

September 2021



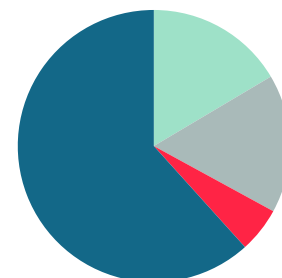
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	112	129	15.18%
Pending Listings	116	129	11.21%
New Listings	145	195	34.48%
Median List Price	129,450	171,000	32.10%
Median Sale Price	126,950	170,000	33.91%
Median Percent of Selling Price to List Price	98.46%	97.02%	-1.46%
Median Days on Market to Sale	20.50	12.00	-41.46%
End of Month Inventory	645	483	-25.12%
Months Supply of Inventory	7.76	4.55	-41.40%



■ Closed (16.48%)
■ Pending (16.48%)
■ Other OffMarket (5.36%)
■ Active (61.69%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of September 30, 2021 = **483**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **25.12%** to 483 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **4.55** 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 **33.91%** in September 2021 to \$170,000 versus the previous year at \$126,950.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 8.50 days or **41.46%** in September 2021 compared to last year's same month at **20.50** DOM.

Sales Success for September 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 195 New Listings in September 2021, up **34.48%** from last year at 145. Furthermore, there were 129 Closed Listings this month versus last year at 112, a **15.18%** increase.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, September 2020, at **77.2%**, a **14.35%** 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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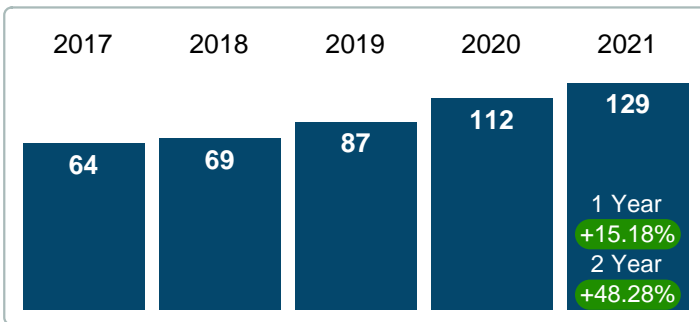
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



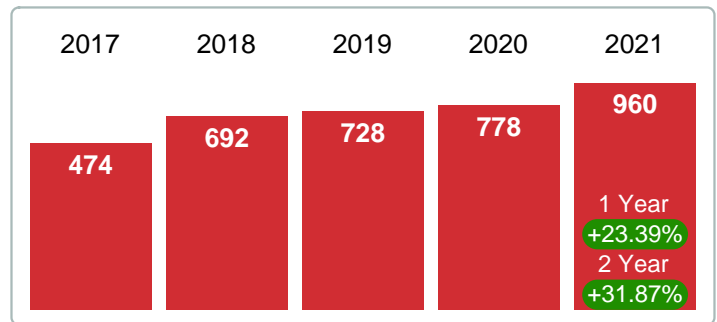
CLOSED LISTINGS

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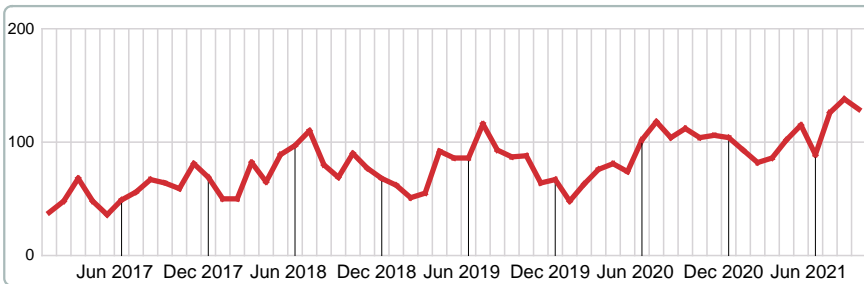
SEPTEMBER



YEAR TO DATE (YTD)

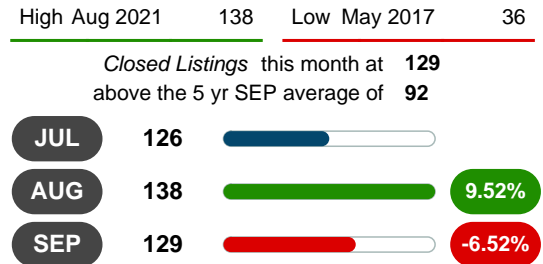


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 92



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	7	5.43%	1.0	7	0	0	0
\$25,001 - \$75,000	17	13.18%	16.0	17	0	0	0
\$75,001 - \$100,000	16	12.40%	8.5	9	7	0	0
\$100,001 - \$200,000	41	31.78%	28.0	18	16	7	0
\$200,001 - \$250,000	19	14.73%	13.0	2	15	2	0
\$250,001 - \$375,000	17	13.18%	7.0	3	9	2	3
\$375,001 and up	12	9.30%	35.5	6	4	2	0
Total Closed Units	129			62	51	13	3
Total Closed Volume	25,578,560	100%	12.0	9.55M	11.81M	3.30M	925.00K
Median Closed Price	\$170,000			\$100,000	\$203,000	\$200,000	\$315,000

