

October 2021



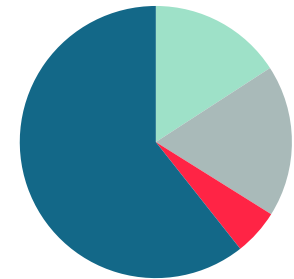
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	104	122	17.31%
Pending Listings	108	139	28.70%
New Listings	106	165	55.66%
Average List Price	195,073	238,491	22.26%
Average Sale Price	184,360	229,812	24.65%
Average Percent of Selling Price to List Price	94.98%	96.68%	1.79%
Average Days on Market to Sale	59.89	30.35	-49.32%
End of Month Inventory	604	467	-22.68%
Months Supply of Inventory	7.15	4.34	-39.38%



■ Closed (15.84%)
■ Pending (18.05%)
■ Other OffMarket (5.45%)
■ Active (60.65%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of October 31, 2021 = **467**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **22.68%** to 467 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 **4.34** 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 **24.65%** in October 2021 to \$229,812 versus the previous year at \$184,360.

Average Days on Market Shortens

The average number of **30.35** days that homes spent on the market before selling decreased by 29.54 days or **49.32%** in October 2021 compared to last year's same month at **59.89** DOM.

Sales Success for October 2021 is Positive

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

There were 165 New Listings in October 2021, up **55.66%** from last year at 106. Furthermore, there were 122 Closed Listings this month versus last year at 104, a **17.31%** increase.

Closed versus Listed trends yielded a **73.9%** ratio, down from previous year's, October 2020, at **98.1%**, a **24.64%** 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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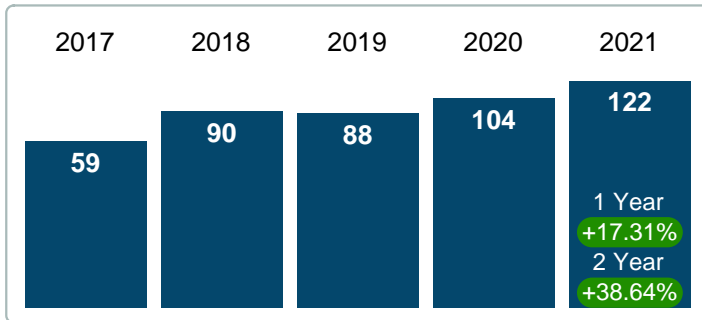
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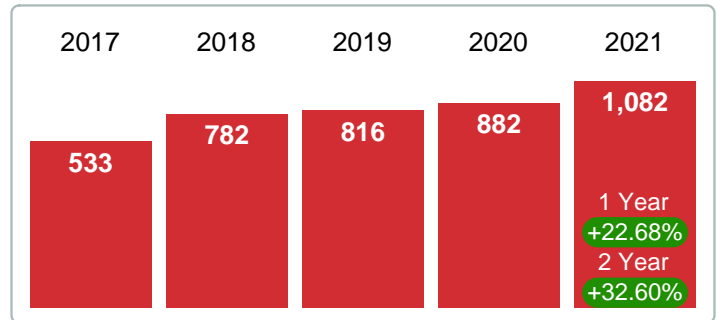
CLOSED LISTINGS

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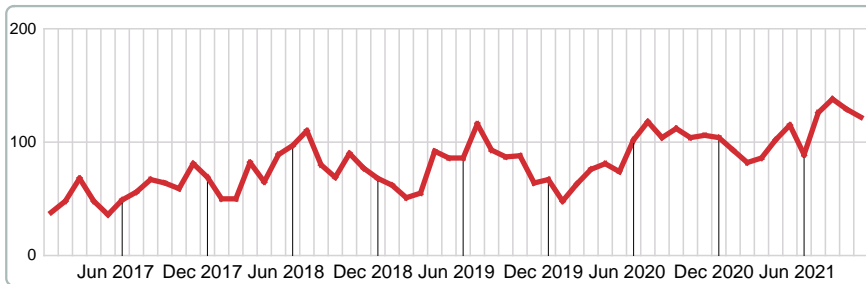
OCTOBER



YEAR TO DATE (YTD)

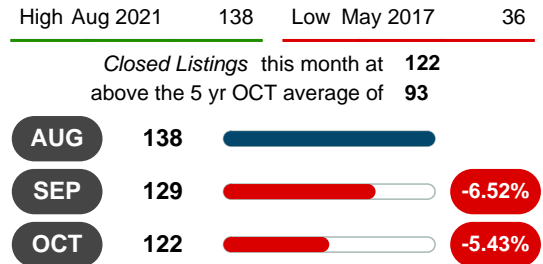


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 93



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	9	7.38%	21.9	9	0	0	0
\$25,001 - \$75,000	14	11.48%	59.1	12	1	1	0
\$75,001 - \$125,000	17	13.93%	37.4	7	8	2	0
\$125,001 - \$225,000	36	29.51%	25.8	7	24	5	0
\$225,001 - \$275,000	15	12.30%	18.6	4	7	4	0
\$275,001 - \$425,000	18	14.75%	31.5	3	10	5	0
\$425,001 and up	13	10.66%	20.5	4	5	2	2
Total Closed Units	122			46	55	19	2
Total Closed Volume	28,037,066	100%	30.4	7.85M	13.42M	4.99M	1.79M
Average Closed Price	\$229,812			\$170,636	\$243,935	\$262,440	\$892,500

