

November 2021



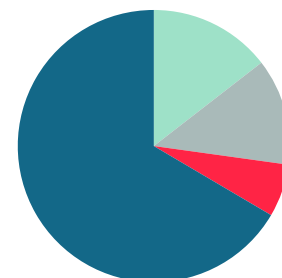
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	106	104	-1.89%
Pending Listings	95	91	-4.21%
New Listings	171	126	-26.32%
Average List Price	157,746	221,871	40.65%
Average Sale Price	150,082	211,908	41.20%
Average Percent of Selling Price to List Price	94.35%	95.70%	1.43%
Average Days on Market to Sale	49.66	48.35	-2.65%
End of Month Inventory	604	477	-21.03%
Months Supply of Inventory	6.87	4.44	-35.41%



■ Closed (14.50%)
■ Pending (12.69%)
■ Other OffMarket (6.28%)
■ Active (66.53%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of November 30, 2021 = **477**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **21.03%** to 477 existing homes available for sale. Over the last 12 months this area has had an average of 108 closed sales per month. This represents an unsold inventory index of **4.44** 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 **41.20%** in November 2021 to \$211,908 versus the previous year at \$150,082.

Average Days on Market Shortens

The average number of **48.35** days that homes spent on the market before selling decreased by 1.31 days or **2.65%** in November 2021 compared to last year's same month at **49.66** DOM.

Sales Success for November 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 126 New Listings in November 2021, down **26.32%** from last year at 171. Furthermore, there were 104 Closed Listings this month versus last year at 106, a **-1.89%** decrease.

Closed versus Listed trends yielded a **82.5%** ratio, up from previous year's, November 2020, at **62.0%**, a **33.15%** 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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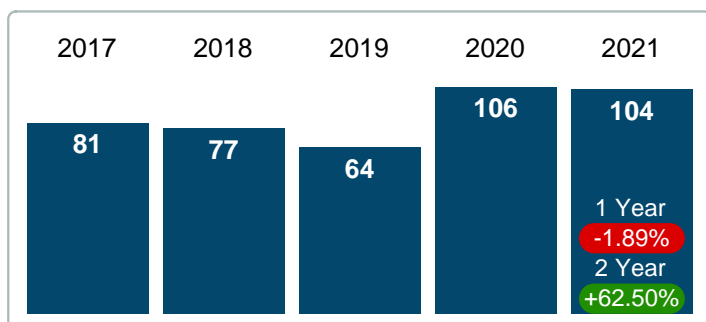


November 2021

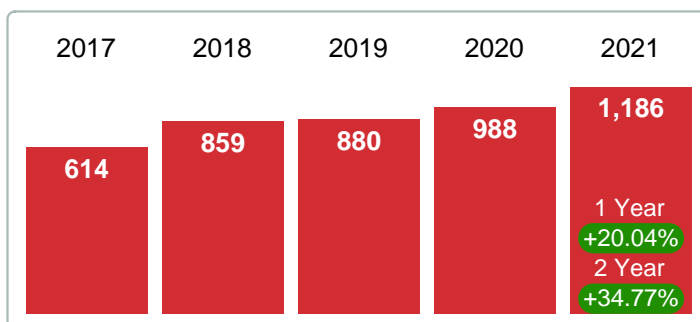
CLOSED LISTINGS

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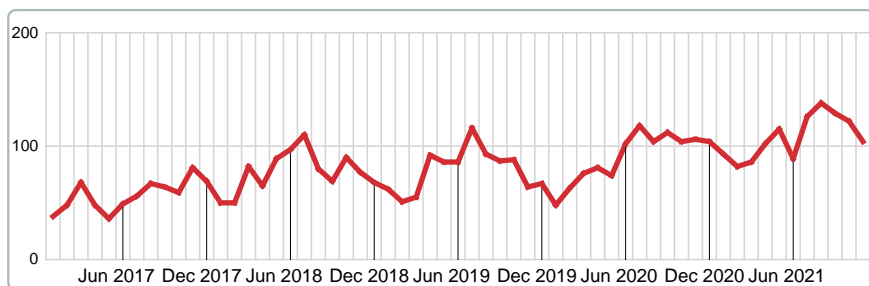
NOVEMBER



YEAR TO DATE (YTD)

