

# April 2021



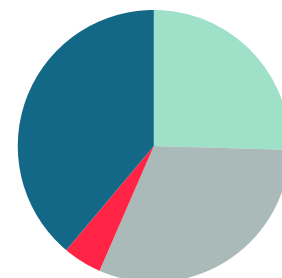
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	67	72	7.46%
Pending Listings	69	88	27.54%
New Listings	109	104	-4.59%
Average List Price	176,822	260,469	47.31%
Average Sale Price	177,524	248,616	40.05%
Average Percent of Selling Price to List Price	97.95%	97.95%	-0.01%
Average Days on Market to Sale	35.46	26.00	-26.68%
End of Month Inventory	222	110	-50.45%
Months Supply of Inventory	3.58	1.64	-54.09%



■ Closed (25.44%)  
■ Pending (31.10%)  
■ Other OffMarket (4.59%)  
■ Active (38.87%)

**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of April 30, 2021 = **110**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **50.45%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **1.64** 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 **40.05%** in April 2021 to \$248,616 versus the previous year at \$177,524.

#### Average Days on Market Shortens

The average number of **26.00** days that homes spent on the market before selling decreased by 9.46 days or **26.68%** in April 2021 compared to last year's same month at **35.46** DOM.

#### Sales Success for April 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 104 New Listings in April 2021, down **4.59%** from last year at 109. Furthermore, there were 72 Closed Listings this month versus last year at 67, a **7.46%** increase.

Closed versus Listed trends yielded a **69.2%** ratio, up from previous year's, April 2020, at **61.5%**, a **12.63%** 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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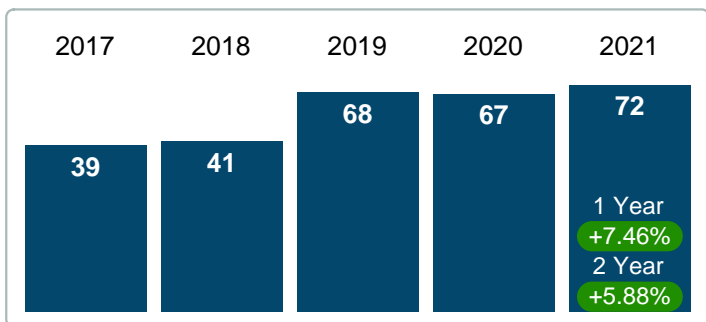
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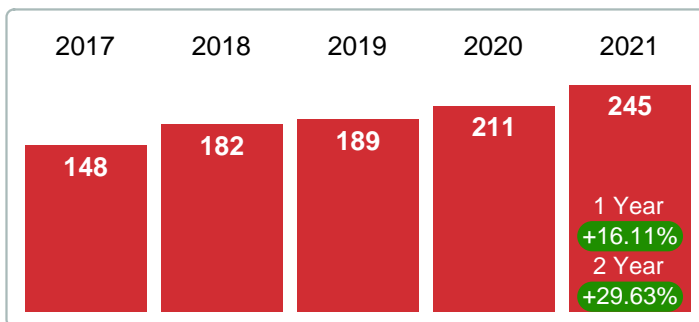
## CLOSED LISTINGS

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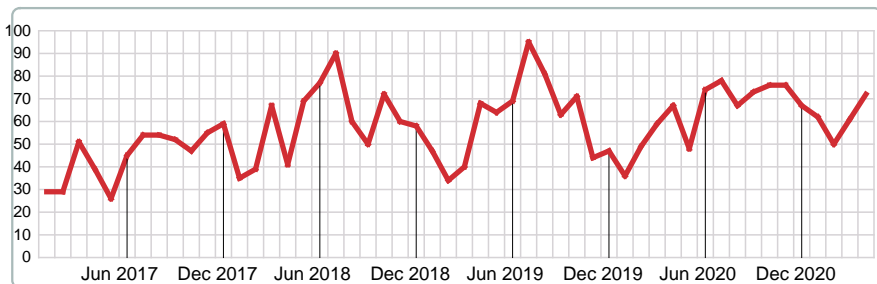
### APRIL



### YEAR TO DATE (YTD)

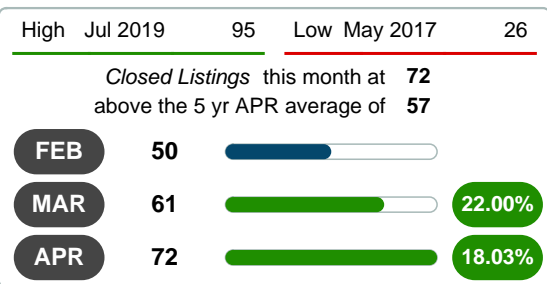


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.17%	3.0	2	1	0	0
\$75,001 - \$125,000	9	12.50%	21.6	3	6	0	0
\$125,001 - \$150,000	9	12.50%	22.3	0	6	2	1
\$150,001 - \$225,000	21	29.17%	11.1	1	16	4	0
\$225,001 - \$275,000	12	16.67%	20.4	1	7	4	0
\$275,001 - \$400,000	11	15.28%	39.5	1	4	4	2
\$400,001 and up	7	9.72%	79.1	0	2	1	4
<b>Total Closed Units</b>	<b>72</b>			<b>8</b>	<b>42</b>	<b>15</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>17,900,343</b>	<b>100%</b>	<b>26.0</b>	<b>1.11M</b>	<b>8.70M</b>	<b>3.64M</b>	<b>4.46M</b>
<b>Average Closed Price</b>	<b>\$248,616</b>			<b>\$138,688</b>	<b>\$207,051</b>	<b>\$242,647</b>	<b>\$636,429</b>