October 2021



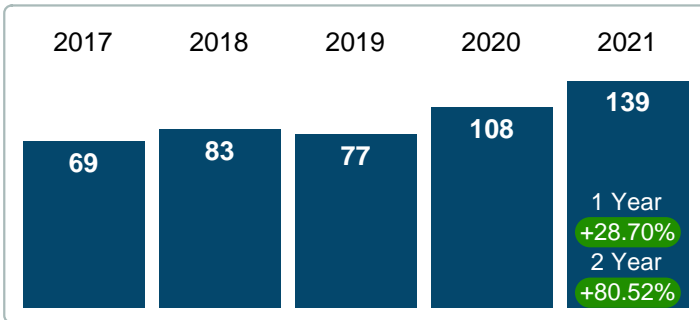
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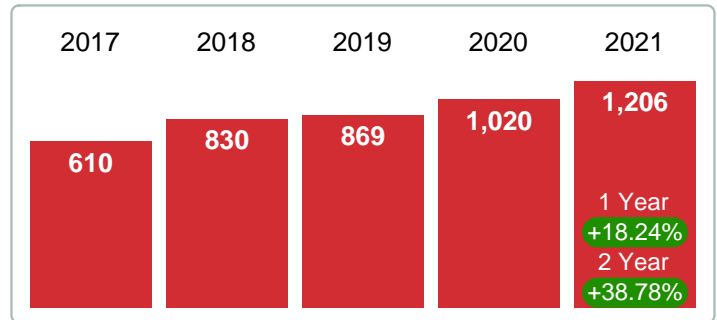
PENDING LISTINGS

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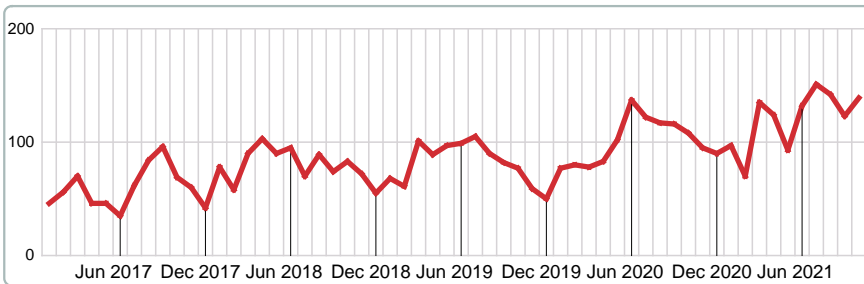
OCTOBER



YEAR TO DATE (YTD)

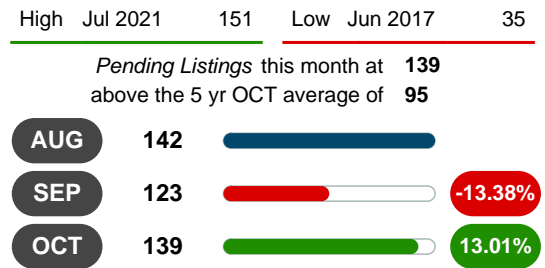


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 95



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	7.19%	91.6	10	0	0	0
\$25,001 - \$75,000	16	11.51%	86.4	14	2	0	0
\$75,001 - \$125,000	19	13.67%	42.5	6	11	2	0
\$125,001 - \$200,000	37	26.62%	31.6	13	21	3	0
\$200,001 - \$300,000	25	17.99%	27.5	2	17	6	0
\$300,001 - \$375,000	19	13.67%	41.3	3	8	8	0
\$375,001 and up	13	9.35%	44.7	2	6	4	1
Total Pending Units	139			50	65	23	1
Total Pending Volume	31,057,605	100%	23.5	6.83M	15.85M	7.82M	549.00K
Average Listing Price	\$220,446			\$136,646	\$243,919	\$340,069	\$549,000

October 2021



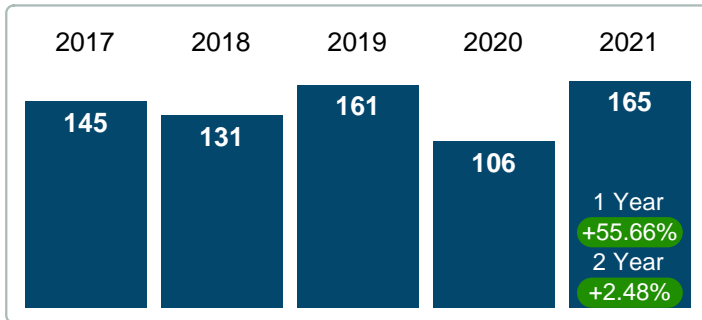
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