September 2021



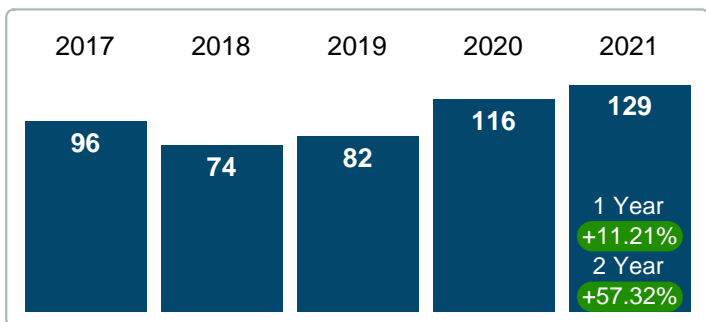
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



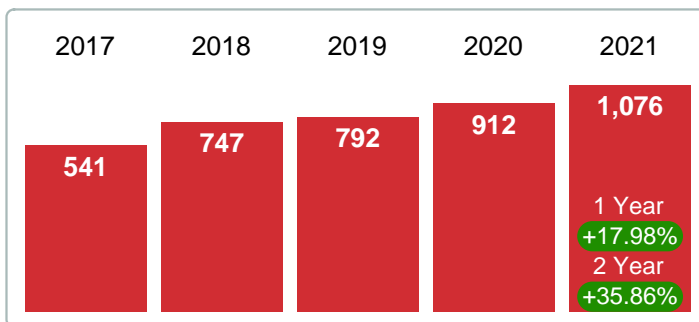
PENDING LISTINGS

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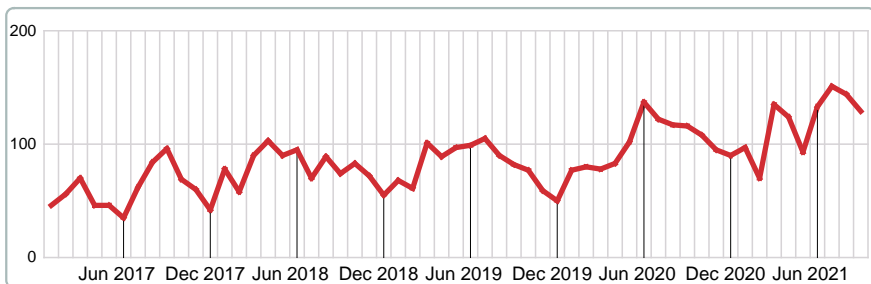
SEPTEMBER



YEAR TO DATE (YTD)

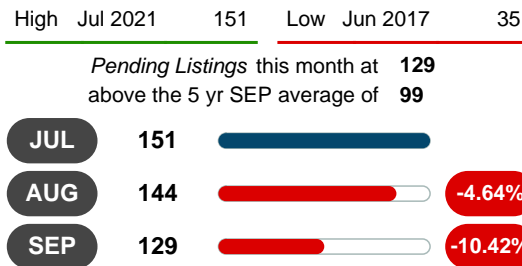


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99



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	4	3.10%	11.0	4	0	0	0
\$25,001 - \$75,000	21	16.28%	47.0	19	1	1	0
\$75,001 - \$125,000	17	13.18%	20.0	13	3	1	0
\$125,001 - \$200,000	32	24.81%	7.5	9	19	4	0
\$200,001 - \$275,000	20	15.50%	17.5	2	12	6	0
\$275,001 - \$450,000	22	17.05%	29.5	2	11	7	2
\$450,001 and up	13	10.08%	44.0	5	6	1	1
Total Pending Units	129			54	52	20	3
Total Pending Volume	29,193,586	100%	20.0	8.92M	13.54M	5.54M	1.19M
Median Listing Price	\$180,000			\$97,000	\$212,000	\$250,240	\$325,000

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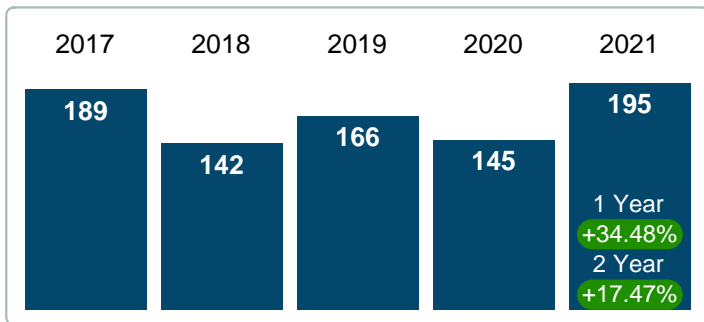
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



