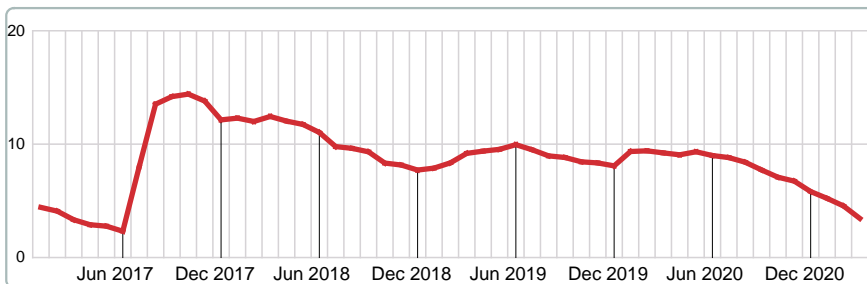
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 7.53

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at 3.45 below the 5 yr MAR 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	6.57%	5.39	5.36	6.00	0.00	0.00
\$20,001 - \$30,000	38	11.34%	6.25	6.61	0.00	0.00	0.00
\$30,001 - \$80,000	65	19.40%	3.73	5.20	0.42	1.33	0.00
\$80,001 - \$210,000	82	24.48%	1.86	4.93	0.62	0.49	9.00
\$210,001 - \$360,000	52	15.52%	3.06	7.67	1.67	3.00	1.50
\$360,001 - \$640,000	41	12.24%	6.47	24.00	4.00	1.78	3.20
\$640,001 and up	35	10.45%	17.50	21.60	21.00	10.00	15.00
Market Supply of Inventory (MSI)			3.45	6.41	1.12	2.08	5.03
Total Active Inventory by Units		100%	335	248	49	25	13

# March 2021



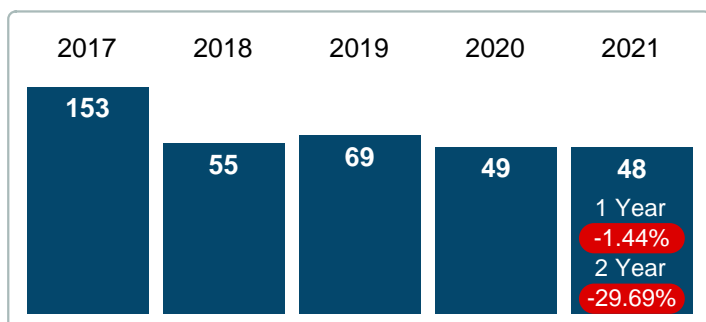
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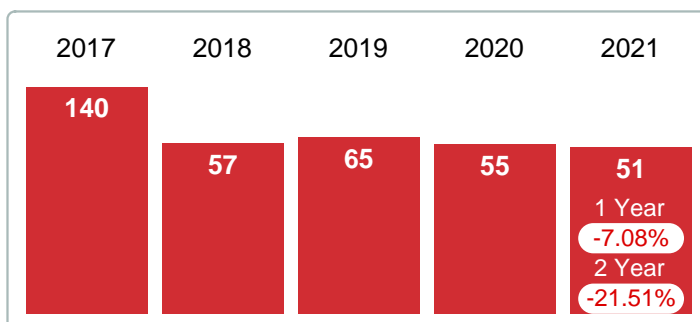
## AVERAGE DAYS ON MARKET TO SALE

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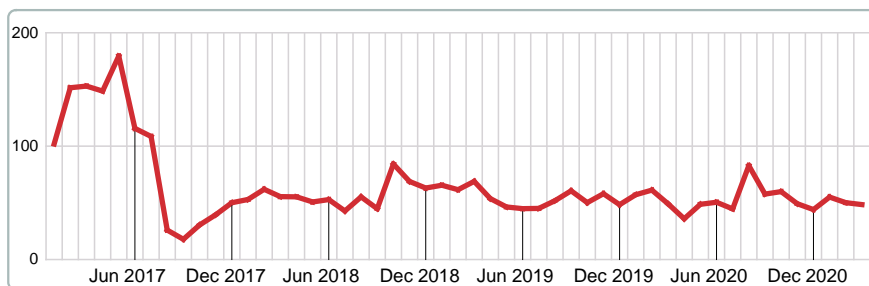
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