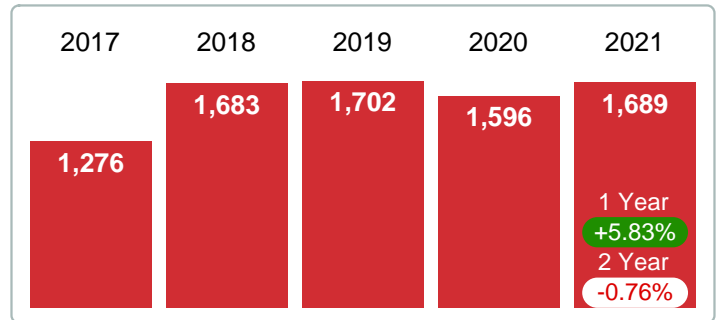
NEW LISTINGS

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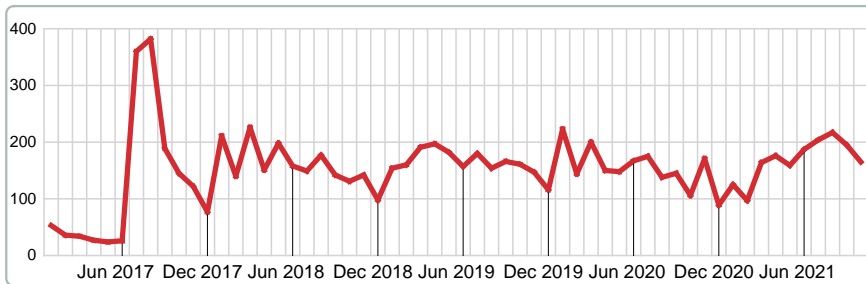
OCTOBER



YEAR TO DATE (YTD)

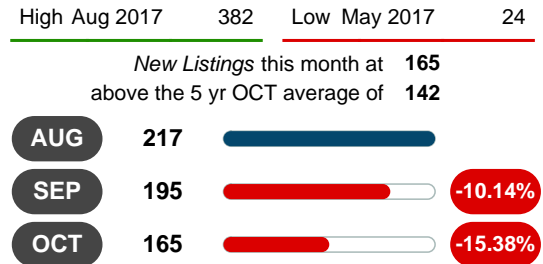


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	16	9.70%	15	1	0	0
\$50,001 - \$75,000	11	6.67%	11	0	0	0
\$75,001 - \$125,000	23	13.94%	15	7	1	0
\$125,001 - \$225,000	46	27.88%	14	28	4	0
\$225,001 - \$325,000	30	18.18%	9	11	10	0
\$325,001 - \$475,000	23	13.94%	7	11	5	0
\$475,001 and up	16	9.70%	8	2	4	2
Total New Listed Units	165		79	60	24	2
Total New Listed Volume	45,841,552	100%	16.44M	14.69M	13.59M	1.13M
Average New Listed Listing Price	\$227,639		\$208,048	\$244,857	\$566,062	\$564,450

October 2021



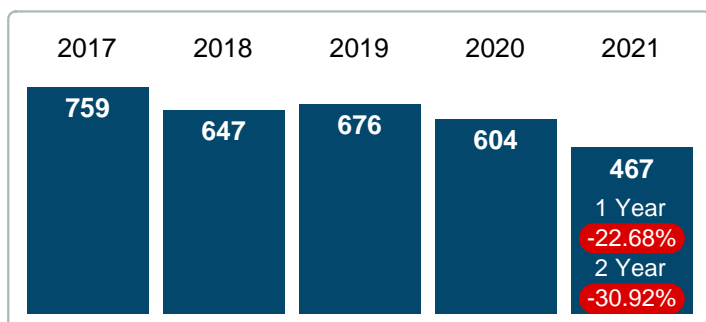
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



