

# November 2021



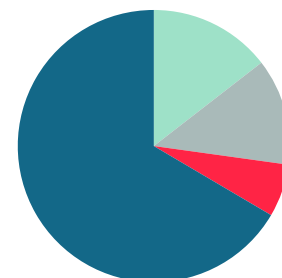
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	106	104	-1.89%
Pending Listings	95	91	-4.21%
New Listings	171	126	-26.32%
Median List Price	147,450	175,000	18.68%
Median Sale Price	143,750	161,005	12.00%
Median Percent of Selling Price to List Price	96.37%	98.14%	1.83%
Median Days on Market to Sale	19.00	28.50	50.00%
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.

#### 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 **12.00%** in November 2021 to \$161,005 versus the previous year at \$143,750.

#### Median Days on Market Lengthens

The median number of **28.50** days that homes spent on the market before selling increased by 9.50 days or **50.00%** in November 2021 compared to last year's same month at **19.00** DOM.

#### Sales Success for November 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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<sup>®</sup>

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<sup>®</sup> 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<sup>®</sup>

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

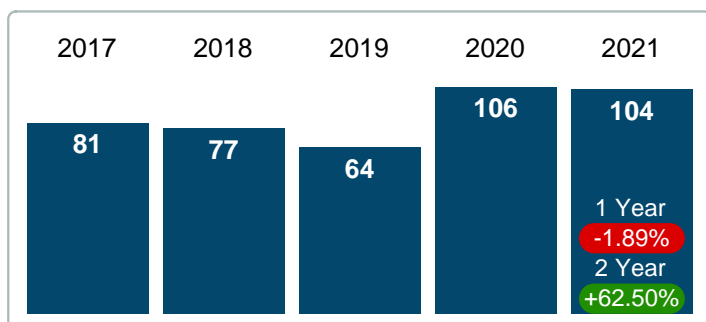


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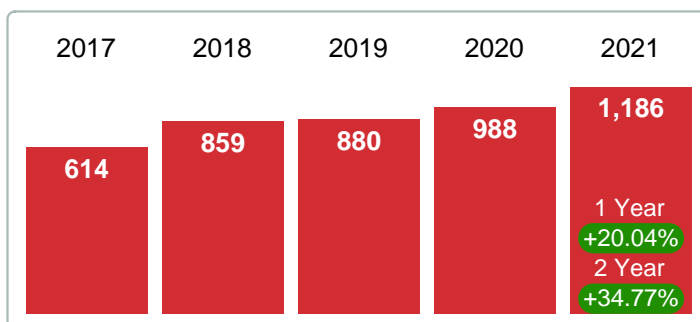
## CLOSED LISTINGS

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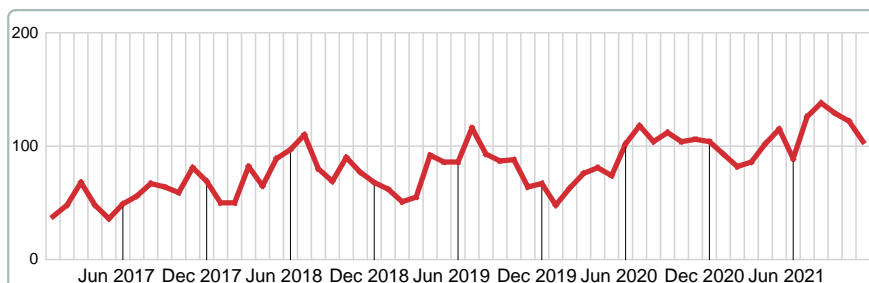
### NOVEMBER



### YEAR TO DATE (YTD)

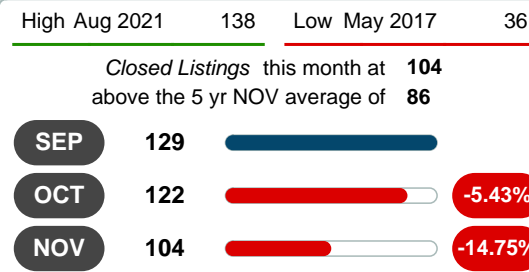


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 86



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.77%	47.0	6	0	0	0
\$25,001 - \$75,000	17	16.35%	29.0	16	1	0	0
\$75,001 - \$125,000	17	16.35%	23.0	7	9	1	0
\$125,001 - \$200,000	21	20.19%	20.0	7	12	2	0
\$200,001 - \$250,000	18	17.31%	15.5	1	14	3	0
\$250,001 - \$400,000	15	14.42%	41.0	4	5	4	2
\$400,001 and up	10	9.62%	61.5	2	4	2	2
<b>Total Closed Units</b>	<b>104</b>			<b>43</b>	<b>45</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>22,038,454</b>	<b>100%</b>	<b>28.5</b>	<b>5.59M</b>	<b>10.79M</b>	<b>3.91M</b>	<b>1.75M</b>
<b>Median Closed Price</b>	<b>\$161,005</b>			<b>\$70,000</b>	<b>\$201,500</b>	<b>\$251,250</b>	<b>\$409,205</b>

