

# April 2021



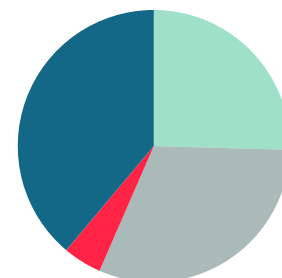
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	154,900	199,950	29.08%
Median Sale Price	150,000	199,150	32.77%
Median Percent of Selling Price to List Price	98.39%	100.00%	1.64%
Median Days on Market to Sale	14.00	5.00	-64.29%
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.

#### 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 **32.77%** in April 2021 to \$199,150 versus the previous year at \$150,000.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 9.00 days or **64.29%** in April 2021 compared to last year's same month at **14.00** DOM.

#### Sales Success for April 2021 is Positive

Overall, with Median 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>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®

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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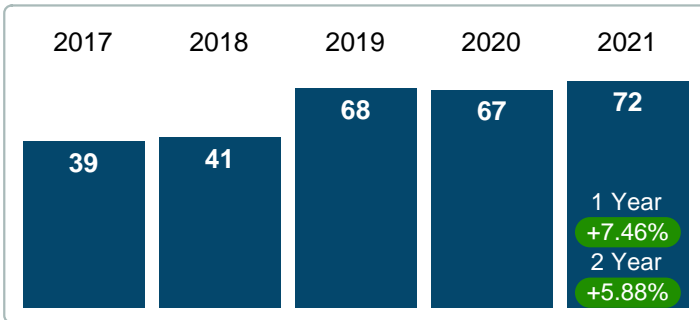
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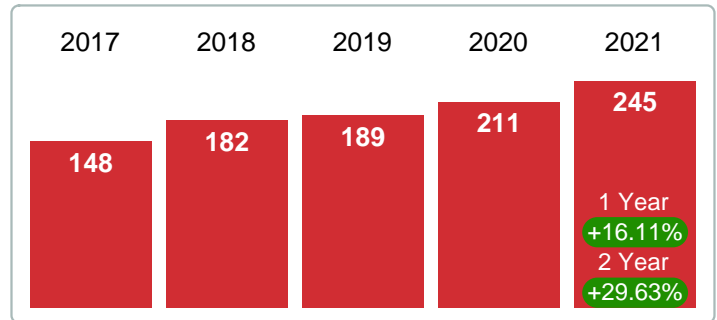
## CLOSED LISTINGS

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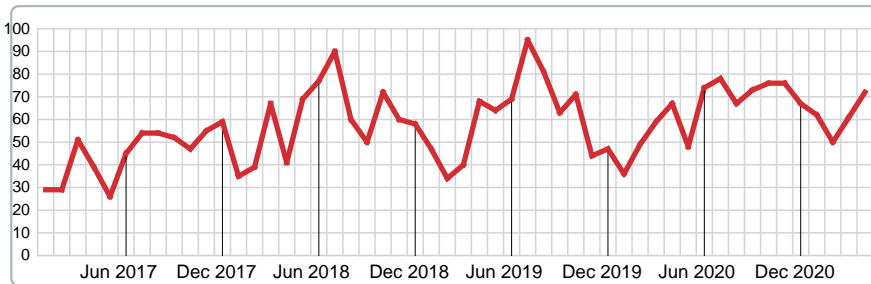
### APRIL



### YEAR TO DATE (YTD)

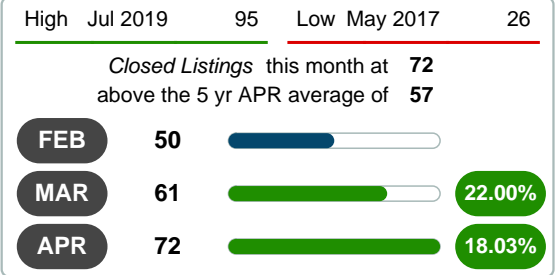


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.17%	2.0	2	1	0	0
\$75,001 - \$125,000	9	12.50%	9.0	3	6	0	0
\$125,001 - \$150,000	9	12.50%	4.0	0	6	2	1
\$150,001 - \$225,000	21	29.17%	3.0	1	16	4	0
\$225,001 - \$275,000	12	16.67%	6.5	1	7	4	0
\$275,001 - \$400,000	11	15.28%	9.0	1	4	4	2
\$400,001 and up	7	9.72%	64.0	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>5.0</b>	<b>1.11M</b>	<b>8.70M</b>	<b>3.64M</b>	<b>4.46M</b>
<b>Median Closed Price</b>	<b>\$199,150</b>			<b>\$110,750</b>	<b>\$180,250</b>	<b>\$234,900</b>	<b>\$595,000</b>