# April 2021



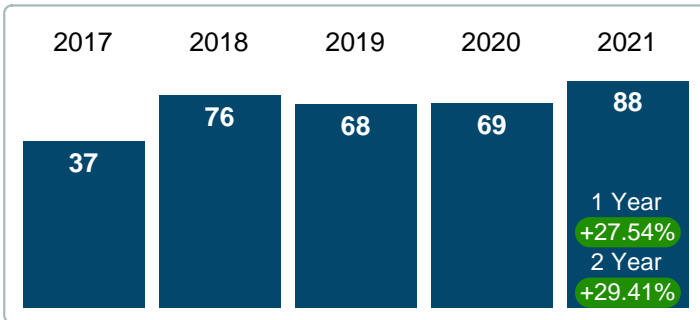
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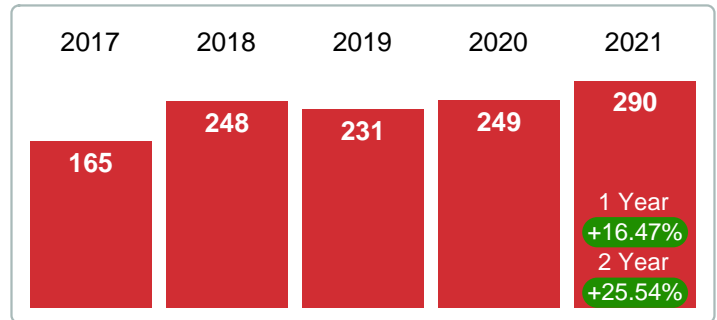
## PENDING LISTINGS

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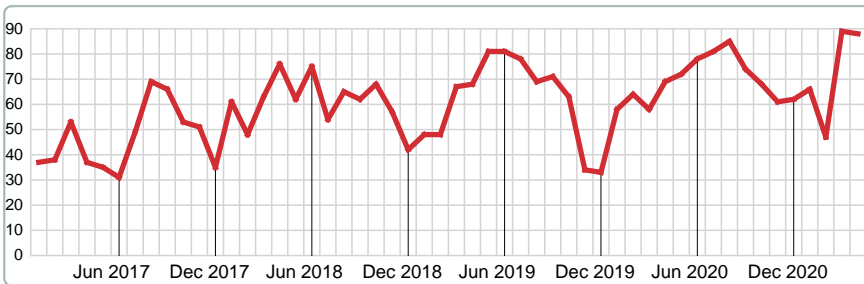
### APRIL



### YEAR TO DATE (YTD)

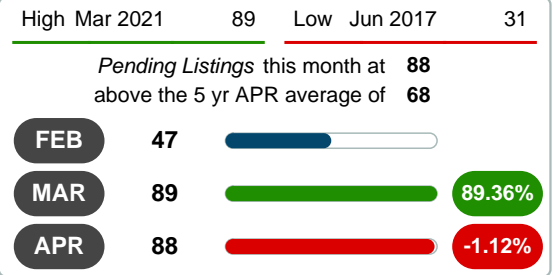


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 68



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.55%	23.0	2	2	0	0
\$75,001 - \$150,000	14	15.91%	31.3	4	7	1	2
\$150,001 - \$175,000	13	14.77%	6.0	3	7	3	0
\$175,001 - \$225,000	21	23.86%	10.8	1	15	4	1
\$225,001 - \$275,000	14	15.91%	12.6	0	11	3	0
\$275,001 - \$350,000	14	15.91%	33.0	1	8	5	0
\$350,001 and up	8	9.09%	13.1	2	1	2	3
<b>Total Pending Units</b>	<b>88</b>			<b>13</b>	<b>51</b>	<b>18</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>20,304,315</b>	<b>100%</b>	<b>18.0</b>	<b>2.71M</b>	<b>10.66M</b>	<b>4.87M</b>	<b>2.06M</b>
<b>Average Listing Price</b>	<b>\$231,318</b>			<b>\$208,608</b>	<b>\$208,933</b>	<b>\$270,751</b>	<b>\$343,883</b>