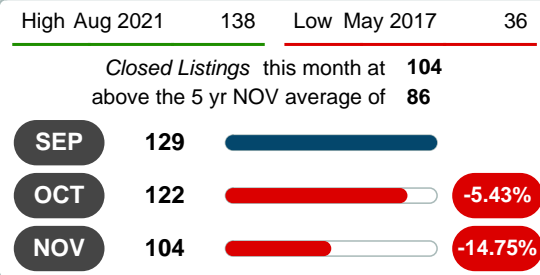


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 86



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	5.77%	50.0	6	0	0	0
\$25,001 - \$75,000	17	16.35%	86.0	16	1	0	0
\$75,001 - \$125,000	17	16.35%	37.9	7	9	1	0
\$125,001 - \$200,000	21	20.19%	31.5	7	12	2	0
\$200,001 - \$250,000	18	17.31%	25.9	1	14	3	0
\$250,001 - \$400,000	15	14.42%	54.2	4	5	4	2
\$400,001 and up	10	9.62%	68.0	2	4	2	2
Total Closed Units	104			43	45	12	4
Total Closed Volume	22,038,454	100%	48.3	5.59M	10.79M	3.91M	1.75M
Average Closed Price	\$211,908			\$129,927	\$239,685	\$326,079	\$438,205



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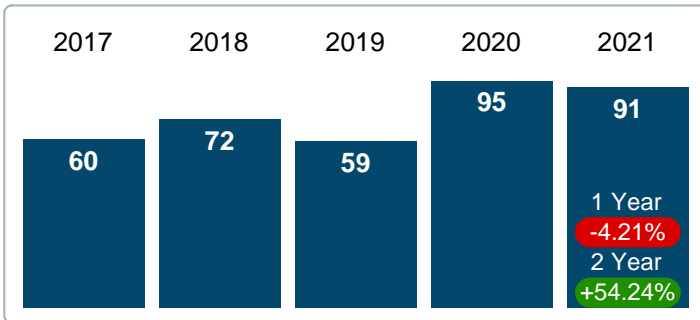


November 2021

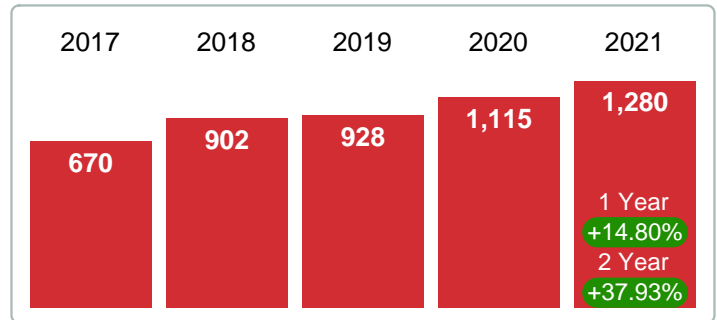
PENDING LISTINGS

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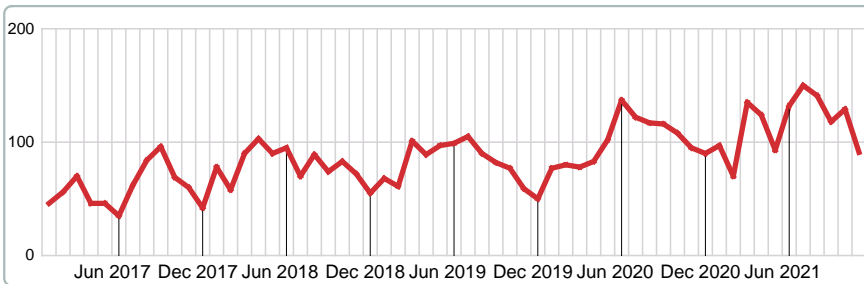
NOVEMBER



YEAR TO DATE (YTD)

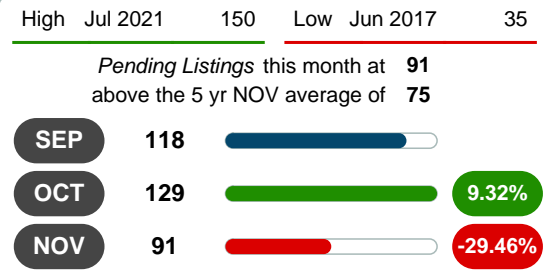


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.89%	94.3	9	0	0	0
\$50,001 - \$75,000	8	8.79%	35.5	6	2	0	0
\$75,001 - \$125,000	12	13.19%	21.8	4	8	0	0
\$125,001 - \$200,000	19	20.88%	40.4	12	5	2	0
\$200,001 - \$300,000	22	24.18%	34.2	1	17	3	1
\$300,001 - \$425,000	11	12.09%	52.5	1	7	3	0
\$425,001 and up	10	10.99%	106.9	5	3	1	1
Total Pending Units	91			38	42	9	2
Total Pending Volume	20,409,859	100%	54.2	6.44M	10.32M	2.69M	954.90K
Average Listing Price	\$313,419			\$169,590	\$245,677	\$299,120	\$477,450