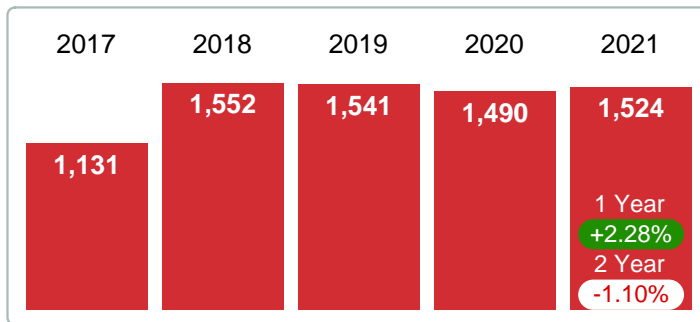
NEW LISTINGS

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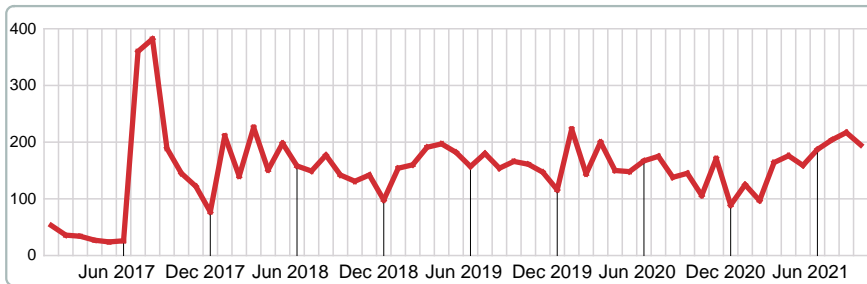
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

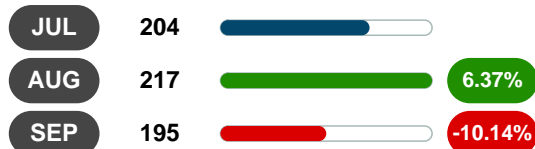


3 MONTHS

5 year SEP AVG = 167

High Aug 2017 382 Low May 2017 24

New Listings this month at 195
above the 5 yr SEP average of 167



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	23	11.79%	23	0	0	0
\$25,001 - \$50,000	18	9.23%	17	1	0	0
\$50,001 - \$150,000	32	16.41%	23	7	2	0
\$150,001 - \$250,000	49	25.13%	7	34	7	1
\$250,001 - \$350,000	28	14.36%	9	11	5	3
\$350,001 - \$575,000	26	13.33%	10	14	0	2
\$575,001 and up	19	9.74%	11	5	1	2
Total New Listed Units	195		100	72	15	8
Total New Listed Volume	54,313,026	100%	21.56M	21.11M	3.88M	7.76M
Median New Listed Listing Price	\$199,900		\$94,250	\$234,153	\$250,000	\$420,000

September 2021



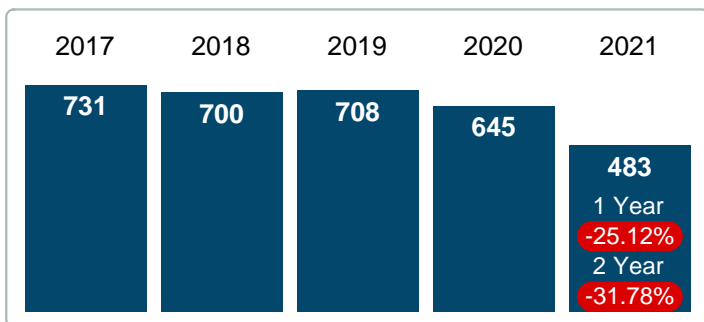
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



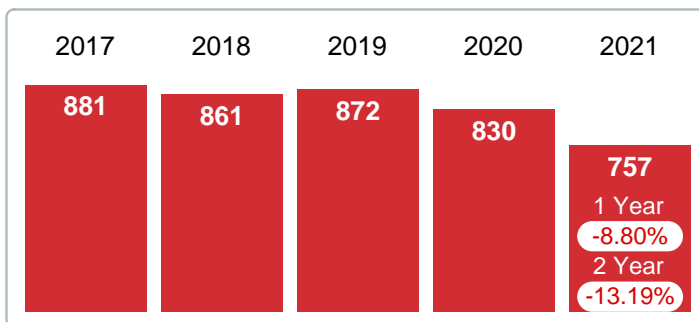
ACTIVE INVENTORY

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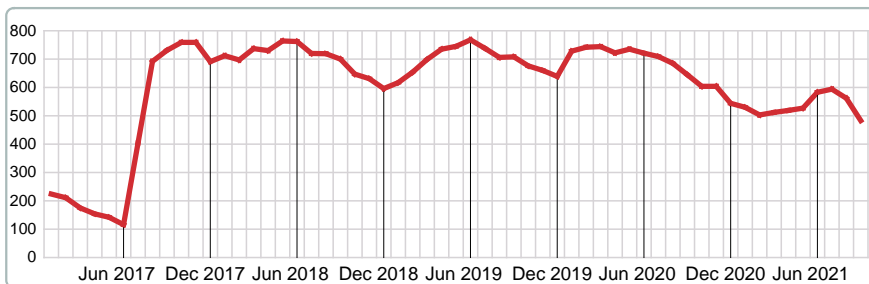
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