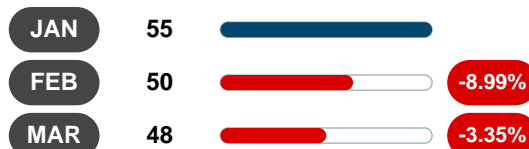


### 3 MONTHS

5 year MAR AVG = 75

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 48 below the 5 yr MAR average of 75



### 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	7.14%	41	37	64	0	0
\$25,001 - \$50,000	8.33%	65	69	54	0	0
\$50,001 - \$100,000	20.24%	48	35	71	1	0
\$100,001 - \$200,000	26.19%	43	55	34	58	0
\$200,001 - \$250,000	15.48%	61	0	67	43	0
\$250,001 - \$350,000	10.71%	48	69	55	9	0
\$350,001 and up	11.90%	37	44	3	24	50
<b>Average Closed DOM</b>		<b>48</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>84</b>	<b>30</b>	<b>39</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>15,579,873</b>	<b>5.36M</b>	<b>6.54M</b>	<b>2.81M</b>	<b>870.00K</b>



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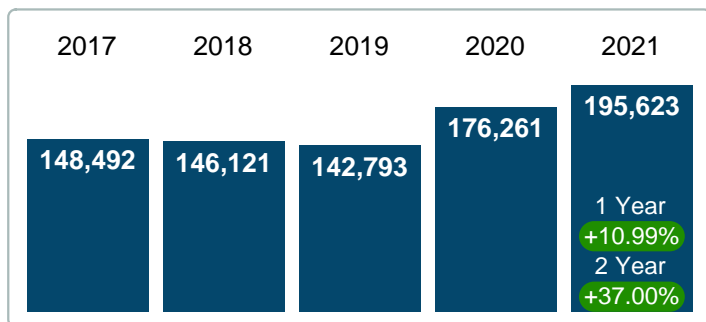
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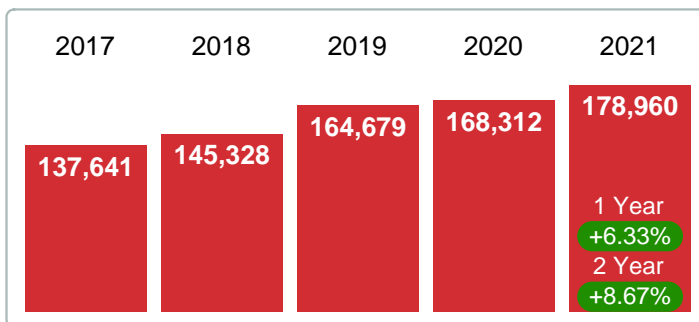
## AVERAGE LIST PRICE AT CLOSING

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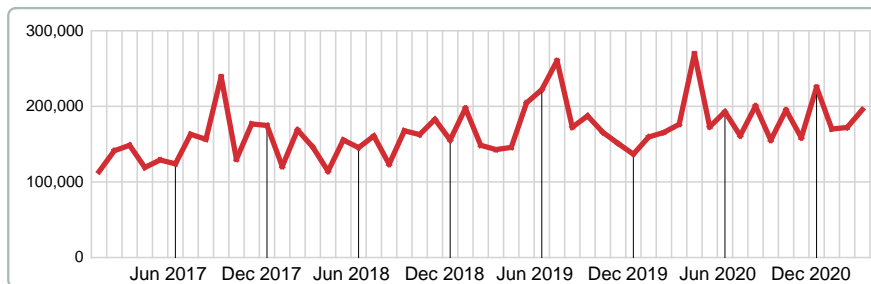
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

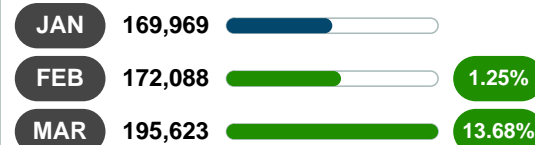


### 3 MONTHS

5 year MAR AVG = 161,858

High Apr 2020 269,566 Low Jan 2017 113,669

Average List Price at Closing this month at **195,623** above the 5 yr MAR average of **161,858**