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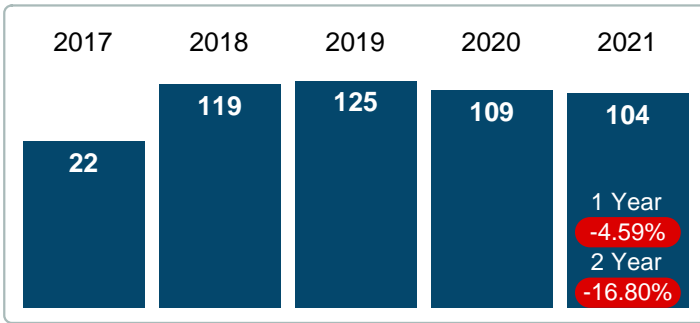
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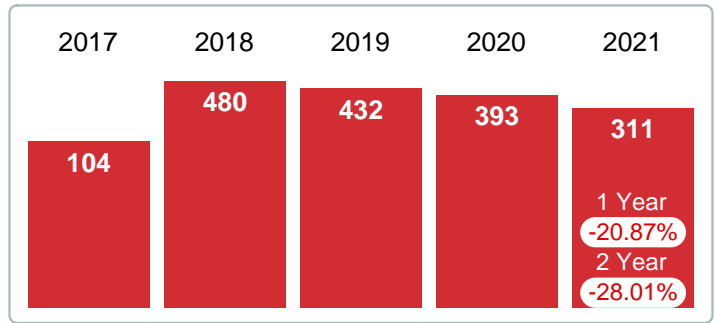
## NEW LISTINGS

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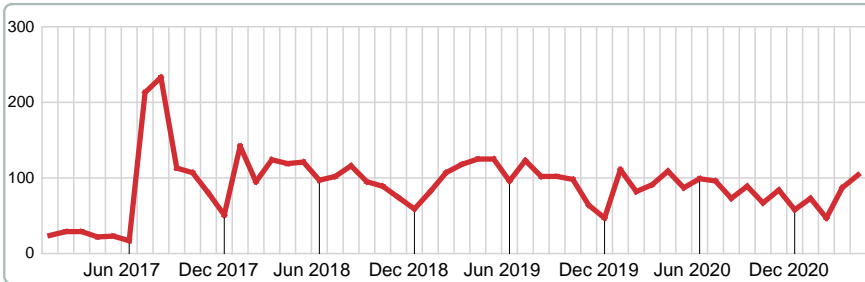
### APRIL



### YEAR TO DATE (YTD)

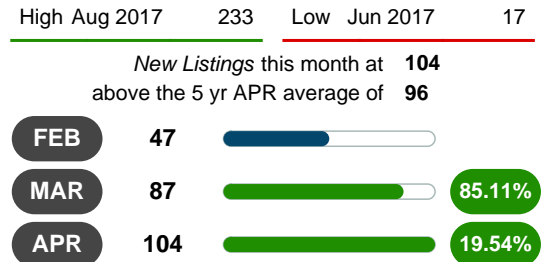


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 96



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$100,000 and less	9	8.65%
\$100,001 - \$150,000	12	11.54%
\$150,001 - \$175,000	13	12.50%
\$175,001 - \$225,000	25	24.04%
\$225,001 - \$275,000	17	16.35%
\$275,001 - \$400,000	16	15.38%
\$400,001 and up	12	11.54%
<b>Total New Listed Units</b>	<b>104</b>	
<b>Total New Listed Volume</b>	<b>25,395,317</b>	<b>100%</b>
<b>Average New Listed Listing Price</b>	<b>\$232,268</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	5	1	0
\$100,001 - \$150,000	1	8	2	1
\$150,001 - \$175,000	3	7	3	0
\$175,001 - \$225,000	1	19	4	1
\$225,001 - \$275,000	1	13	2	1
\$275,001 - \$400,000	0	10	5	1
\$400,001 and up	1	6	3	2
<b>Total</b>	<b>10</b>	<b>68</b>	<b>20</b>	<b>6</b>
<b>Average Price</b>	<b>2.00M</b>	<b>16.07M</b>	<b>5.30M</b>	<b>2.02M</b>
<b>Volume</b>	<b>\$200,200</b>	<b>\$236,354</b>	<b>\$265,171</b>	<b>\$336,301</b>

# April 2021



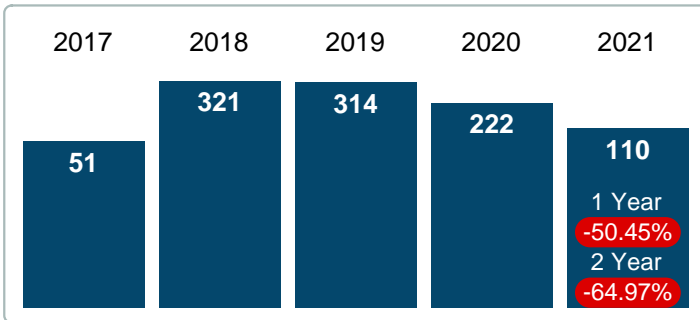
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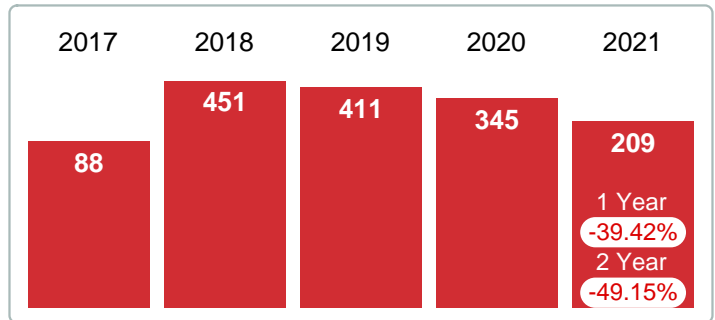
## ACTIVE INVENTORY