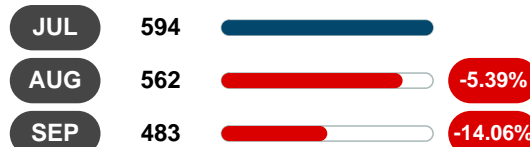


3 MONTHS

5 year SEP AVG = 653

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **483**
below the 5 yr SEP average of **653**



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	39	8.07%	29.0	39	0	0	0
\$25,001 - \$50,000	64	13.25%	72.5	62	2	0	0
\$50,001 - \$125,000	74	15.32%	55.0	57	16	1	0
\$125,001 - \$275,000	116	24.02%	56.0	55	47	11	3
\$275,001 - \$425,000	75	15.53%	45.0	36	23	15	1
\$425,001 - \$800,000	67	13.87%	53.0	36	18	8	5
\$800,001 and up	48	9.94%	67.5	25	11	8	4
Total Active Inventory by Units		483		310	117	43	13
Total Active Inventory by Volume		181,934,341	100%	96.04M	47.47M	24.06M	14.37M
Median Active Inventory Listing Price		\$198,000		\$125,000	\$250,000	\$345,000	\$515,000

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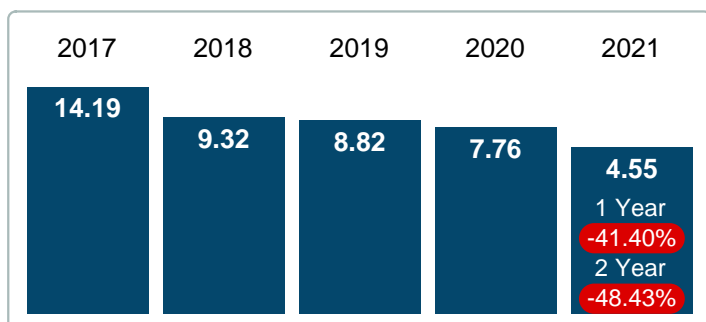
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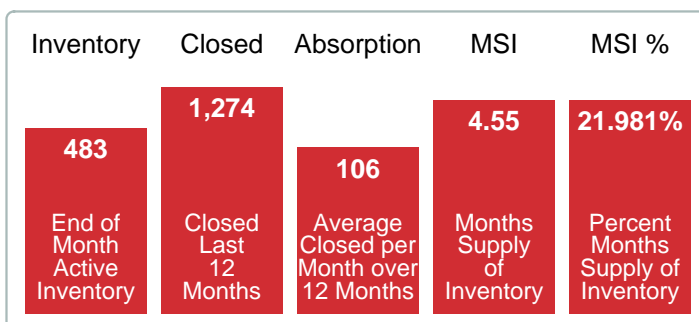
MONTHS SUPPLY of INVENTORY (MSI)

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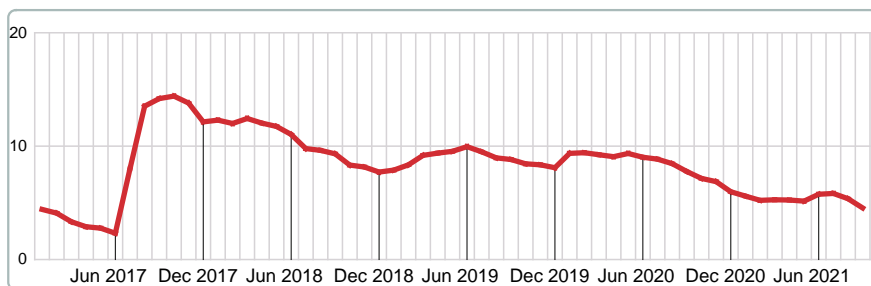
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

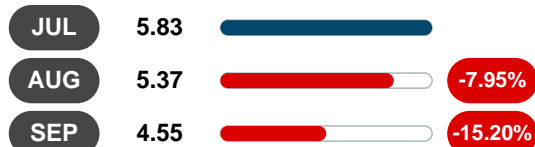


3 MONTHS

5 year SEP AVG = 8.93

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **4.55**
below the 5 yr SEP average of **8.93**