# November 2021



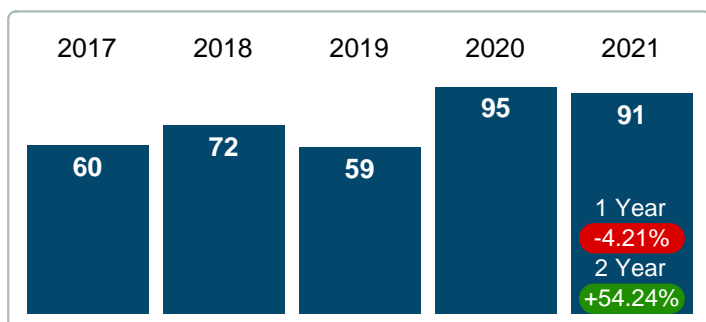
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



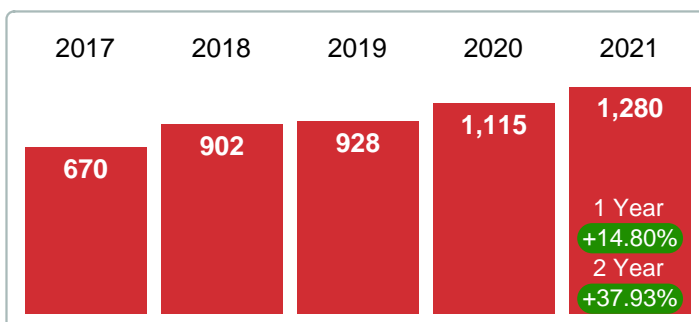
## PENDING LISTINGS

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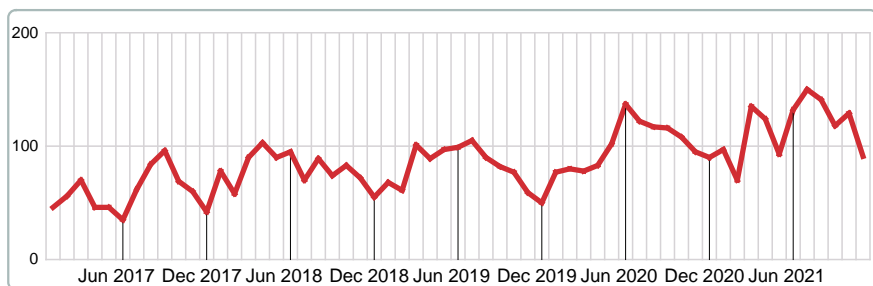
### NOVEMBER



### YEAR TO DATE (YTD)

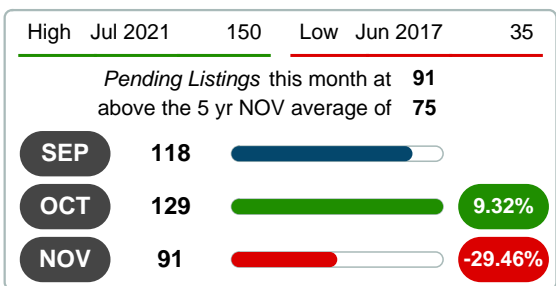


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 75



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.89%	61.0	9	0	0	0
\$50,001 - \$75,000	8	8.79%	24.5	6	2	0	0
\$75,001 - \$125,000	12	13.19%	5.0	4	8	0	0
\$125,001 - \$200,000	19	20.88%	16.0	12	5	2	0
\$200,001 - \$300,000	22	24.18%	15.5	1	17	3	1
\$300,001 - \$425,000	11	12.09%	50.0	1	7	3	0
\$425,001 and up	10	10.99%	104.5	5	3	1	1
<b>Total Pending Units</b>	<b>91</b>			<b>38</b>	<b>42</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>20,409,859</b>	<b>100%</b>	<b>26.0</b>	<b>6.44M</b>	<b>10.32M</b>	<b>2.69M</b>	<b>954.90K</b>
<b>Median Listing Price</b>	<b>\$189,000</b>			<b>\$127,915</b>	<b>\$220,635</b>	<b>\$250,580</b>	<b>\$477,450</b>