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

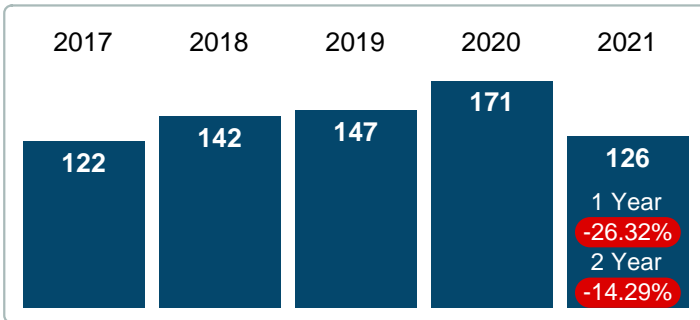


November 2021

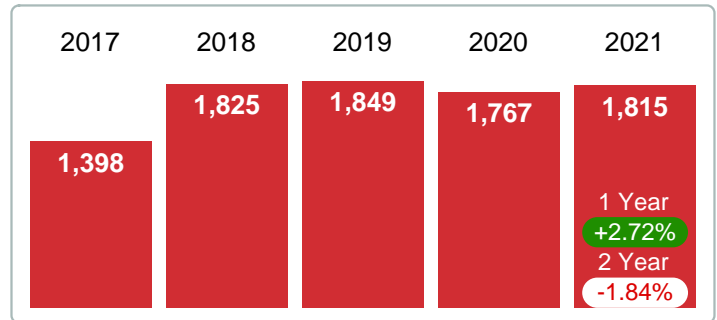
NEW LISTINGS

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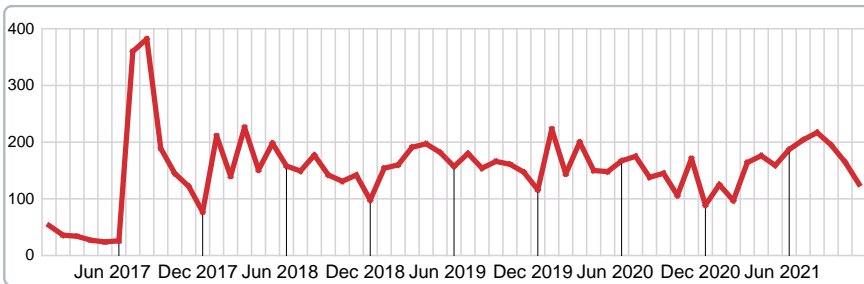
NOVEMBER



YEAR TO DATE (YTD)

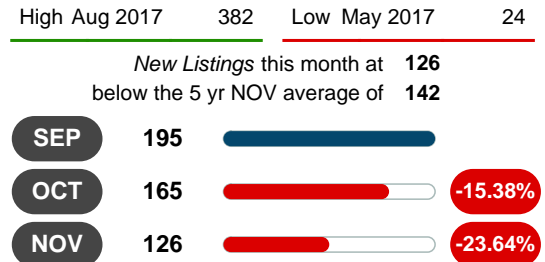


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 142



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	21	16.67%	20	1	0	0
\$50,001 - \$75,000	6	4.76%	4	2	0	0
\$75,001 - \$150,000	22	17.46%	14	7	0	1
\$150,001 - \$200,000	24	19.05%	13	9	2	0
\$200,001 - \$325,000	24	19.05%	3	16	3	2
\$325,001 - \$650,000	18	14.29%	6	7	4	1
\$650,001 and up	11	8.73%	5	3	2	1
Total New Listed Units	126		65	45	11	5
Total New Listed Volume	34,626,470	100%	14.78M	11.77M	5.90M	2.17M
Average New Listed Listing Price	\$256,400		\$227,448	\$261,579	\$536,809	\$433,280