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	39	8.07%	5.64	6.08	0.00	0.00	0.00
\$25,001 - \$50,000	64	13.25%	5.53	5.90	2.40	0.00	0.00
\$50,001 - \$125,000	74	15.32%	3.18	4.28	1.83	0.86	0.00
\$125,001 - \$275,000	116	24.02%	2.62	7.25	1.62	1.65	3.00
\$275,001 - \$425,000	75	15.53%	6.04	13.94	4.60	3.91	1.00
\$425,001 - \$800,000	67	13.87%	9.93	14.90	10.80	6.00	3.75
\$800,001 and up	48	9.94%	52.36	50.00	44.00	0.00	24.00
Market Supply of Inventory (MSI)			4.55	7.15	2.55	3.23	3.63
Total Active Inventory by Units		100%	483	310	117	43	13

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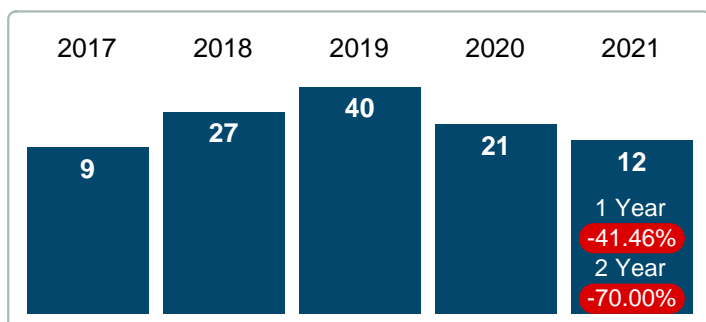
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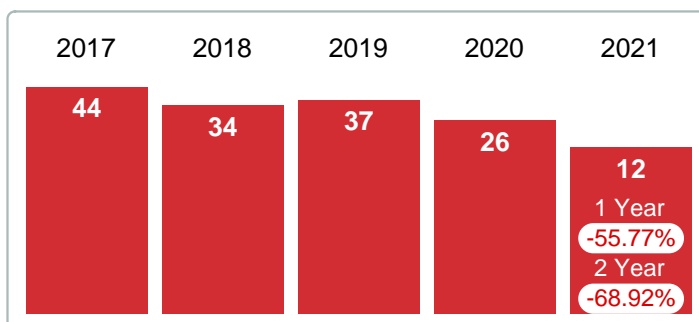
MEDIAN DAYS ON MARKET TO SALE

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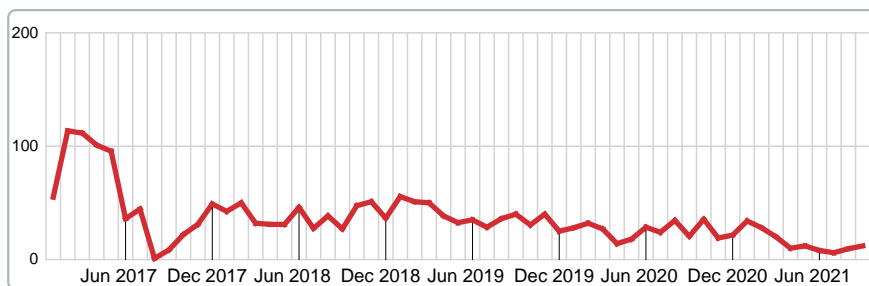
SEPTEMBER



YEAR TO DATE (YTD)

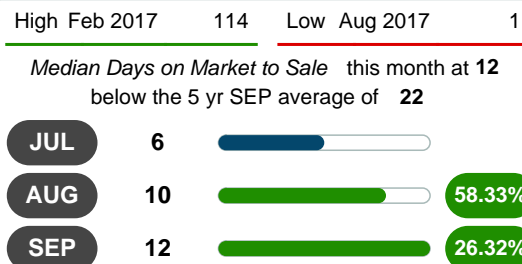


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



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	5.43%	1	1	0	0	0
\$25,001 - \$75,000	13.18%	16	16	0	0	0
\$75,001 - \$100,000	12.40%	9	9	3	0	0
\$100,001 - \$200,000	31.78%	28	62	2	34	0
\$200,001 - \$250,000	14.73%	13	102	8	50	0
\$250,001 - \$375,000	13.18%	7	7	16	10	6
\$375,001 and up	9.30%	36	43	33	74	0
Median Closed DOM		12	26	6	31	6
Total Closed Units	100%	129	62	51	13	3
Total Closed Volume		25,578,560	9.55M	11.81M	3.30M	925.00K

September 2021



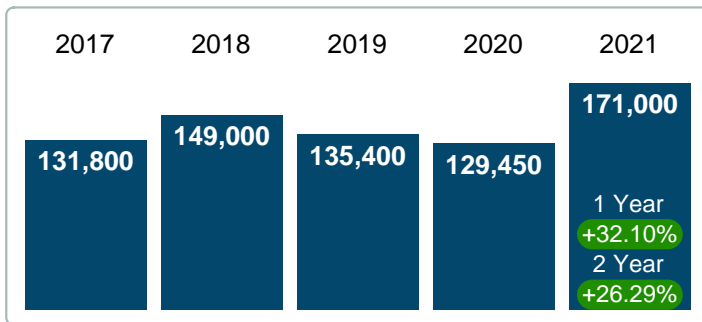
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