# November 2021



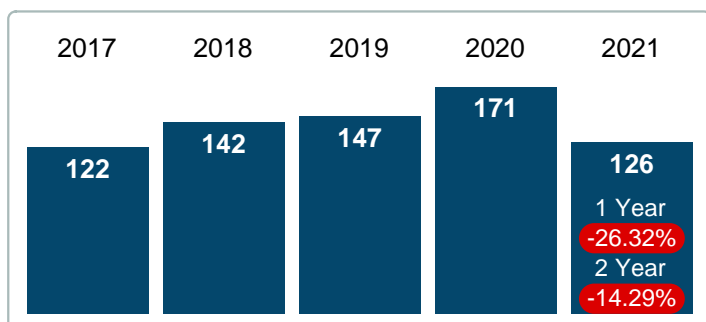
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



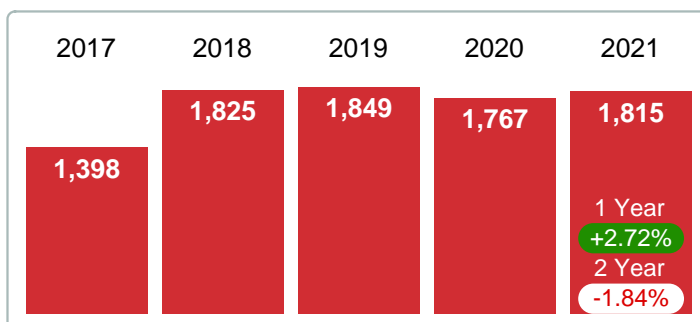
## NEW LISTINGS

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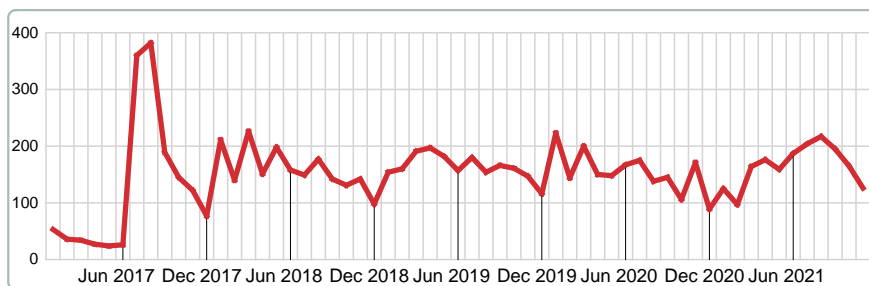
### NOVEMBER



### YEAR TO DATE (YTD)

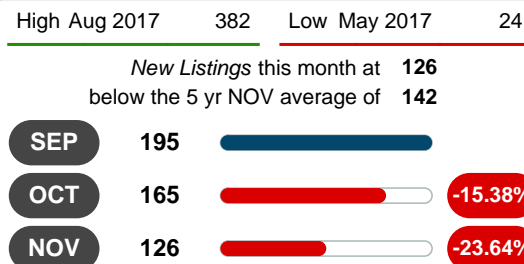


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>126</b>		<b>65</b>	<b>45</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>34,626,470</b>	<b>100%</b>	<b>14.78M</b>	<b>11.77M</b>	<b>5.90M</b>	<b>2.17M</b>
<b>Median New Listed Listing Price</b>	<b>\$179,950</b>		<b>\$140,000</b>	<b>\$210,400</b>	<b>\$329,900</b>	<b>\$295,000</b>



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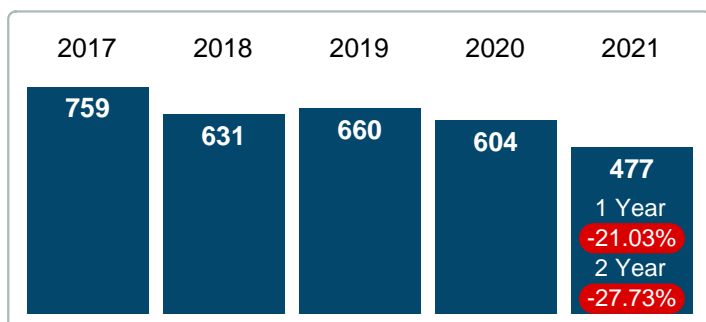