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

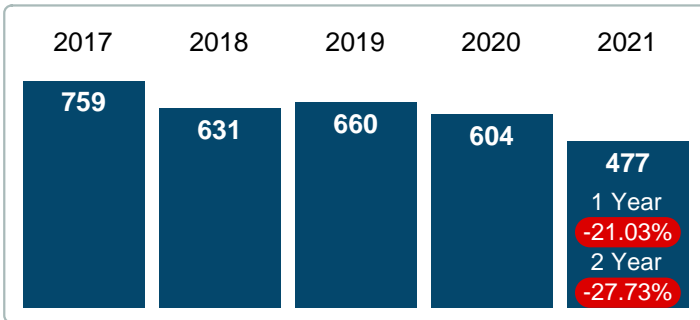


November 2021

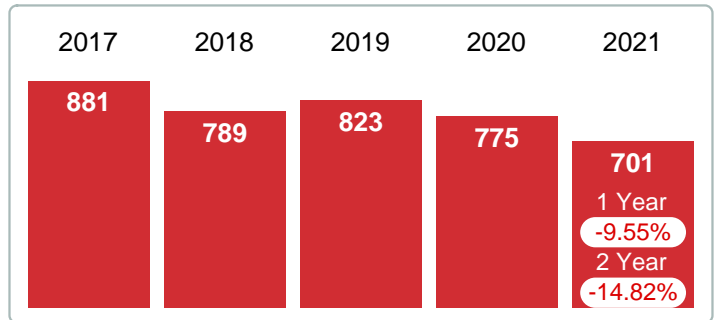
ACTIVE INVENTORY

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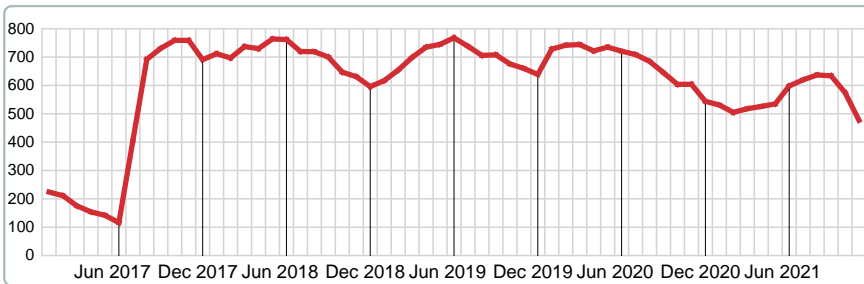
END OF NOVEMBER



ACTIVE DURING NOVEMBER

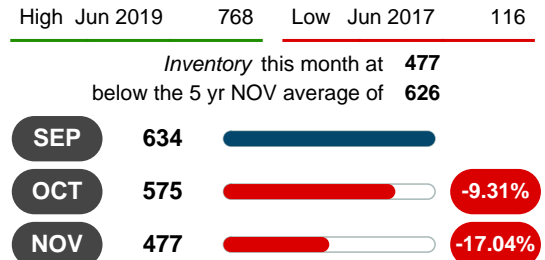


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 626



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	30	6.29%	118.7	30	0	0	0
\$25,001 - \$50,000	65	13.63%	170.2	63	2	0	0
\$50,001 - \$125,000	75	15.72%	101.7	66	8	1	0
\$125,001 - \$275,000	134	28.09%	103.2	64	45	21	4
\$275,001 - \$425,000	63	13.21%	84.3	31	18	13	1
\$425,001 - \$825,000	62	13.00%	87.4	36	14	6	6
\$825,001 and up	48	10.06%	117.9	26	9	9	4
Total Active Inventory by Units			477	316	96	50	15
Total Active Inventory by Volume			184,970,346	100.03M	39.20M	30.66M	15.08M
Average Active Inventory Listing Price			\$387,779	\$316,551	\$408,325	\$613,212	\$1,005,360

November 2021



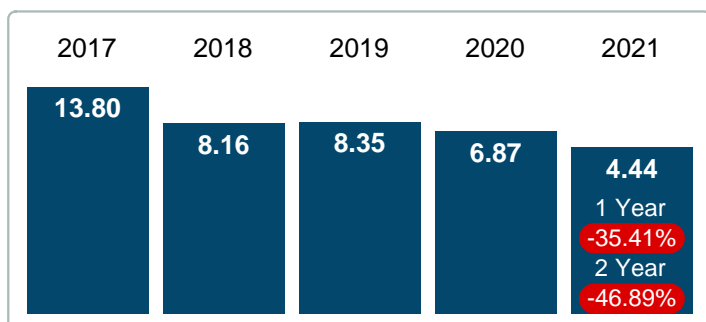
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



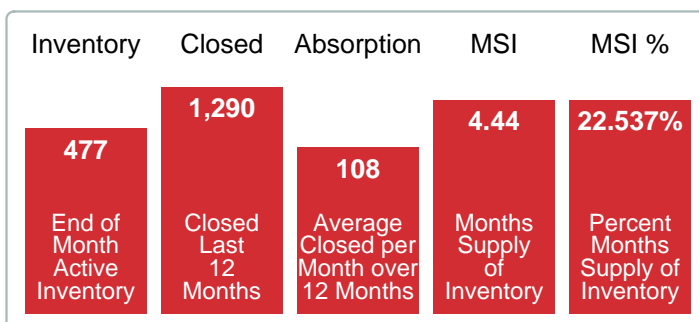
MONTHS SUPPLY of INVENTORY (MSI)

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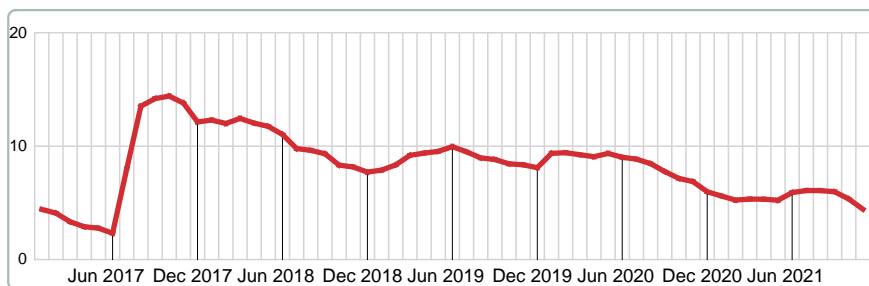
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