### 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	4.76%	20,600	24,300	12,900	0	0
\$25,001 - \$50,000	9.52%	35,688	39,100	44,500	0	0
\$50,001 - \$100,000	17.86%	76,587	89,556	83,971	68,000	0
\$100,001 - \$200,000	30.95%	153,162	165,500	150,338	160,360	0
\$200,001 - \$250,000	13.10%	226,784	0	223,382	239,933	0
\$250,001 - \$350,000	10.71%	292,322	311,500	309,760	280,000	0
\$350,001 and up	13.10%	527,991	668,300	450,000	369,250	459,000
<b>Average List Price</b>		<b>195,623</b>	<b>191,650</b>	<b>176,326</b>	<b>222,162</b>	<b>459,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>195,623</b>	<b>30</b>	<b>39</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,432,323</b>	<b>5.75M</b>	<b>6.88M</b>	<b>2.89M</b>	<b>918.00K</b>



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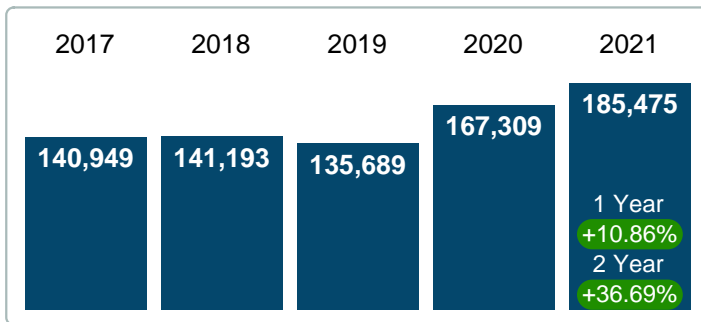
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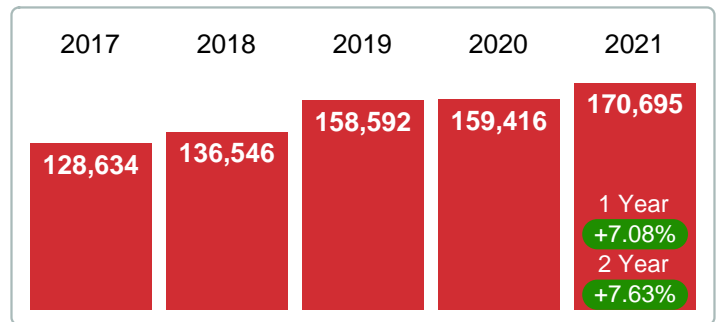
## AVERAGE SOLD PRICE AT CLOSING

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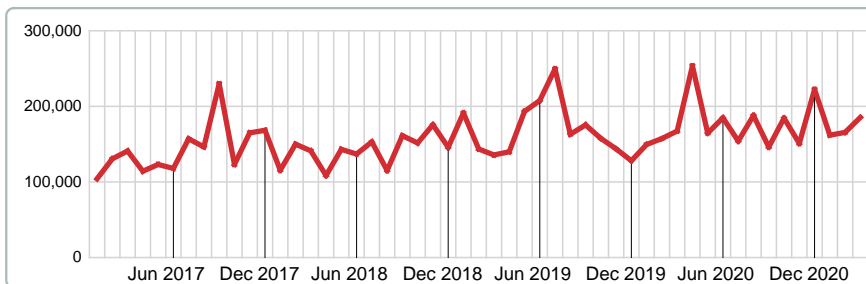
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

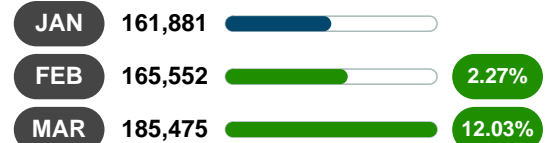


### 3 MONTHS

5 year MAR AVG = 154,123

High Apr 2020 253,516 Low Jan 2017 104,134

Average Sold Price at Closing this month at **185,475** above the 5 yr MAR average of **154,123**