# November 2021

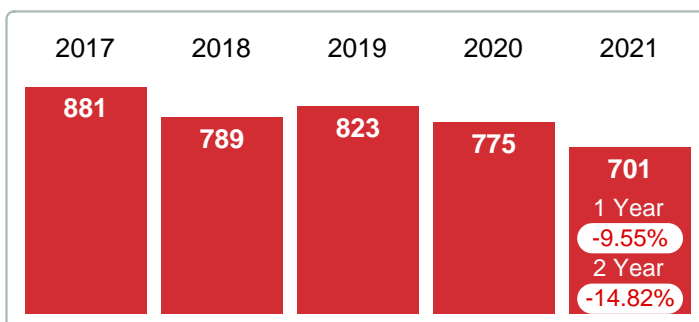
## ACTIVE INVENTORY

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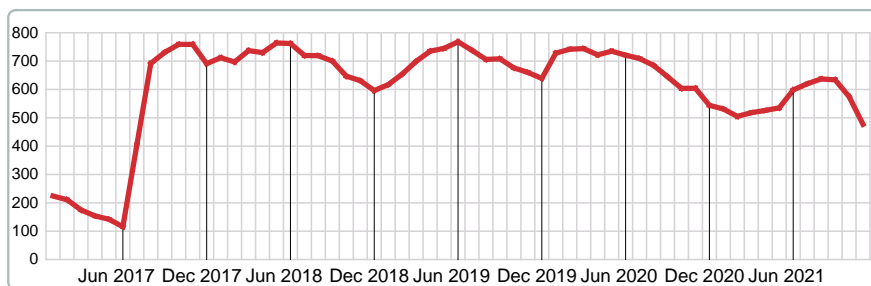
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

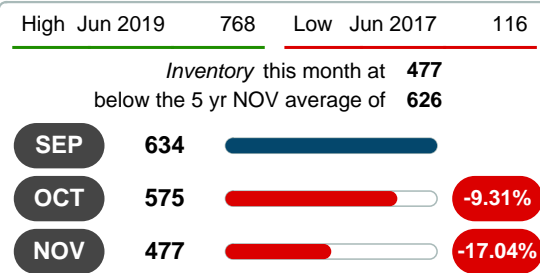


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 626



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	30	6.29%	90.0	30	0	0	0
\$25,001 - \$50,000	65	13.63%	105.0	63	2	0	0
\$50,001 - \$125,000	75	15.72%	83.0	66	8	1	0
\$125,001 - \$275,000	134	28.09%	64.0	64	45	21	4
\$275,001 - \$425,000	63	13.21%	74.0	31	18	13	1
\$425,001 - \$825,000	62	13.00%	81.5	36	14	6	6
\$825,001 and up	48	10.06%	110.5	26	9	9	4
Total Active Inventory by Units		477		316	96	50	15
Total Active Inventory by Volume		184,970,346	100%	100.03M	39.20M	30.66M	15.08M
Median Active Inventory Listing Price		\$190,000		\$125,000	\$242,000	\$302,445	\$495,000

# November 2021



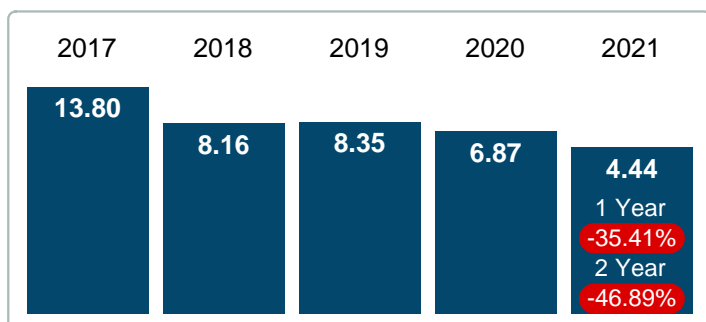
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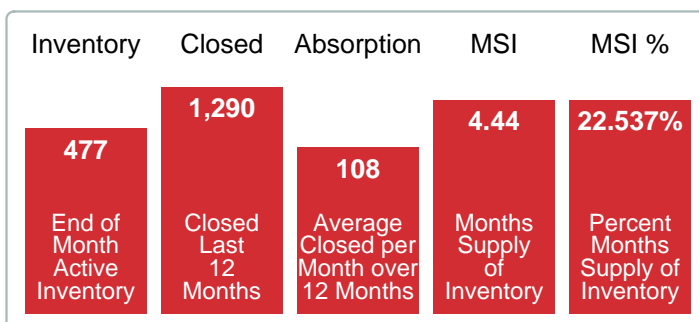
## MONTHS SUPPLY of INVENTORY (MSI)