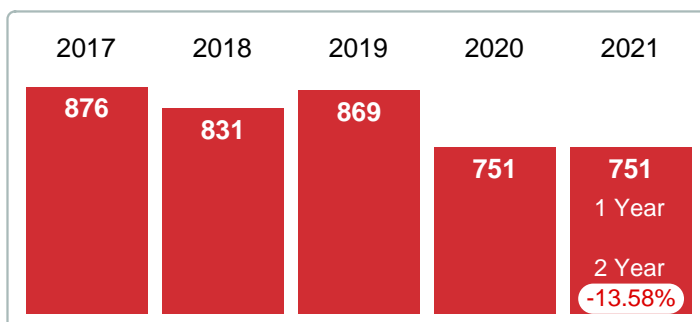
ACTIVE INVENTORY

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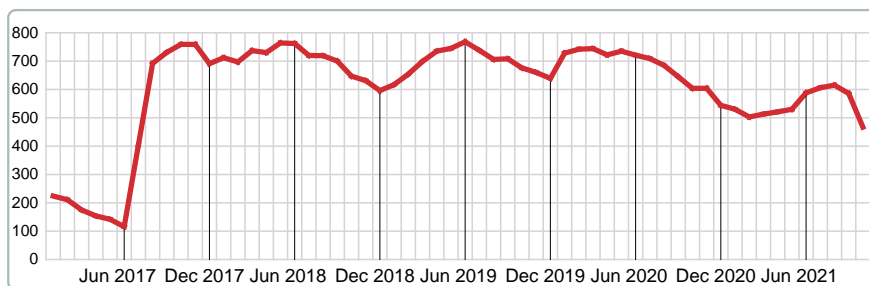
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

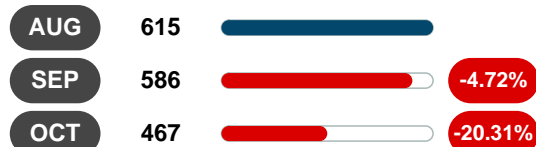


3 MONTHS

5 year OCT AVG = 631

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **467**
below the 5 yr OCT average of **631**



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	32	6.85%	88.7	32	0	0	0
\$25,001 - \$50,000	60	12.85%	206.0	58	2	0	0
\$50,001 - \$125,000	81	17.34%	78.9	67	13	1	0
\$125,001 - \$275,000	120	25.70%	96.3	58	41	18	3
\$275,001 - \$425,000	67	14.35%	86.2	32	21	13	1
\$425,001 - \$775,000	59	12.63%	81.2	34	13	6	6
\$775,001 and up	48	10.28%	101.5	27	9	8	4
Total Active Inventory by Units	467			308	99	46	14
Total Active Inventory by Volume	179,466,776	100%	104.0	96.63M	39.05M	28.90M	14.89M
Average Active Inventory Listing Price	\$384,297			\$313,724	\$394,425	\$628,235	\$1,063,771

October 2021



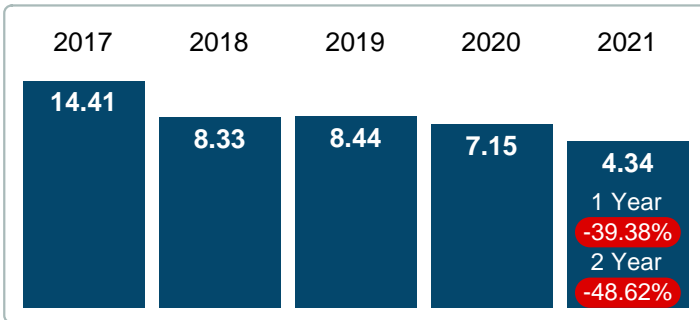
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



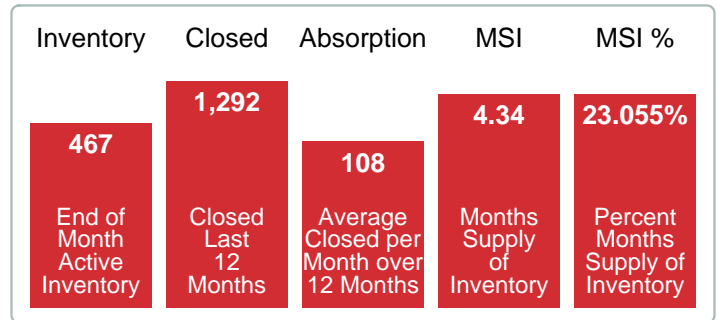
MONTHS SUPPLY of INVENTORY (MSI)

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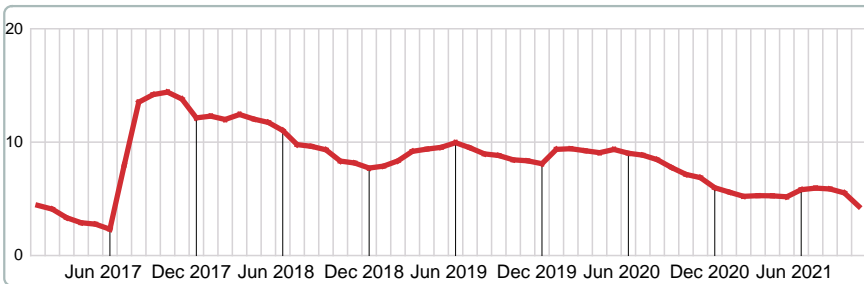
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