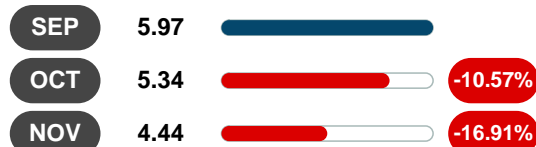


3 MONTHS

5 year NOV AVG = 8.32

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at 4.44 below the 5 yr NOV average of 8.32



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	30	6.29%	4.14	4.44	0.00	0.00	0.00
\$25,001 - \$50,000	65	13.63%	6.05	6.57	2.18	0.00	0.00
\$50,001 - \$125,000	75	15.72%	3.30	4.86	1.01	0.80	0.00
\$125,001 - \$275,000	134	28.09%	3.01	8.17	1.56	3.00	4.36
\$275,001 - \$425,000	63	13.21%	4.67	10.33	3.27	3.18	1.09
\$425,001 - \$825,000	62	13.00%	8.36	13.09	7.00	4.50	4.50
\$825,001 and up	48	10.06%	38.40	52.00	21.60	108.00	16.00
Market Supply of Inventory (MSI)			4.44	7.18	2.09	3.55	4.29
Total Active Inventory by Units		100%	477	316	96	50	15



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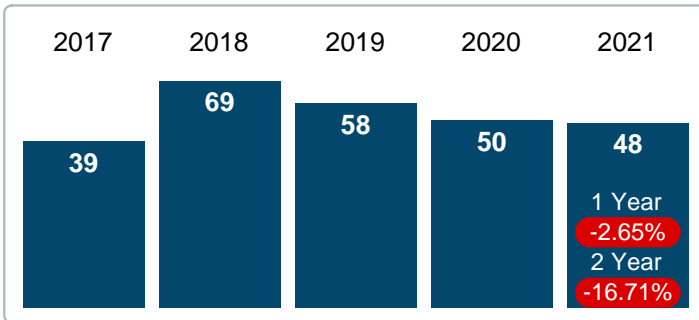


November 2021

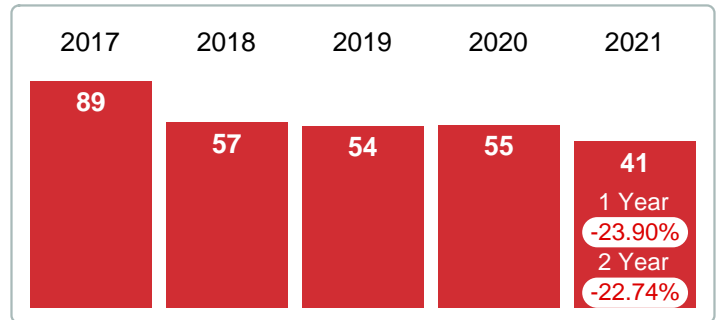
AVERAGE DAYS ON MARKET TO SALE

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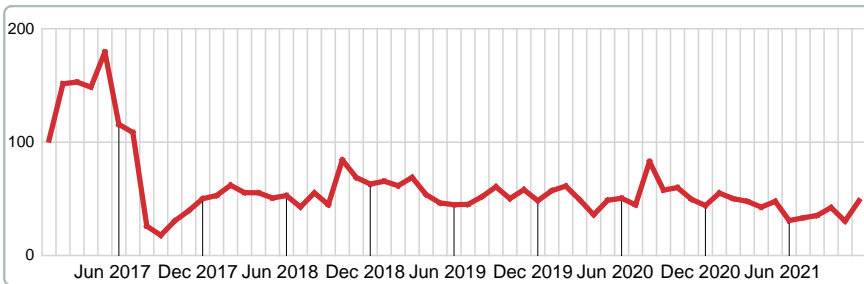
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 48 below the 5 yr NOV average of 53



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	5.77%	50	50	0	0	0
\$25,001 - \$75,000	16.35%	86	91	8	0	0
\$75,001 - \$125,000	16.35%	38	32	46	4	0
\$125,001 - \$200,000	20.19%	32	54	23	3	0
\$200,001 - \$250,000	17.31%	26	1	27	29	0
\$250,001 - \$400,000	14.42%	54	51	10	105	69
\$400,001 and up	9.62%	68	113	68	56	35
Average Closed DOM		48	65	31	52	52
Total Closed Units	100%	48	43	45	12	4
Total Closed Volume			5.59M	10.79M	3.91M	1.75M