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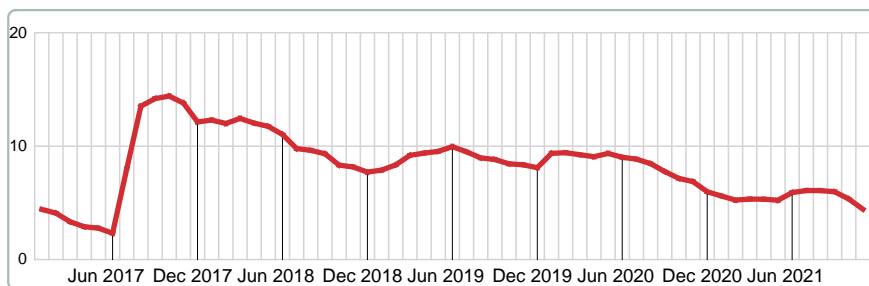
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

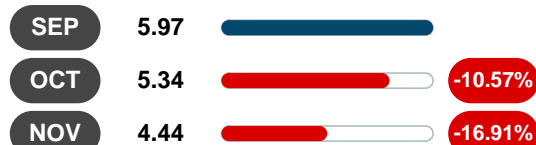


### 3 MONTHS

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

# November 2021



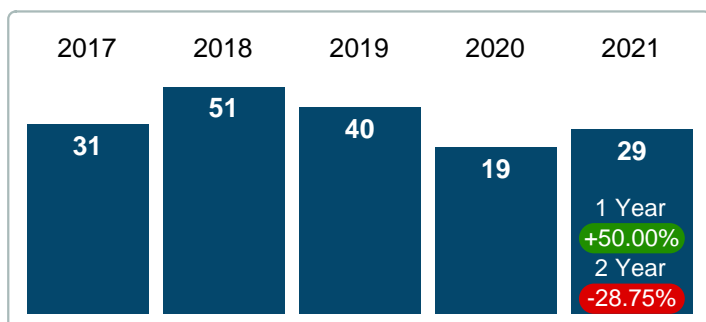
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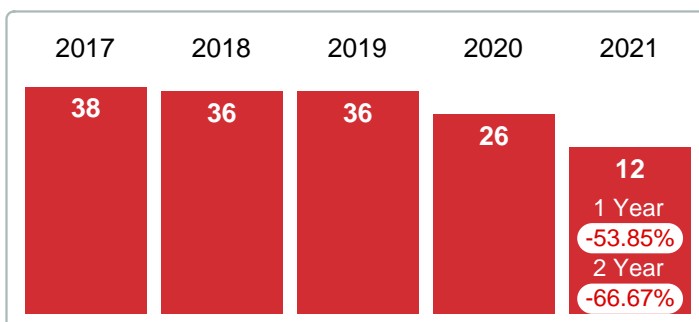
## MEDIAN DAYS ON MARKET TO SALE

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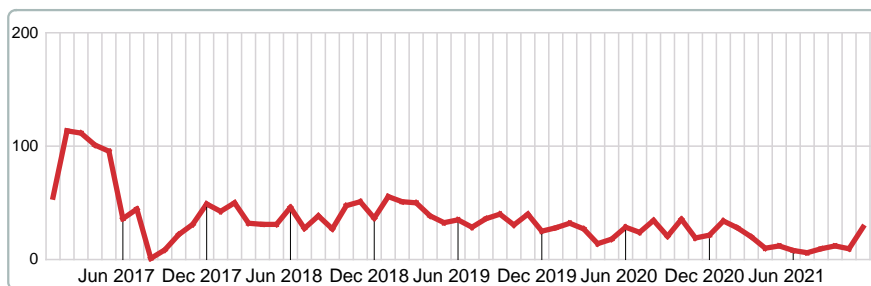
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 34

High Feb 2017 114 Low Aug 2017 1

Median Days on Market to Sale this month at 29 below the 5 yr NOV average of 34



### 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	5.77%	47	47	0	0	0
\$25,001 - \$75,000	16.35%	29	34	8	0	0
\$75,001 - \$125,000	16.35%	23	51	23	4	0
\$125,001 - \$200,000	20.19%	20	59	19	3	0
\$200,001 - \$250,000	17.31%	16	1	11	22	0
\$250,001 - \$400,000	14.42%	41	58	4	71	69
\$400,001 and up	9.62%	62	113	64	56	35
Median Closed DOM		29	47	18	44	54
Total Closed Units	100%	28.5	43	45	12	4
Total Closed Volume		22,038,454	5.59M	10.79M	3.91M	1.75M