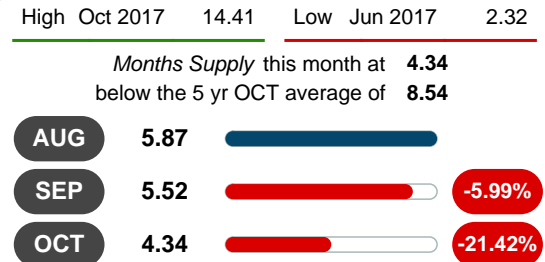


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.54



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	32	6.85%	4.52	4.86	0.00	0.00	0.00
\$25,001 - \$50,000	60	12.85%	5.45	5.85	2.40	0.00	0.00
\$50,001 - \$125,000	81	17.34%	3.48	4.99	1.53	0.75	0.00
\$125,001 - \$275,000	120	25.70%	2.66	7.57	1.39	2.57	3.27
\$275,001 - \$425,000	67	14.35%	5.09	11.29	3.94	3.25	1.00
\$425,001 - \$775,000	59	12.63%	8.74	14.07	7.09	4.80	4.80
\$775,001 and up	48	10.28%	38.40	40.50	27.00	0.00	16.00
Market Supply of Inventory (MSI)			4.34	7.08	2.12	3.31	4.00
Total Active Inventory by Units		100%	467	308	99	46	14

October 2021



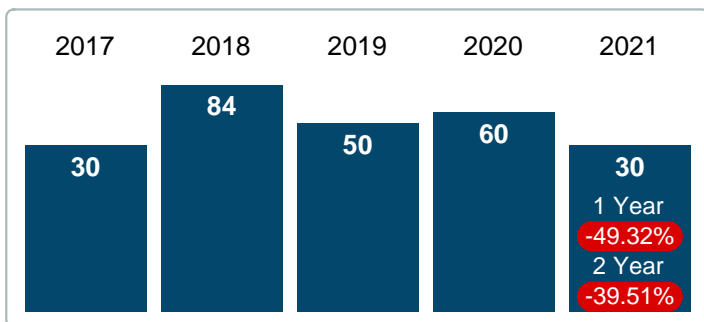
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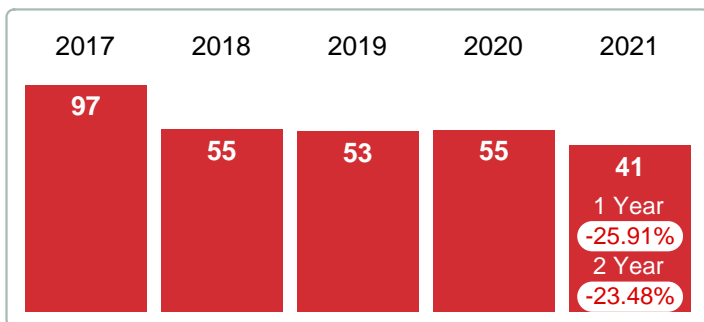
AVERAGE DAYS ON MARKET TO SALE

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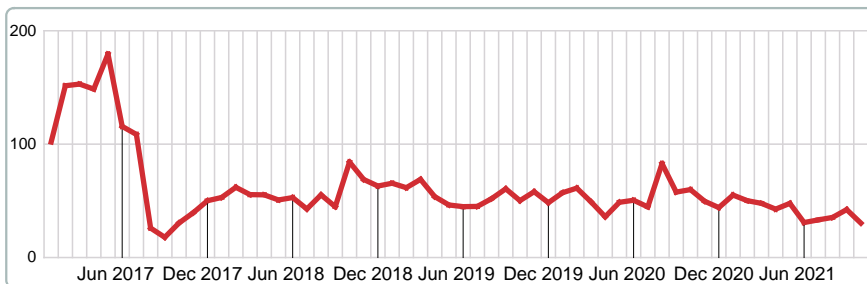
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

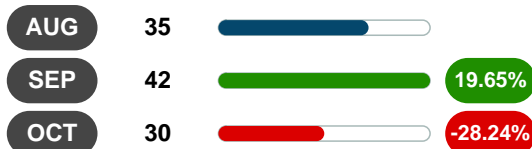


3 MONTHS

5 year OCT AVG = 51

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 30 below the 5 yr OCT average of 51



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	7.38%	22	22	0	0	0
\$25,001 - \$75,000	11.48%	59	62	20	68	0
\$75,001 - \$125,000	13.93%	37	67	17	16	0
\$125,001 - \$225,000	29.51%	26	65	17	16	0
\$225,001 - \$275,000	12.30%	19	29	7	28	0
\$275,001 - \$425,000	14.75%	32	69	32	9	0
\$425,001 and up	10.66%	21	23	15	27	24
Average Closed DOM		30	49	18	20	24
Total Closed Units	100%	30	46	55	19	2
Total Closed Volume			7.85M	13.42M	4.99M	1.79M