### 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	7.14%	19,917	21,500	12,000	0	0
\$25,001 - \$50,000	8.33%	38,643	38,400	39,250	0	0
\$50,001 - \$100,000	20.24%	77,941	80,444	76,143	68,000	0
\$100,001 - \$200,000	26.19%	150,273	159,625	146,808	151,800	0
\$200,001 - \$250,000	15.48%	222,752	0	219,492	233,617	0
\$250,001 - \$350,000	10.71%	284,222	305,250	279,900	274,000	0
\$350,001 and up	11.90%	510,510	617,620	415,000	366,000	435,000
<b>Average Sold Price</b>		<b>185,475</b>	<b>178,687</b>	<b>167,729</b>	<b>215,988</b>	<b>435,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>84</b>	<b>30</b>	<b>39</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>15,579,873</b>	<b>5.36M</b>	<b>6.54M</b>	<b>2.81M</b>	<b>870.00K</b>

# March 2021



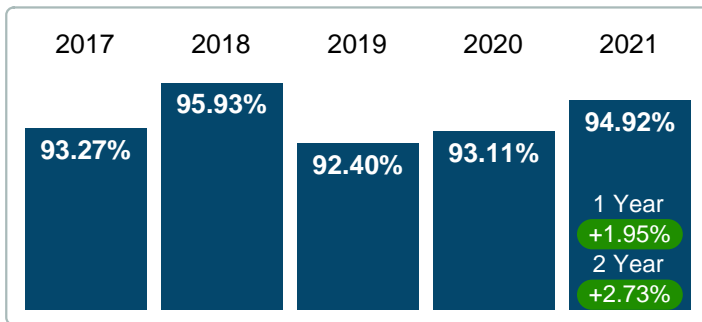
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



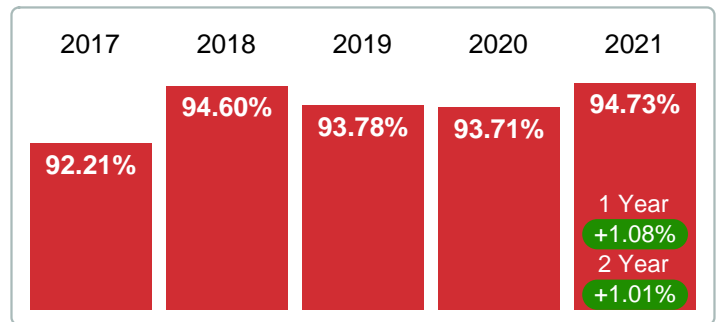
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

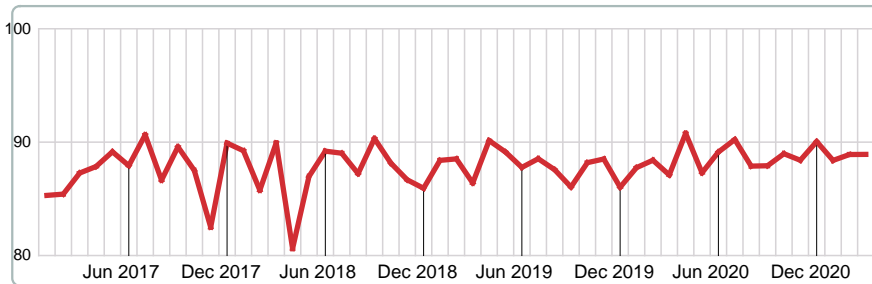
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

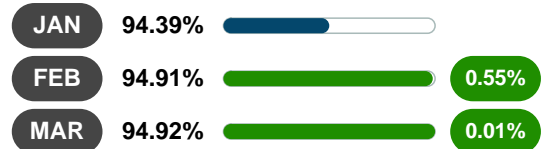


### 3 MONTHS

5 year MAR AVG = 93.93%

High Apr 2020 96.77% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **94.92%** above the 5 yr MAR average of **93.93%**