# November 2021



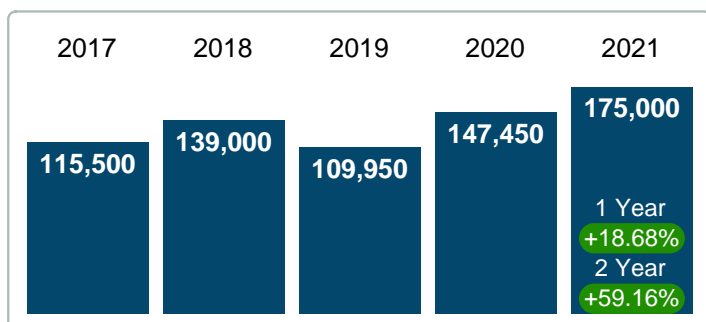
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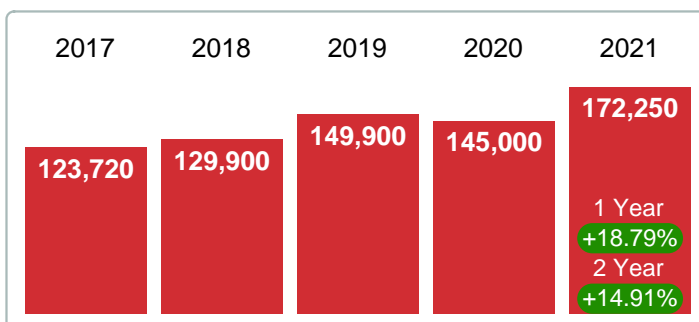
## MEDIAN LIST PRICE AT CLOSING

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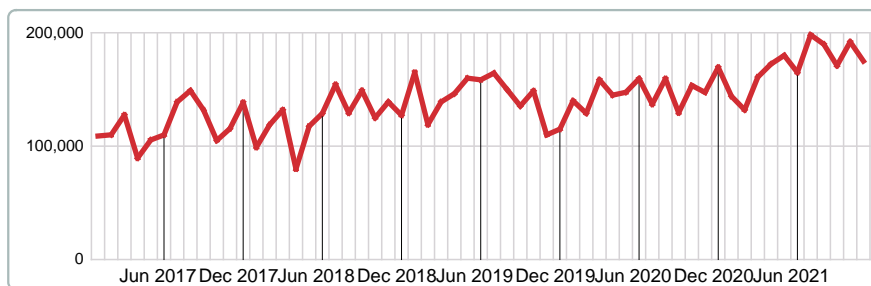
### NOVEMBER



### YEAR TO DATE (YTD)

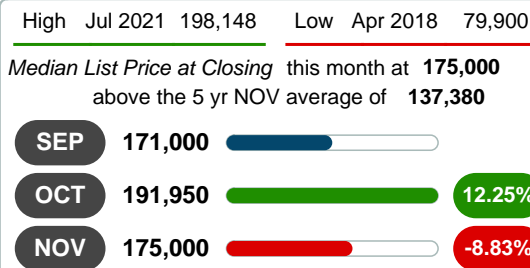


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 137,380



### 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	21,000	21,000	0	0	0
\$25,001 - \$75,000	18	40,000	40,000	35,000	0	0
\$75,001 - \$125,000	16	111,000	96,000	112,500	112,000	0
\$125,001 - \$200,000	21	160,000	175,000	157,450	179,950	0
\$200,001 - \$250,000	18	227,500	212,500	227,500	230,000	0
\$250,001 - \$400,000	13	335,000	387,450	330,000	367,000	269,410
\$400,001 and up	13	549,000	452,250	544,000	775,000	622,000
<b>Median List Price</b>		<b>175,000</b>	<b>75,000</b>	<b>209,900</b>	<b>254,000</b>	<b>409,205</b>
<b>Total Closed Units</b>		<b>104</b>	<b>43</b>	<b>45</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>23,074,626</b>	<b>5.88M</b>	<b>11.31M</b>	<b>4.10M</b>	<b>1.78M</b>



# November 2021



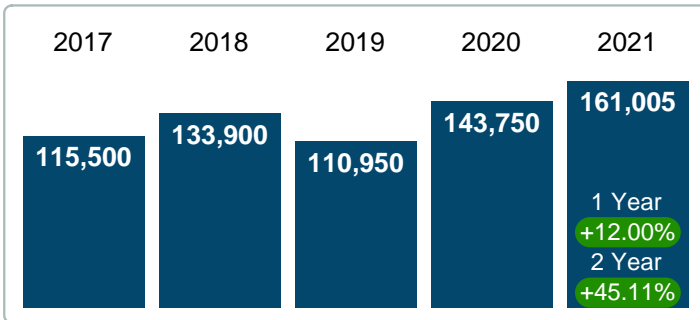
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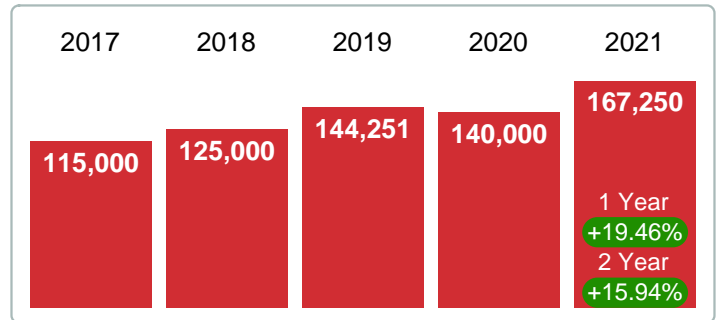
## MEDIAN SOLD PRICE AT CLOSING