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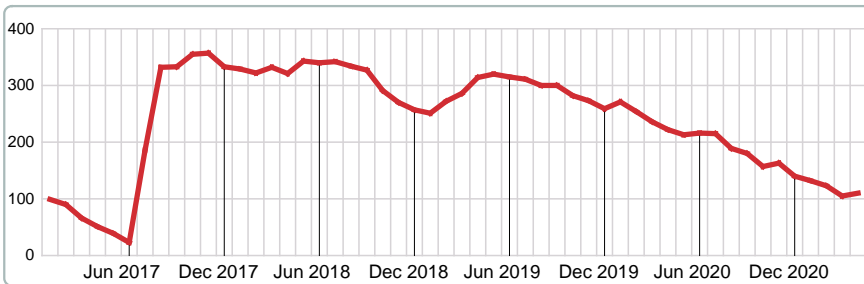
### END OF APRIL



### ACTIVE DURING APRIL

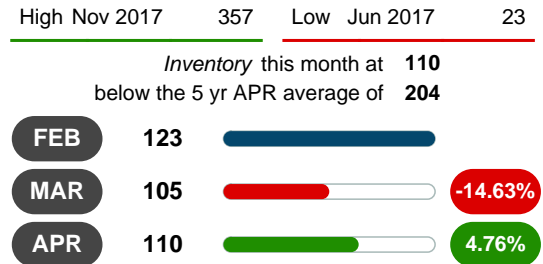


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 204



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.09%	56.2	4	4	2	0
\$100,001 - \$150,000	14	12.73%	61.6	4	8	2	0
\$150,001 - \$200,000	12	10.91%	53.1	3	8	1	0
\$200,001 - \$325,000	32	29.09%	66.4	5	21	3	3
\$325,001 - \$525,000	19	17.27%	61.6	1	9	7	2
\$525,001 - \$700,000	12	10.91%	136.9	0	5	3	4
\$700,001 and up	11	10.00%	125.1	1	6	3	1
<b>Total Active Inventory by Units</b>	<b>110</b>			<b>18</b>	<b>61</b>	<b>21</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>46,913,635</b>	<b>100%</b>	<b>76.2</b>	<b>4.93M</b>	<b>21.17M</b>	<b>11.33M</b>	<b>9.48M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$426,488</b>			<b>\$273,678</b>	<b>\$347,097</b>	<b>\$539,630</b>	<b>\$948,231</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# April 2021



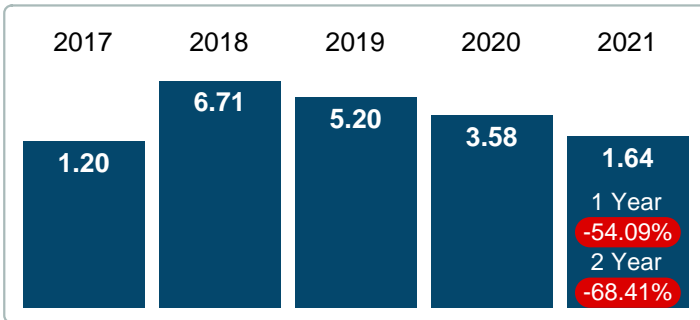
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



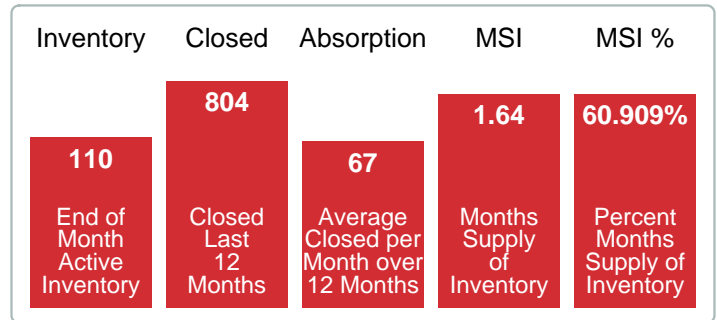
## MONTHS SUPPLY of INVENTORY (MSI)

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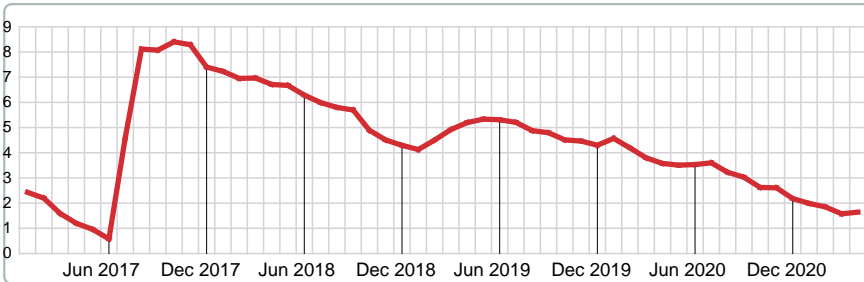
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