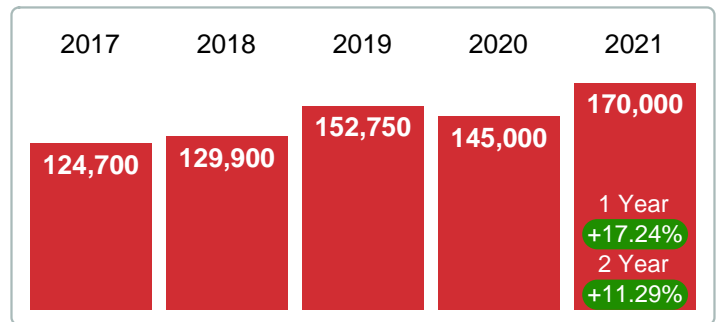
MEDIAN LIST PRICE AT CLOSING

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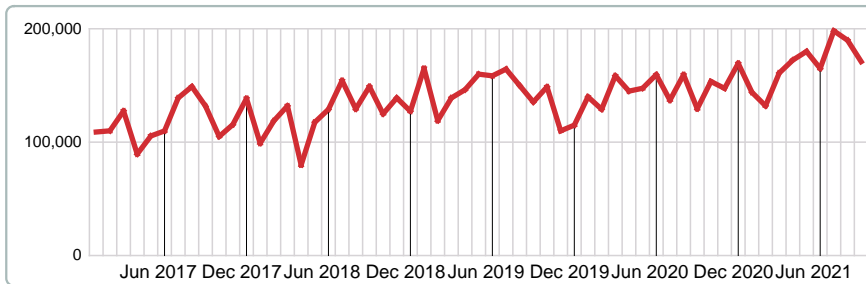
SEPTEMBER



YEAR TO DATE (YTD)

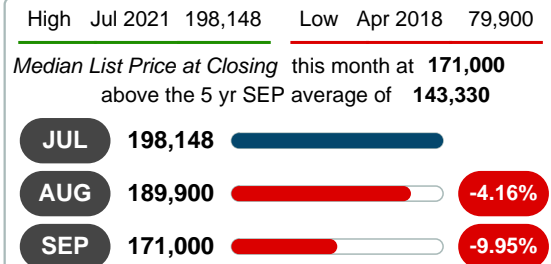


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143,330



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	3	2.33%	21,500	21,500	0	0	0
\$25,001 - \$75,000	18	13.95%	35,500	35,500	0	0	0
\$75,001 - \$100,000	16	12.40%	85,000	85,000	86,000	0	0
\$100,001 - \$200,000	40	31.01%	159,260	150,000	165,000	156,810	0
\$200,001 - \$250,000	20	15.50%	225,000	217,500	225,000	230,000	0
\$250,001 - \$375,000	20	15.50%	302,000	318,500	299,500	284,250	315,000
\$375,001 and up	12	9.30%	637,500	646,750	587,450	570,000	0
Median List Price			171,000	109,950	215,000	230,000	315,000
Total Closed Units		100%	171,000	62	51	13	3
Total Closed Volume			26,718,286	10.20M	12.06M	3.49M	976.58K

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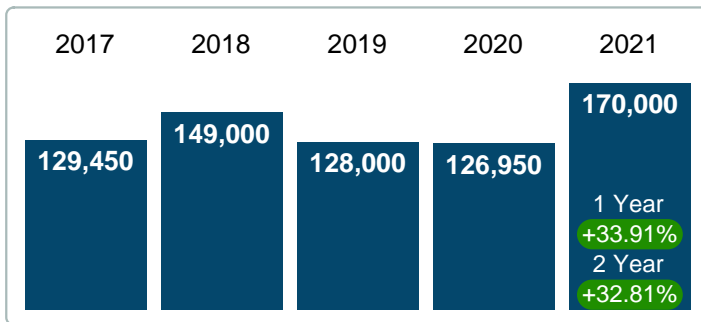
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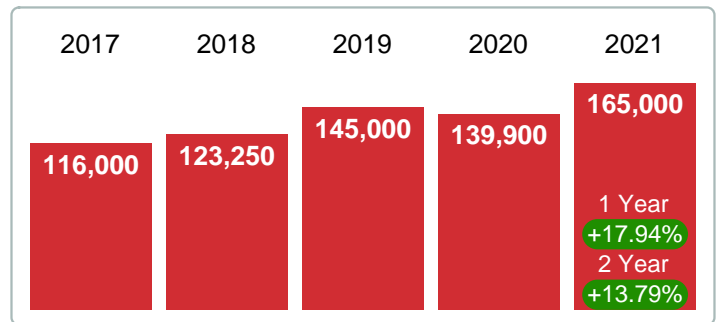
MEDIAN SOLD PRICE AT CLOSING