November 2021



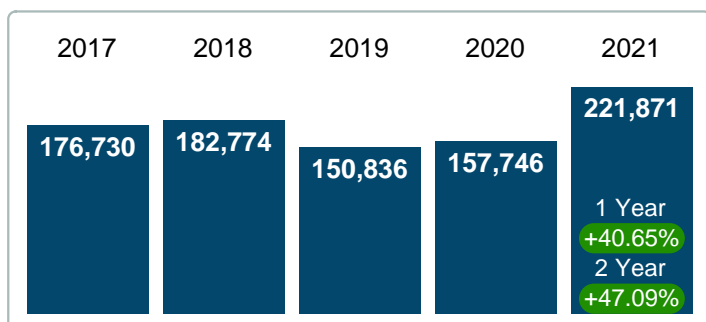
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



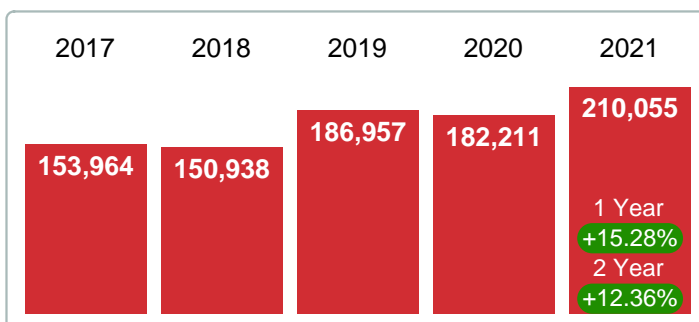
AVERAGE LIST PRICE AT CLOSING

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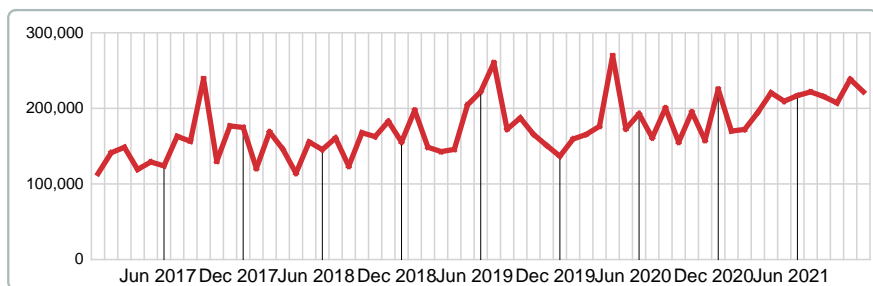
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 177,992

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

Average List Price at Closing this month at **221,871** above the 5 yr NOV average of **177,992**

- SEP 207,118
- OCT 238,491 (+15.15%)
- NOV 221,871 (-6.97%)

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	4.81%	17,600	19,583	0	0	0
\$25,001 - \$75,000	17.31%	49,028	51,125	35,000	0	0
\$75,001 - \$125,000	15.38%	108,488	108,700	110,978	112,000	0
\$125,001 - \$200,000	20.19%	161,995	166,129	163,683	179,950	0
\$200,001 - \$250,000	17.31%	224,906	212,500	228,129	226,667	0
\$250,001 - \$400,000	12.50%	328,825	397,850	346,000	349,250	269,410
\$400,001 and up	12.50%	664,877	607,500	848,225	775,000	622,000
Average List Price		221,871	136,702	251,438	341,575	445,705
Total Closed Units	104	100%	43	45	12	4
Total Closed Volume	23,074,626		5.88M	11.31M	4.10M	1.78M



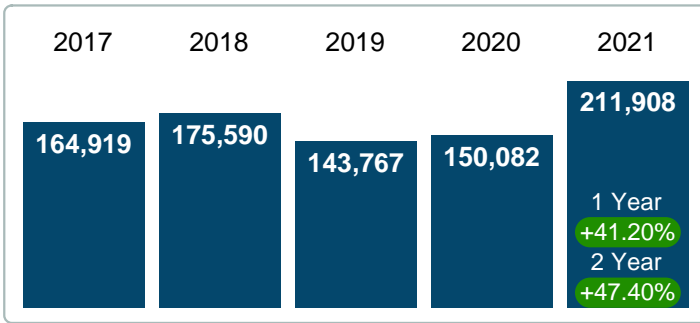
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