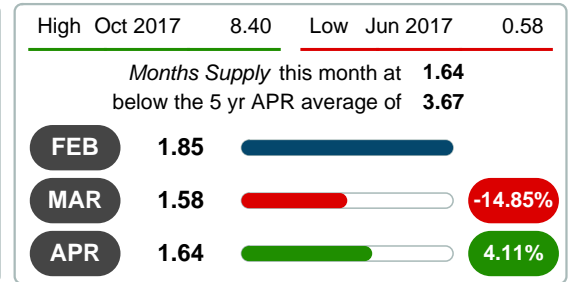


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.67



### 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
\$100,000 and less	10	9.09%	0.77	0.86	0.57	1.50	0.00
\$100,001 - \$150,000	14	12.73%	0.97	1.37	0.79	1.60	0.00
\$150,001 - \$200,000	12	10.91%	0.78	4.50	0.63	0.55	0.00
\$200,001 - \$325,000	32	29.09%	2.12	6.67	2.19	0.71	6.00
\$325,001 - \$525,000	19	17.27%	2.78	4.00	3.60	2.63	1.41
\$525,001 - \$700,000	12	10.91%	7.20	0.00	8.57	5.14	9.60
\$700,001 and up	11	10.00%	18.86	0.00	0.00	12.00	3.00
Market Supply of Inventory (MSI)			1.64	1.93	1.44	1.73	3.33
Total Active Inventory by Units		100%	1.64	18	61	21	10

# April 2021



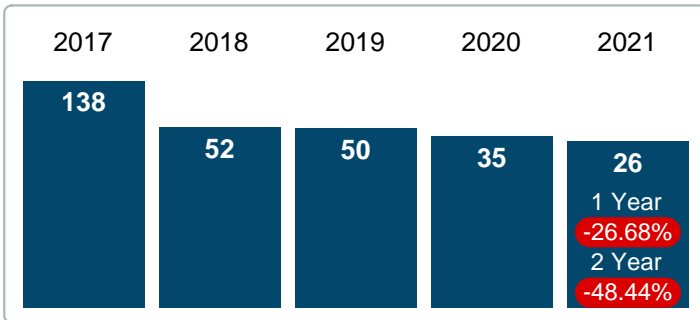
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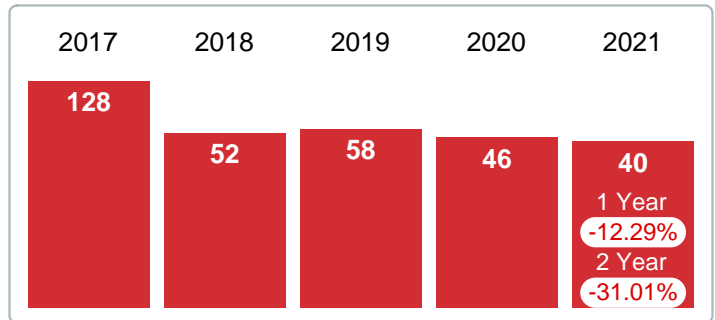
## AVERAGE DAYS ON MARKET TO SALE

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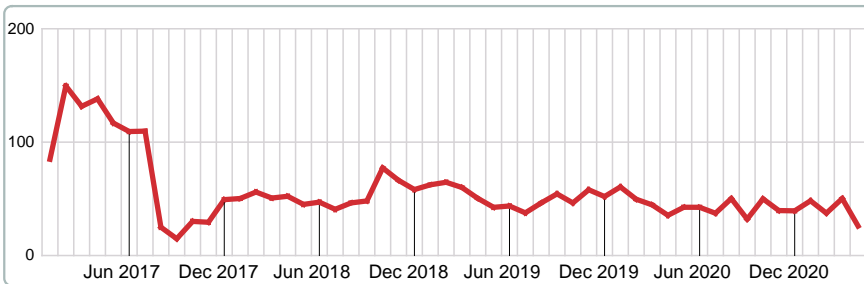
### APRIL



### YEAR TO DATE (YTD)

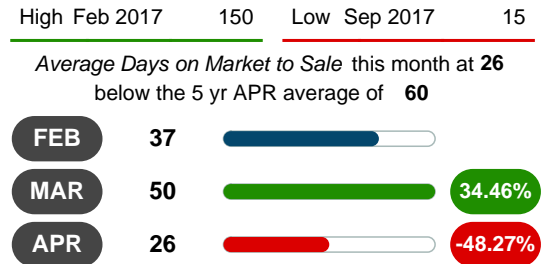


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 60



### 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
\$75,000 and less	4.17%	3	4	2	0	0
\$75,001 - \$125,000	12.50%	22	5	30	0	0
\$125,001 - \$150,000	12.50%	22	0	10	64	16
\$150,001 - \$225,000	29.17%	11	7	12	11	0
\$225,001 - \$275,000	16.67%	20	18	8	43	0
\$275,001 - \$400,000	15.28%	40	3	5	74	59
\$400,001 and up	9.72%	79	0	103	24	81
<b>Average Closed DOM</b>		<b>26</b>	<b>6</b>	<b>17</b>	<b>44</b>	<b>65</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>8</b>	<b>42</b>	<b>15</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>17,900,343</b>	<b>1.11M</b>	<b>8.70M</b>	<b>3.64M</b>	<b>4.46M</b>