October 2021



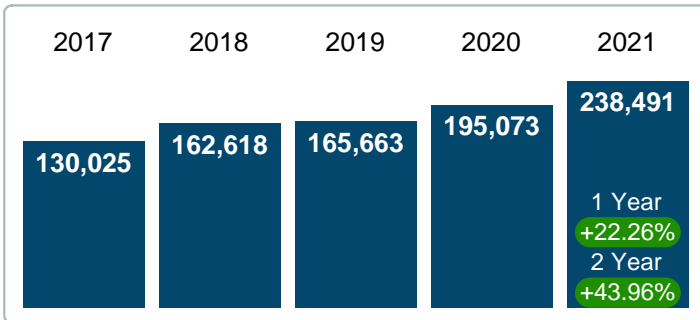
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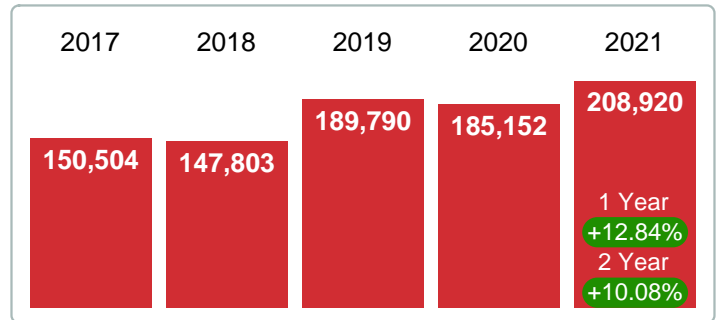
AVERAGE LIST PRICE AT CLOSING

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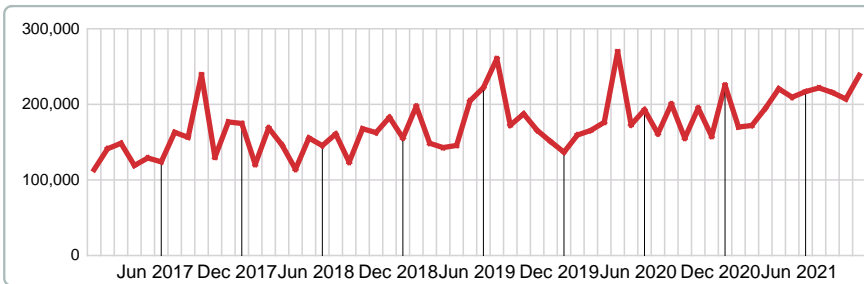
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

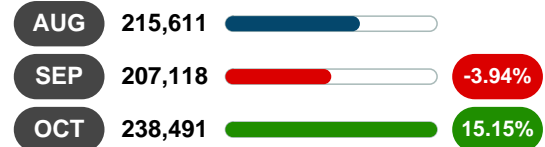


3 MONTHS

5 year OCT AVG = 178,374

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

Average List Price at Closing this month at **238,491** above the 5 yr OCT average of **178,374**



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	8	6.56%	16,175	17,211	0	0	
\$25,001 - \$75,000	14	11.48%	47,857	47,958	82,900	69,000	
\$75,001 - \$125,000	16	13.11%	111,419	111,986	120,800	106,700	
\$125,001 - \$225,000	36	29.51%	172,734	166,857	182,112	183,946	
\$225,001 - \$275,000	13	10.66%	251,933	289,475	256,633	259,950	
\$275,001 - \$425,000	19	15.57%	325,788	359,667	351,118	337,380	
\$425,001 and up	16	13.11%	676,893	832,625	604,959	607,498	
Average List Price		238,491		179,341	250,043	270,728	975,000
Total Closed Units		122	100%	238,491	46	55	19
Total Closed Volume		29,095,912			8.25M	13.75M	5.14M

October 2021



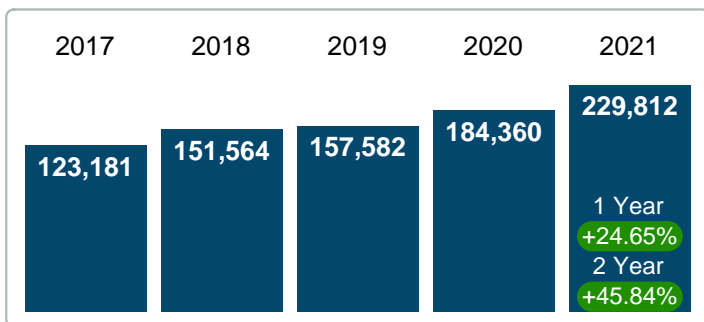
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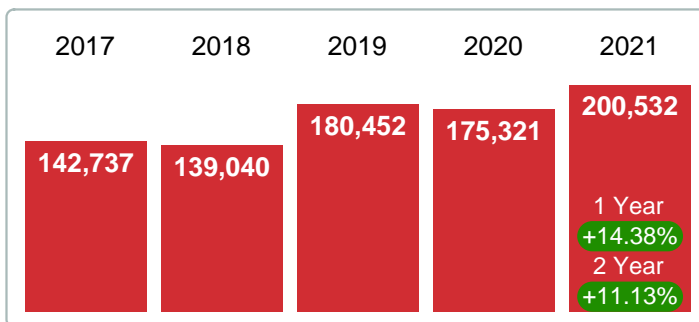
AVERAGE SOLD PRICE AT CLOSING