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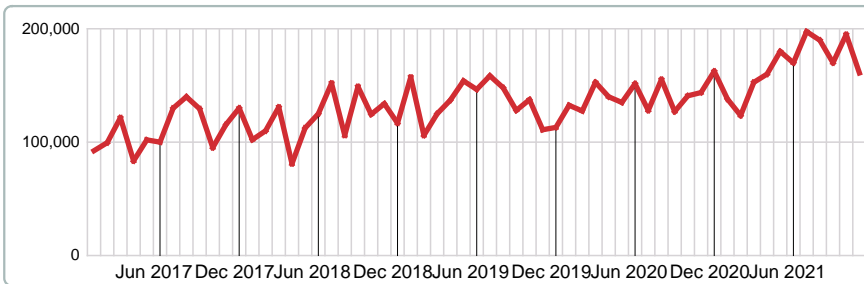
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

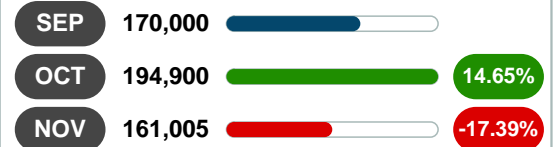


### 3 MONTHS

5 year NOV AVG = 133,021

High Jul 2021 197,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at **161,005** above the 5 yr NOV average of **133,021**



### 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	5.77%	20,261	20,261	0	0		
\$25,001 - \$75,000	17	16.35%	40,000	42,250	27,500	0		
\$75,001 - \$125,000	17	16.35%	105,000	95,437	105,000	112,000		
\$125,001 - \$200,000	21	20.19%	157,000	155,000	150,005	170,500		
\$200,001 - \$250,000	18	17.31%	224,500	212,500	224,500	234,200		
\$250,001 - \$400,000	15	14.42%	350,000	377,500	320,000	359,500		
\$400,001 and up	10	9.62%	613,500	575,000	722,500	698,500		
Median Sold Price		161,005		70,000	201,500	251,250	409,205	
Total Closed Units		104	100%	161,005	43	45	12	4
Total Closed Volume		22,038,454			5.59M	10.79M	3.91M	1.75M

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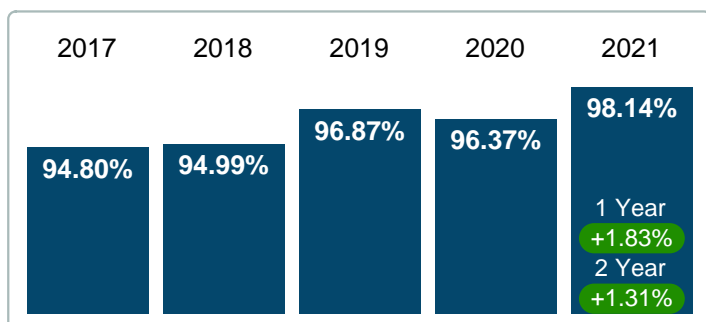
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



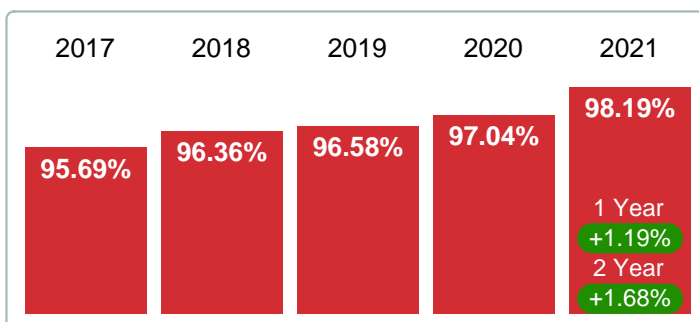
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