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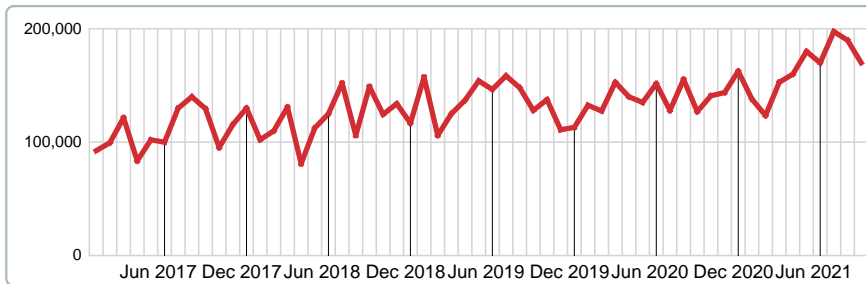
SEPTEMBER



YEAR TO DATE (YTD)

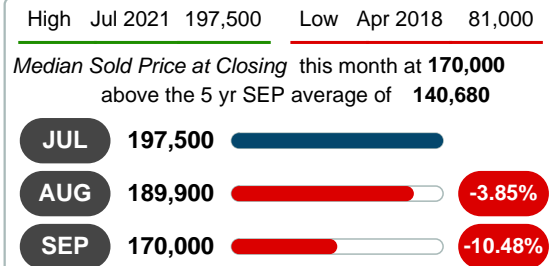


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140,680



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	7	5.43%	24,000	24,000	0	0	0
\$25,001 - \$75,000	17	13.18%	40,000	40,000	0	0	0
\$75,001 - \$100,000	16	12.40%	83,450	80,000	86,000	0	0
\$100,001 - \$200,000	41	31.78%	150,000	150,000	168,000	142,500	0
\$200,001 - \$250,000	19	14.73%	225,000	232,500	219,500	236,000	0
\$250,001 - \$375,000	17	13.18%	304,500	324,000	300,000	289,000	315,000
\$375,001 and up	12	9.30%	637,500	660,000	580,000	572,500	0
Median Sold Price			170,000	100,000	203,000	200,000	315,000
Total Closed Units		100%	129	62	51	13	3
Total Closed Volume			25,578,560	9.55M	11.81M	3.30M	925.00K

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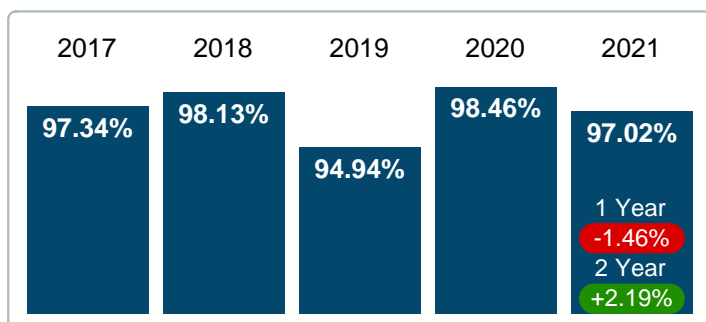
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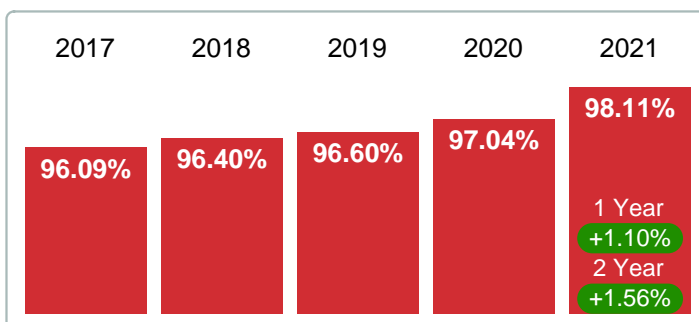
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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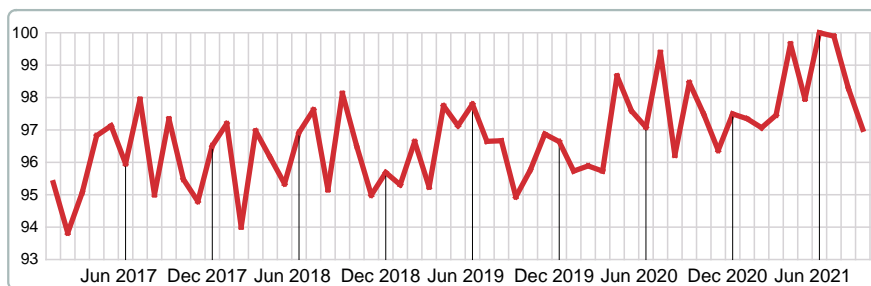
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