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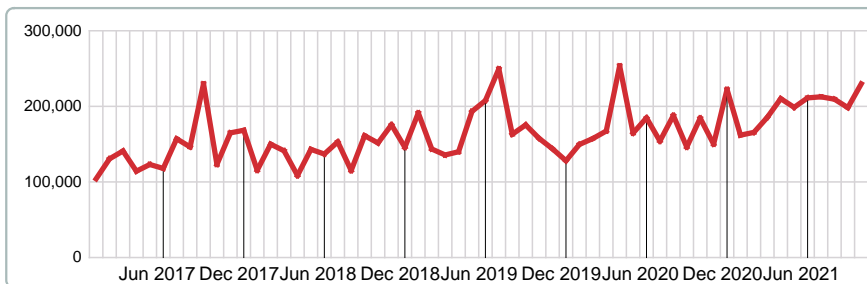
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

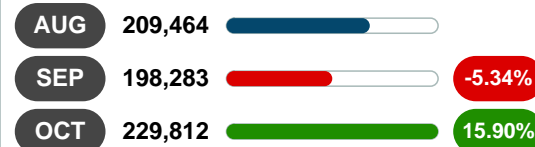


3 MONTHS

5 year OCT AVG = 169,300

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

Average Sold Price at Closing this month at **229,812** above the 5 yr OCT average of **169,300**



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	7.38%	16,056	16,056	0	0	0
\$25,001 - \$75,000	11.48%	49,429	46,833	65,000	65,000	0
\$75,001 - \$125,000	13.93%	109,294	102,429	118,813	95,250	0
\$125,001 - \$225,000	29.51%	177,113	173,286	177,212	181,994	0
\$225,001 - \$275,000	12.30%	252,408	249,163	254,511	251,975	0
\$275,001 - \$425,000	14.75%	335,550	340,200	342,130	319,600	0
\$425,001 and up	10.66%	703,115	798,875	588,999	607,498	892,500
Average Sold Price		229,812	170,636	243,935	262,440	892,500
Total Closed Units	100%	229,812	46	55	19	2
Total Closed Volume		28,037,066	7.85M	13.42M	4.99M	1.79M

October 2021



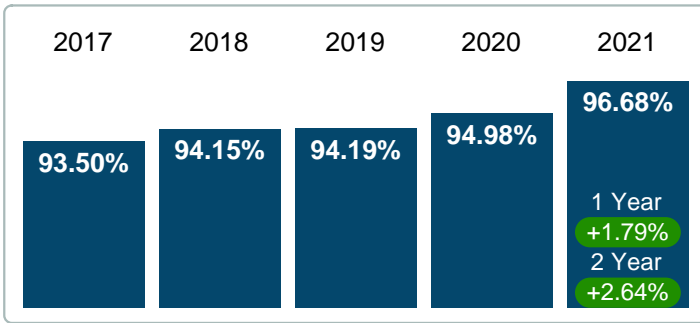
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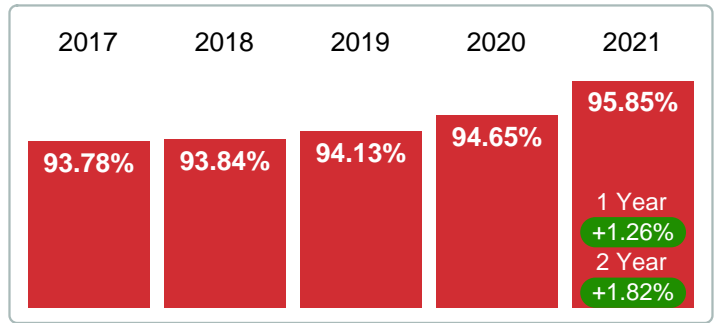
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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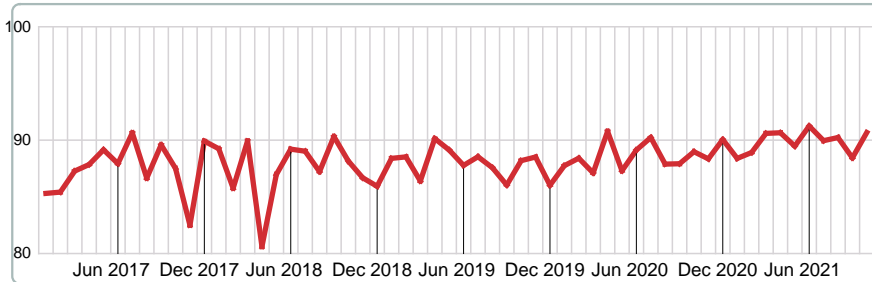
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