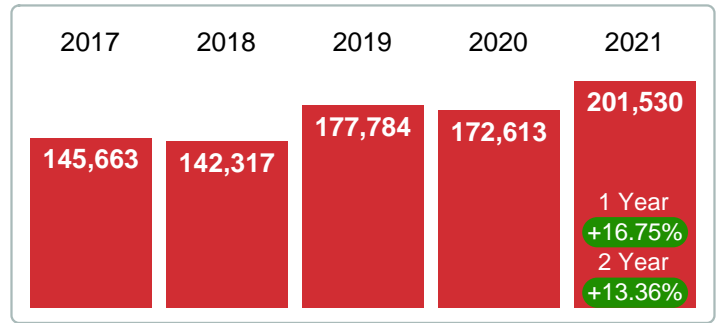
AVERAGE SOLD PRICE AT CLOSING

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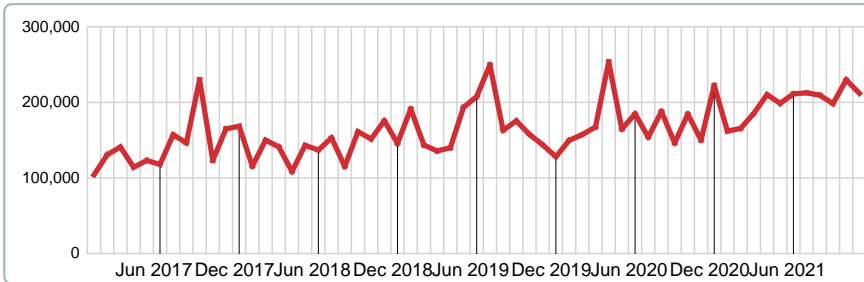
NOVEMBER



YEAR TO DATE (YTD)

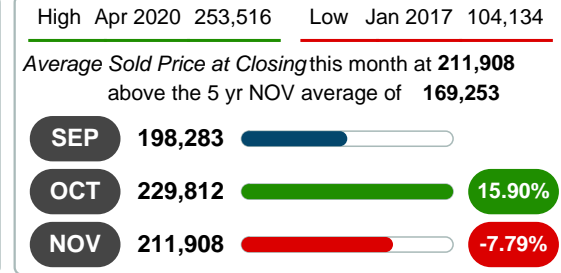


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 169,253



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	6	5.77%	17,420	0	0	0
\$25,001 - \$75,000	17	16.35%	48,663	27,500	0	0
\$75,001 - \$125,000	17	16.35%	106,678	101,167	112,000	0
\$125,001 - \$200,000	21	20.19%	157,071	157,109	170,500	0
\$200,001 - \$250,000	18	17.31%	212,500	225,143	225,817	0
\$250,001 - \$400,000	15	14.42%	373,750	332,100	346,375	269,410
\$400,001 and up	10	9.62%	575,000	787,500	698,500	607,000
Average Sold Price		211,908	129,927	239,685	326,079	438,205
Total Closed Units		104	43	45	12	4
Total Closed Volume		22,038,454	5.59M	10.79M	3.91M	1.75M

November 2021



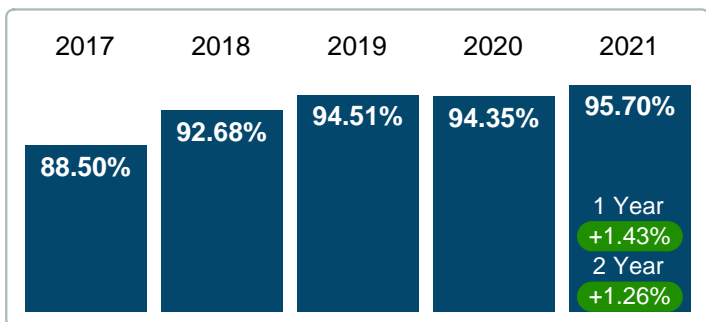
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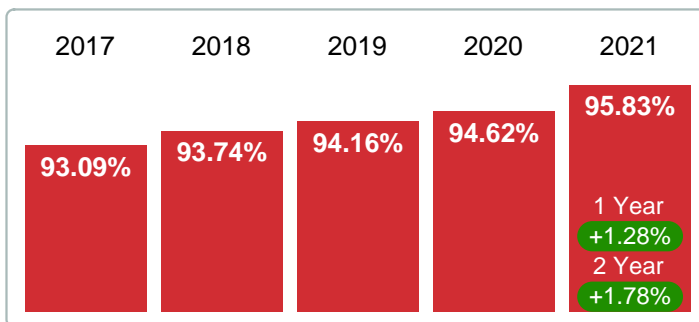
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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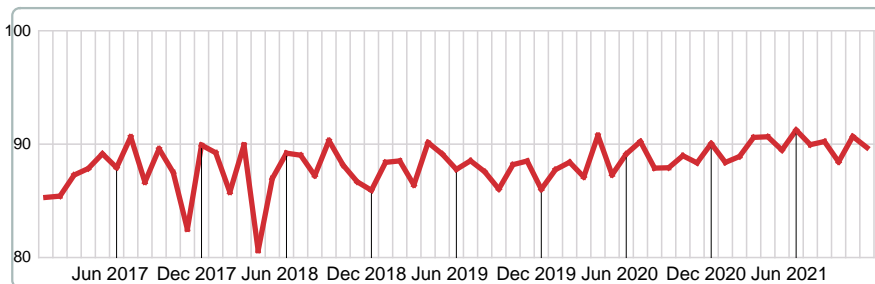
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