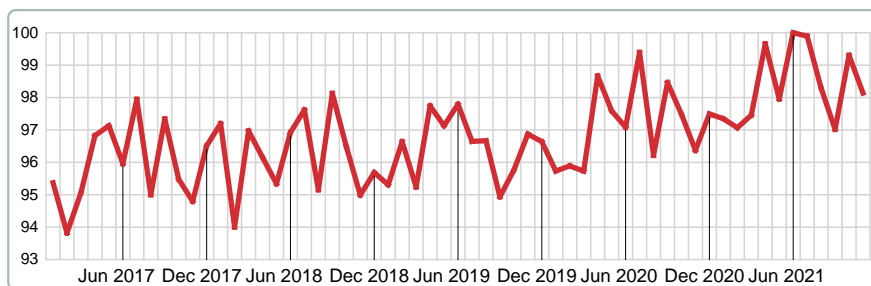
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

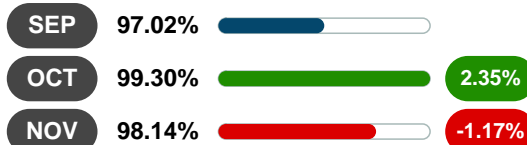


### 3 MONTHS

5 year NOV AVG = 96.23%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **98.14%**  
above the 5 yr NOV average of **96.23%**



### 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	5.77%	96.62%	96.62%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	17	16.35%	100.00%	100.00%	78.57%	0.00%	0.00%
\$75,001 - \$125,000	17	16.35%	99.41%	99.41%	92.70%	100.00%	0.00%
\$125,001 - \$200,000	21	20.19%	96.88%	94.79%	98.64%	94.61%	0.00%
\$200,001 - \$250,000	18	17.31%	100.00%	100.00%	100.00%	101.10%	0.00%
\$250,001 - \$400,000	15	14.42%	98.28%	94.30%	95.52%	100.00%	100.00%
\$400,001 and up	10	9.62%	94.01%	93.43%	92.55%	89.34%	97.84%
Median Sold/List Ratio		98.14%		98.00%	96.53%	99.76%	100.00%
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

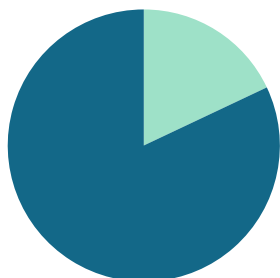


# November 2021

## MARKET SUMMARY

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

### INVENTORY

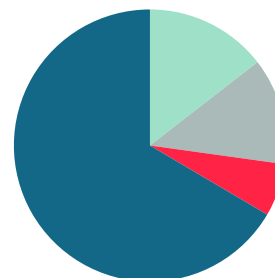


**Inventory**  
 New Listings  
**126 = 17.97%**  
 Start Inventory  
**575**  
 Total Inventory Units  
**701**  
 Volume  
**\$237,224,021**

### 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%
Median List Price	147,450	175,000	18.68%	145,000	172,250	18.79%
Median Sale Price	143,750	161,005	12.00%	140,000	167,250	19.46%
Median Percent of Selling Price to List Price	96.37%	98.14%	1.83%	97.04%	98.19%	1.19%
Median Days on Market to Sale	19.00	28.50	50.00%	26.00	12.00	-53.85%
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

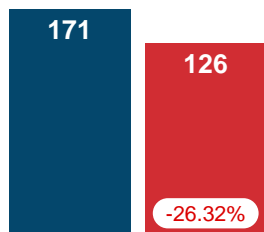
**Inventory** on November 30, 2021 = **477**

**2020** **2021**

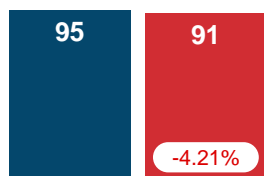
### NOVEMBER MARKET

### MEDIAN PRICES

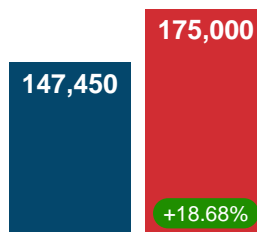
#### New Listings



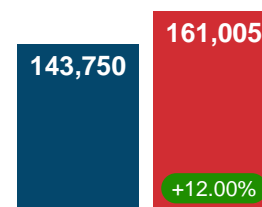
#### Pending Listings



#### List Price



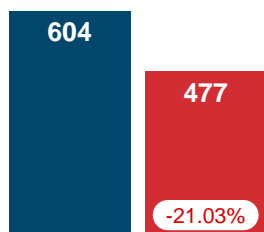
#### Sale Price



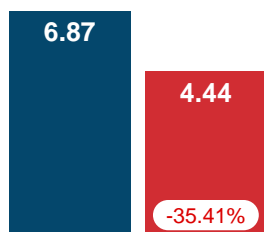
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

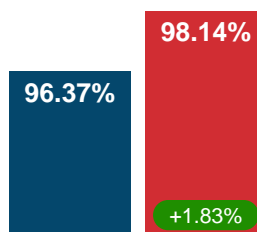
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