# April 2021



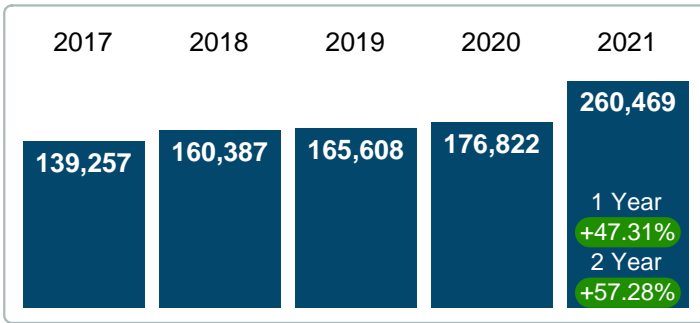
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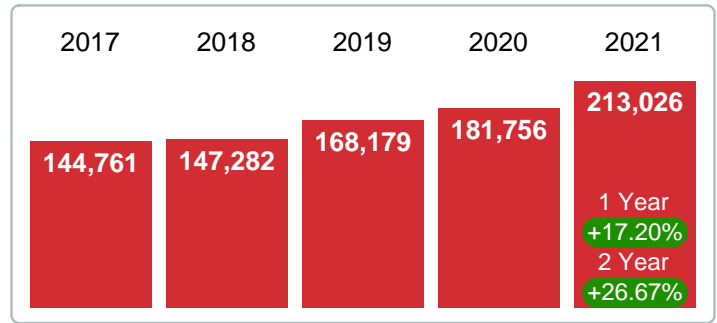
## AVERAGE LIST PRICE AT CLOSING

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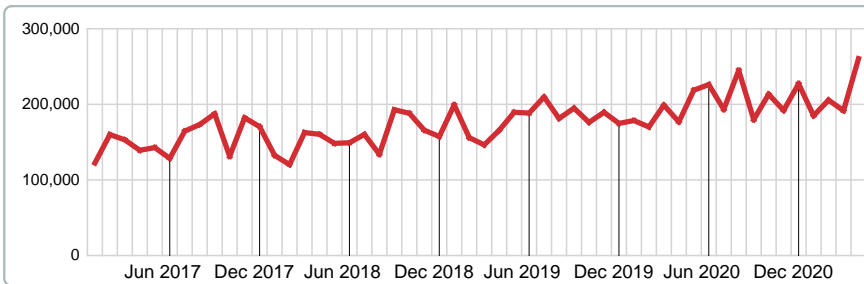
### APRIL



### YEAR TO DATE (YTD)

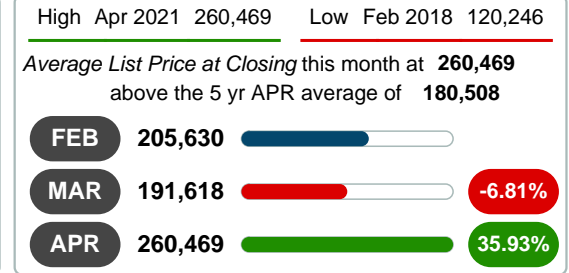


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 180,508



### 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
\$75,000 and less	4.17%	51,167	66,750	20,000	0	0
\$75,001 - \$125,000	12.50%	105,111	102,833	106,250	0	0
\$125,001 - \$150,000	13.89%	143,310	0	146,817	142,450	139,900
\$150,001 - \$225,000	30.56%	189,257	175,000	185,203	178,225	0
\$225,001 - \$275,000	13.89%	250,460	225,000	243,386	253,950	0
\$275,001 - \$400,000	12.50%	331,611	289,000	381,925	314,950	385,000
\$400,001 and up	12.50%	729,822	0	568,700	445,000	1,031,000
<b>Average List Price</b>		<b>260,469</b>	<b>141,375</b>	<b>211,201</b>	<b>247,893</b>	<b>719,129</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>260,469</b>	<b>8</b>	<b>42</b>	<b>15</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>18,753,743</b>	<b>1.13M</b>	<b>8.87M</b>	<b>3.72M</b>	<b>5.03M</b>



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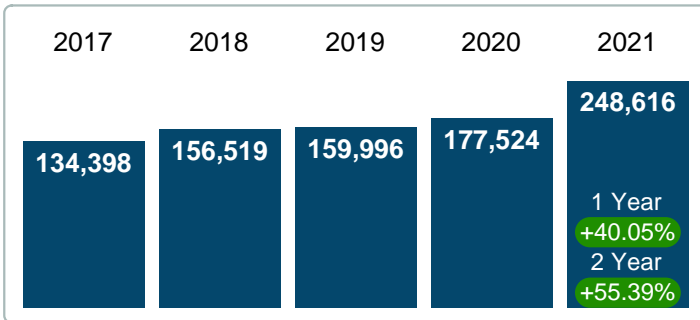
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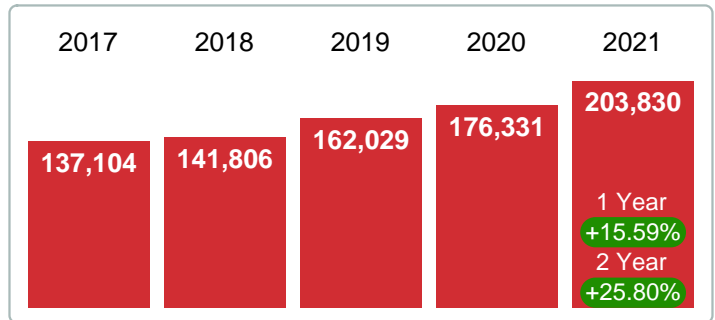
## AVERAGE SOLD PRICE AT CLOSING