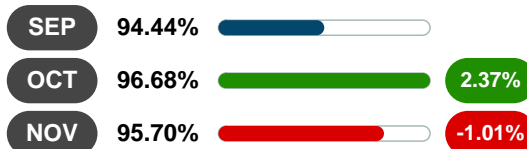


3 MONTHS

5 year NOV AVG = 93.15%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **95.70%**
above the 5 yr NOV average of **93.15%**



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	5.77%	90.13%	90.13%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	17	16.35%	95.40%	96.45%	78.57%	0.00%	0.00%
\$75,001 - \$125,000	17	16.35%	94.79%	98.38%	91.42%	100.00%	0.00%
\$125,001 - \$200,000	21	20.19%	95.70%	95.07%	96.25%	94.61%	0.00%
\$200,001 - \$250,000	18	17.31%	99.00%	100.00%	98.77%	99.77%	0.00%
\$250,001 - \$400,000	15	14.42%	96.93%	94.03%	96.12%	99.31%	100.00%
\$400,001 and up	10	9.62%	93.31%	93.43%	92.97%	89.34%	97.84%
Average Sold/List Ratio		95.70%		95.38%	95.37%	97.04%	98.92%
Total Closed Units		104	100%	43	45	12	4
Total Closed Volume		22,038,454		5.59M	10.79M	3.91M	1.75M



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

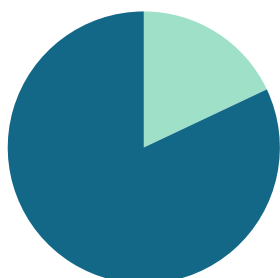


November 2021

MARKET SUMMARY

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

INVENTORY

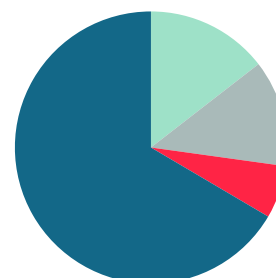


Inventory
 New Listings
126 = 17.97%
 Start Inventory
575
 Total Inventory Units
701
 Volume
\$237,224,021

Market Activity

Closed Sales
104 = 14.50%
 Pending Sales
91 = 12.69%
 Other Off Market
45 = 6.28%
 Active Inventory
477 = 66.53%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	106	104	-1.89%	988	1,186	20.04%
Pending Sales	95	91	-4.21%	1,115	1,280	14.80%
New Listings	171	126	-26.32%	1,767	1,815	2.72%
Average List Price	157,746	221,871	40.65%	182,211	210,055	15.28%
Average Sale Price	150,082	211,908	41.20%	172,613	201,530	16.75%
Average Percent of Selling Price to List Price	94.35%	95.70%	1.43%	94.62%	95.83%	1.28%
Average Days on Market to Sale	49.66	48.35	-2.65%	54.50	41.47	-23.90%
Monthly Inventory	604	477	-21.03%	604	477	-21.03%
Months Supply of Inventory	6.87	4.44	-35.41%	6.87	4.44	-35.41%

Absorption: Last 12 months, an Average of **108** Sales/Month

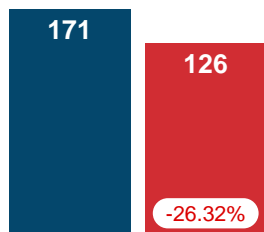
Inventory on November 30, 2021 = **477**

2020 **2021**

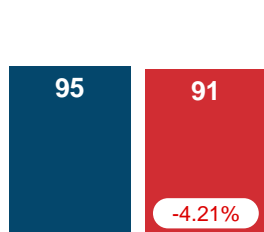
NOVEMBER MARKET

AVERAGE PRICES

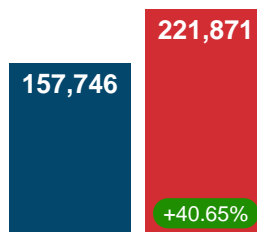
New Listings



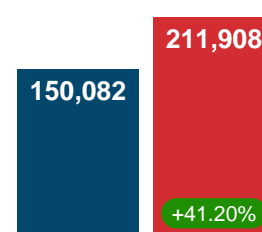
Pending Listings



List Price



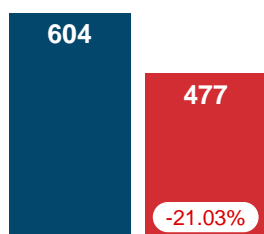
Sale Price



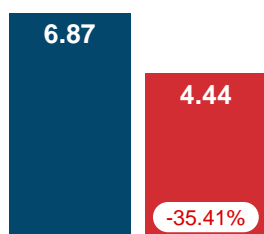
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

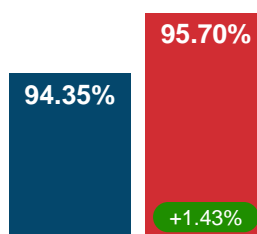
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