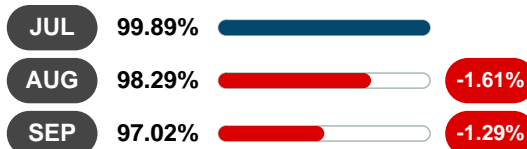


3 MONTHS

5 year SEP AVG = 97.18%

High Jun 2021 100.00% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **97.02%**
 equal to 5 yr SEP average of **97.18%**



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	7	5.43%	94.34%	94.34%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	17	13.18%	88.69%	88.69%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	16	12.40%	94.55%	94.12%	100.00%	0.00%	0.00%
\$100,001 - \$200,000	41	31.78%	97.14%	91.76%	100.00%	89.84%	0.00%
\$200,001 - \$250,000	19	14.73%	97.56%	92.61%	99.53%	93.06%	0.00%
\$250,001 - \$375,000	17	13.18%	98.33%	95.36%	99.33%	97.56%	93.60%
\$375,001 and up	12	9.30%	100.00%	100.00%	98.51%	100.59%	0.00%
Median Sold/List Ratio		97.02%		93.15%	99.73%	96.52%	93.60%
Total Closed Units		129	100%	62	51	13	3
Total Closed Volume		25,578,560		9.55M	11.81M	3.30M	925.00K

September 2021



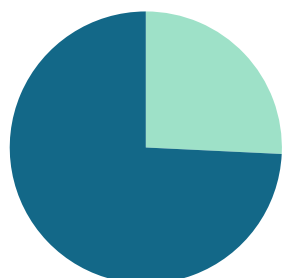
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

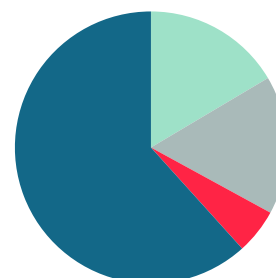


Inventory
 New Listings
195 = 25.76%
 Start Inventory
562
 Total Inventory Units
757
 Volume
\$251,513,095

Market Activity

Closed Sales
129 = 16.48%
 Pending Sales
129 = 16.48%
 Other Off Market
42 = 5.36%
 Active Inventory
483 = 61.69%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	112	129	15.18%	778	960	23.39%
Pending Sales	116	129	11.21%	912	1,076	17.98%
New Listings	145	195	34.48%	1,490	1,524	2.28%
Median List Price	129,450	171,000	32.10%	145,000	170,000	17.24%
Median Sale Price	126,950	170,000	33.91%	139,900	165,000	17.94%
Median Percent of Selling Price to List Price	98.46%	97.02%	-1.46%	97.04%	98.11%	1.10%
Median Days on Market to Sale	20.50	12.00	-41.46%	26.00	11.50	-55.77%
Monthly Inventory	645	483	-25.12%	645	483	-25.12%
Months Supply of Inventory	7.76	4.55	-41.40%	7.76	4.55	-41.40%

Absorption: Last 12 months, an Average of **106** Sales/Month

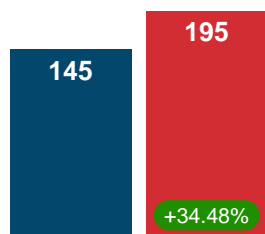
Inventory on September 30, 2021 = **483**

2020 **2021**

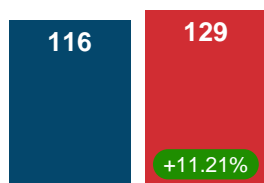
SEPTEMBER MARKET

MEDIAN PRICES

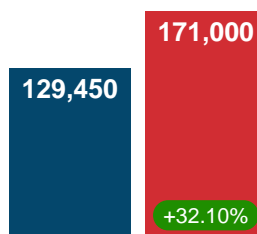
New Listings



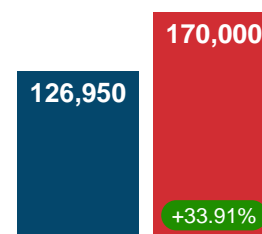
Pending Listings



List Price



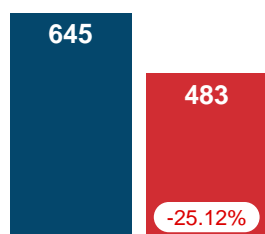
Sale Price



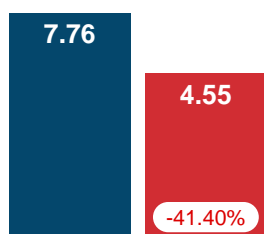
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

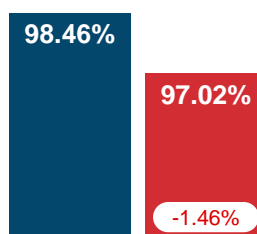
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