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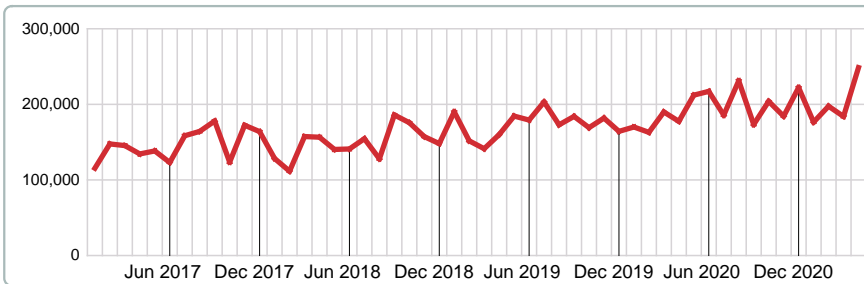
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

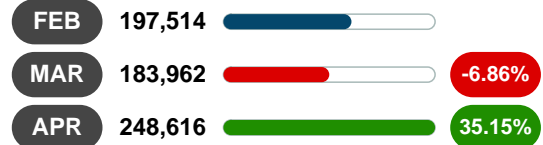


### 3 MONTHS

5 year APR AVG = 175,411

High Apr 2021 248,616 Low Feb 2018 111,591

Average Sold Price at Closing this month at 248,616 above the 5 yr APR average of 175,411



### 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
\$75,000 and less	4.17%	49,667	64,500	20,000	0	0
\$75,001 - \$125,000	12.50%	100,444	99,833	100,750	0	0
\$125,001 - \$150,000	12.50%	143,767	0	146,400	137,750	140,000
\$150,001 - \$225,000	29.17%	183,421	158,000	185,934	179,725	0
\$225,001 - \$275,000	16.67%	245,425	232,000	246,043	247,700	0
\$275,001 - \$400,000	15.28%	337,591	291,000	362,000	307,375	372,500
\$400,001 and up	9.72%	720,429	0	524,000	425,000	892,500
<b>Average Sold Price</b>		<b>248,616</b>	<b>138,688</b>	<b>207,051</b>	<b>242,647</b>	<b>636,429</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>248,616</b>	<b>8</b>	<b>42</b>	<b>15</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>17,900,343</b>	<b>1.11M</b>	<b>8.70M</b>	<b>3.64M</b>	<b>4.46M</b>

# April 2021



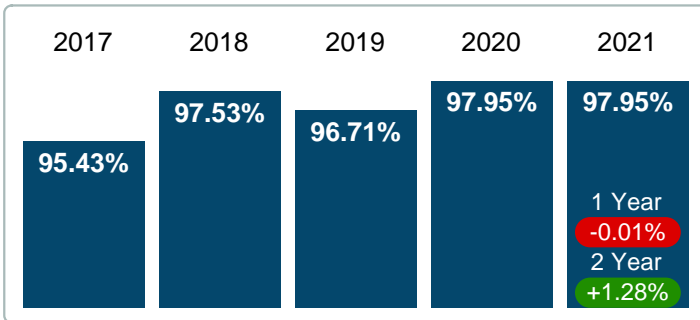
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



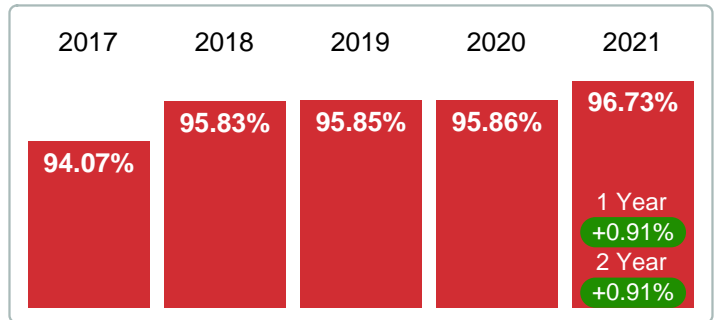
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

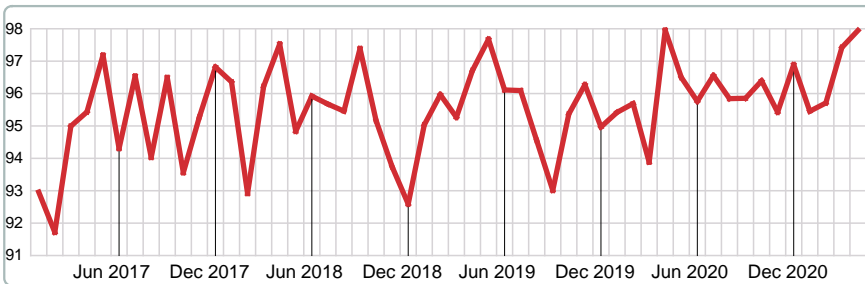
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