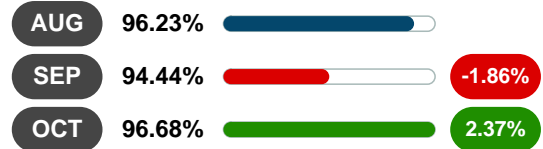


3 MONTHS

5 year OCT AVG = 94.70%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **96.68%**
above the 5 yr OCT average of **94.70%**



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	9	7.38%	89.82%	89.82%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	14	11.48%	96.33%	98.00%	78.41%	94.20%	0.00%
\$75,001 - \$125,000	17	13.93%	95.07%	92.23%	98.45%	91.51%	0.00%
\$125,001 - \$225,000	36	29.51%	99.56%	105.59%	97.88%	99.15%	0.00%
\$225,001 - \$275,000	15	12.30%	95.66%	87.79%	99.30%	97.17%	0.00%
\$275,001 - \$425,000	18	14.75%	96.76%	95.24%	97.80%	95.58%	0.00%
\$425,001 and up	13	10.66%	96.96%	96.86%	97.30%	100.00%	93.28%
Average Sold/List Ratio		96.70%		95.51%	97.73%	96.82%	93.28%
Total Closed Units		122	100%	46	55	19	2
Total Closed Volume		28,037,066		7.85M	13.42M	4.99M	1.79M

October 2021



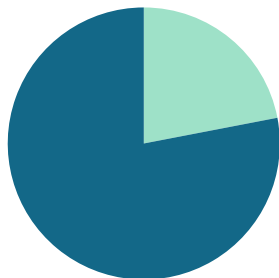
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

INVENTORY

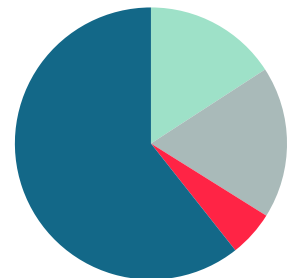


Inventory
 New Listings
165 = 21.97%
 Start Inventory
586
 Total Inventory Units
751
 Volume
\$248,131,502

Market Activity

Closed Sales
122 = 15.84%
 Pending Sales
139 = 18.05%
 Other Off Market
42 = 5.45%
 Active Inventory
467 = 60.65%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	104	122	17.31%	882	1,082	22.68%
Pending Sales	108	139	28.70%	1,020	1,206	18.24%
New Listings	106	165	55.66%	1,596	1,689	5.83%
Average List Price	195,073	238,491	22.26%	185,152	208,920	12.84%
Average Sale Price	184,360	229,812	24.65%	175,321	200,532	14.38%
Average Percent of Selling Price to List Price	94.98%	96.68%	1.79%	94.65%	95.85%	1.26%
Average Days on Market to Sale	59.89	30.35	-49.32%	55.08	40.81	-25.91%
Monthly Inventory	604	467	-22.68%	604	467	-22.68%
Months Supply of Inventory	7.15	4.34	-39.38%	7.15	4.34	-39.38%

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

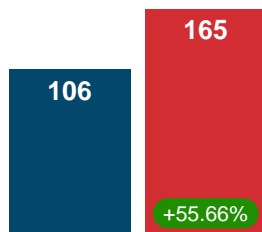
Inventory on October 31, 2021 = **467**

2020 **2021**

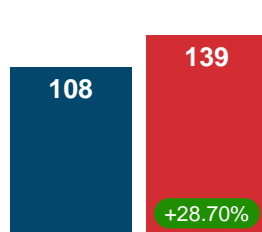
OCTOBER MARKET

AVERAGE PRICES

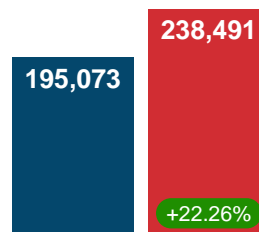
New Listings



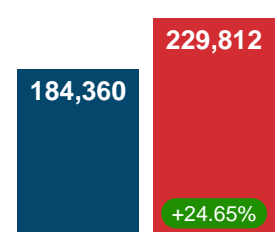
Pending Listings



List Price



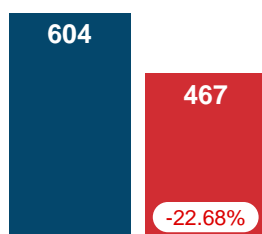
Sale Price



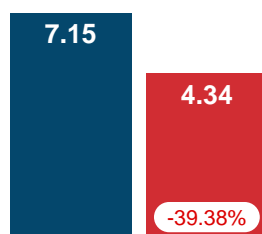
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

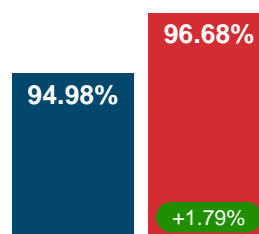
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