### 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	7.14%	89.95%	89.33%	93.02%	0.00%	0.00%
\$25,001 \$50,000	7	8.33%	95.46%	98.58%	87.67%	0.00%	0.00%
\$50,001 \$100,000	17	20.24%	92.41%	91.02%	93.12%	100.00%	0.00%
\$100,001 \$200,000	22	26.19%	96.47%	96.62%	97.27%	94.27%	0.00%
\$200,001 \$250,000	13	15.48%	98.26%	0.00%	98.49%	97.51%	0.00%
\$250,001 \$350,000	9	10.71%	93.83%	97.73%	90.60%	98.03%	0.00%
\$350,001 and up	10	11.90%	95.00%	93.93%	92.22%	99.12%	94.96%
Average Sold/List Ratio		94.90%		93.68%	95.25%	96.79%	94.96%
Total Closed Units		84	100%	30	39	13	2
Total Closed Volume		15,579,873		5.36M	6.54M	2.81M	870.00K

# March 2021



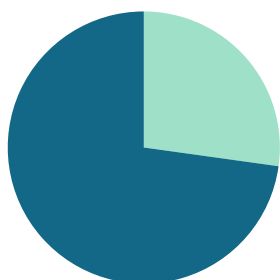
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

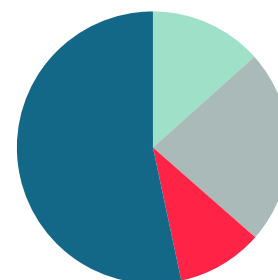


**Inventory**  
 New Listings  
**164 = 27.20%**  
 Start Inventory  
**439**  
 Total Inventory Units  
**603**  
 Volume  
**\$159,381,153**

### Market Activity

Closed Sales  
**84 = 13.38%**  
 Pending Sales  
**145 = 23.09%**  
 Other Off Market  
**64 = 10.19%**  
 Active Inventory  
**335 = 53.34%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	76	84	10.53%	187	259	38.50%
Pending Sales	78	145	85.90%	235	318	35.32%
New Listings	200	164	-18.00%	567	386	-31.92%
Average List Price	176,261	195,623	10.99%	168,312	178,960	6.33%
Average Sale Price	167,309	185,475	10.86%	159,416	170,695	7.08%
Average Percent of Selling Price to List Price	93.11%	94.92%	1.95%	93.71%	94.73%	1.08%
Average Days on Market to Sale	49.16	48.45	-1.44%	55.28	51.37	-7.08%
Monthly Inventory	743	335	-54.91%	743	335	-54.91%
Months Supply of Inventory	9.23	3.45	-62.61%	9.23	3.45	-62.61%

**Absorption:** Last 12 months, an Average of **97** Sales/Month

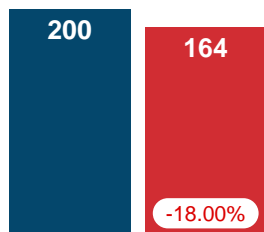
**Inventory** on March 31, 2021 = **335**

**2020** **2021**

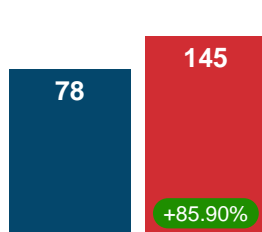
### MARCH MARKET

### AVERAGE PRICES

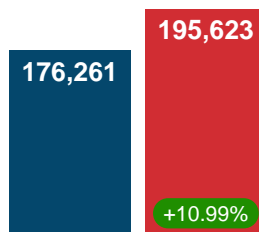
#### New Listings



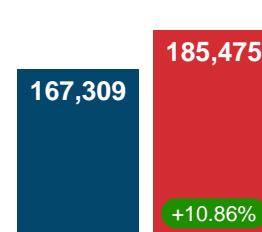
#### Pending Listings



#### List Price



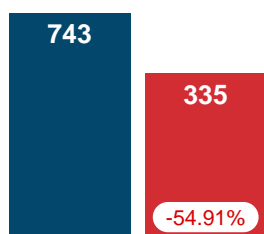
#### Sale Price



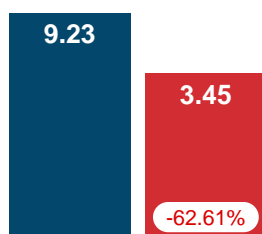
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

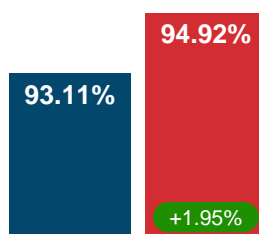
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