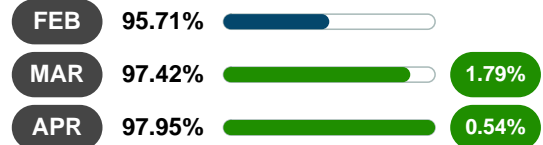


### 3 MONTHS

5 year APR AVG = 97.11%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.95%** above the 5 yr APR average of **97.11%**



## 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
\$75,000 and less	3	4.17%	97.99%	96.98%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	9	12.50%	95.64%	96.82%	95.05%	0.00%	0.00%
\$125,001 - \$150,000	9	12.50%	99.14%	0.00%	99.80%	96.68%	100.07%
\$150,001 - \$225,000	21	29.17%	100.19%	90.29%	100.60%	101.01%	0.00%
\$225,001 - \$275,000	12	16.67%	100.25%	103.11%	101.29%	97.73%	0.00%
\$275,001 - \$400,000	11	15.28%	96.88%	100.69%	95.34%	97.52%	96.76%
\$400,001 and up	7	9.72%	90.39%	0.00%	91.91%	95.51%	88.35%
<b>Average Sold/List Ratio</b>			<b>97.90%</b>	<b>97.31%</b>	<b>98.88%</b>	<b>98.26%</b>	<b>92.42%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>97.90%</b>	<b>8</b>	<b>42</b>	<b>15</b>	<b>7</b>
<b>Total Closed Volume</b>				<b>1.11M</b>	<b>8.70M</b>	<b>3.64M</b>	<b>4.46M</b>

# April 2021



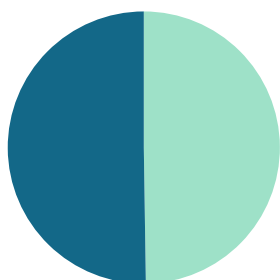
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY



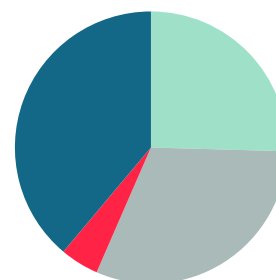
**Inventory**

- New Listings **104 = 49.76%**
- Start Inventory **105**
- Total Inventory Units **209**
- Volume **\$71,044,750**

### Market Activity

- Closed Sales **72 = 25.44%**
- Pending Sales **88 = 31.10%**
- Other Off Market **13 = 4.59%**
- Active Inventory **110 = 38.87%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	67	72	7.46%	211	245	16.11%
Pending Sales	69	88	27.54%	249	290	16.47%
New Listings	109	104	-4.59%	393	311	-20.87%
Average List Price	176,822	260,469	47.31%	181,756	213,026	17.20%
Average Sale Price	177,524	248,616	40.05%	176,331	203,830	15.59%
Average Percent of Selling Price to List Price	97.95%	97.95%	-0.01%	95.86%	96.73%	0.91%
Average Days on Market to Sale	35.46	26.00	-26.68%	45.61	40.00	-12.29%
Monthly Inventory	222	110	-50.45%	222	110	-50.45%
Months Supply of Inventory	3.58	1.64	-54.09%	3.58	1.64	-54.09%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

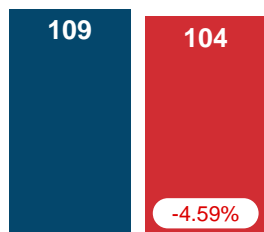
**Inventory** on April 30, 2021 = **110**

**2020** **2021**

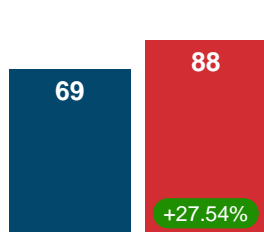
### APRIL MARKET

### AVERAGE PRICES

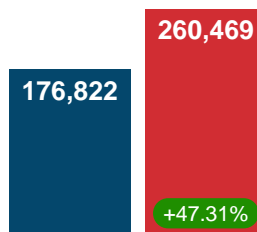
#### New Listings



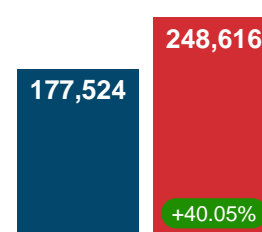
#### Pending Listings



#### List Price



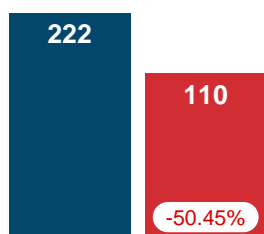
#### Sale Price



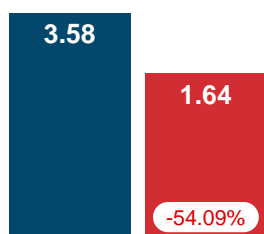
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

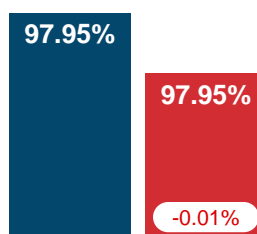
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