# April 2021



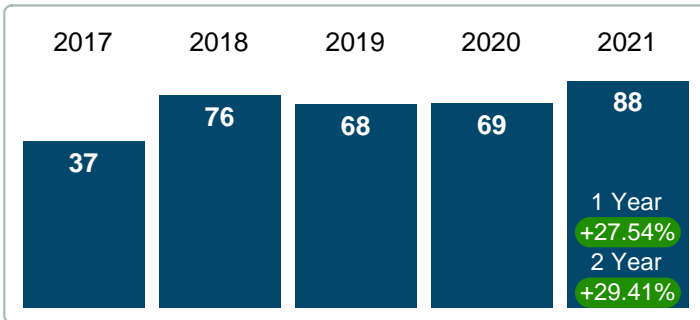
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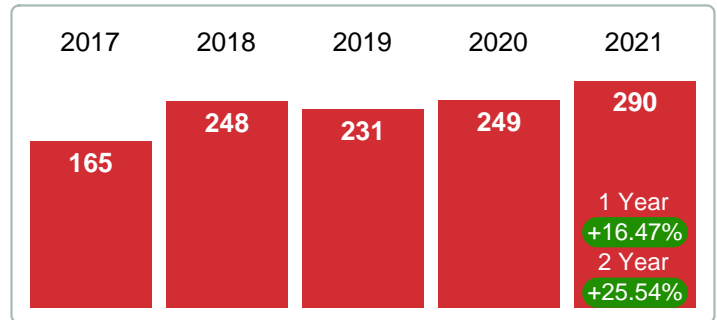
## PENDING LISTINGS

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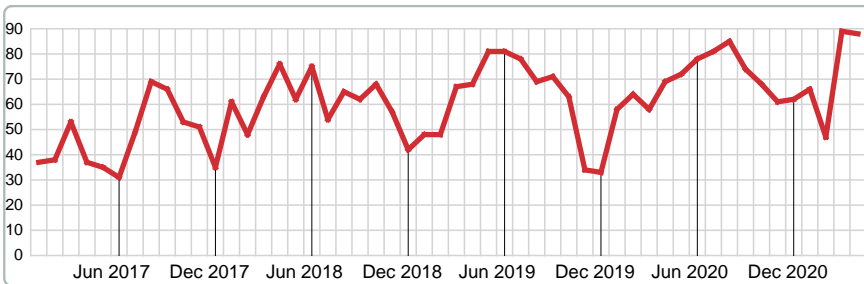
### APRIL



### YEAR TO DATE (YTD)

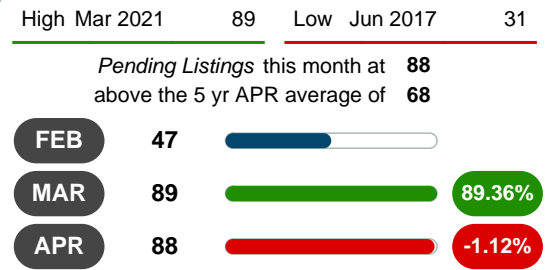


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 68



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.55%	2.5	2	2	0	0
\$75,001 - \$150,000	14	15.91%	10.0	4	7	1	2
\$150,001 - \$175,000	13	14.77%	3.0	3	7	3	0
\$175,001 - \$225,000	21	23.86%	4.0	1	15	4	1
\$225,001 - \$275,000	14	15.91%	6.0	0	11	3	0
\$275,001 - \$350,000	14	15.91%	11.5	1	8	5	0
\$350,001 and up	8	9.09%	11.0	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>5.0</b>	<b>2.71M</b>	<b>10.66M</b>	<b>4.87M</b>	<b>2.06M</b>
<b>Median Listing Price</b>	<b>\$199,850</b>			<b>\$169,900</b>	<b>\$199,900</b>	<b>\$254,072</b>	<b>\$346,750</b>

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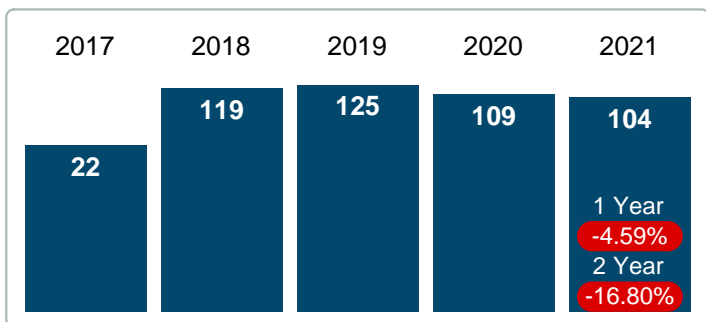
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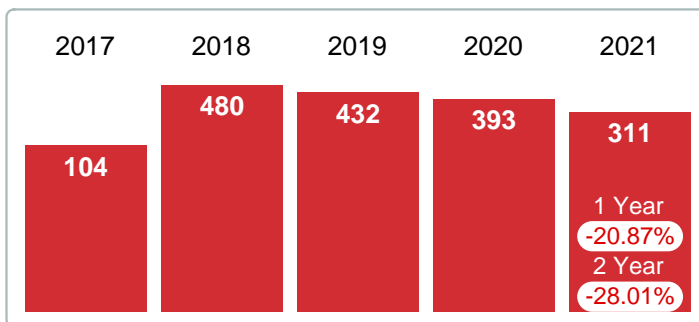
## NEW LISTINGS

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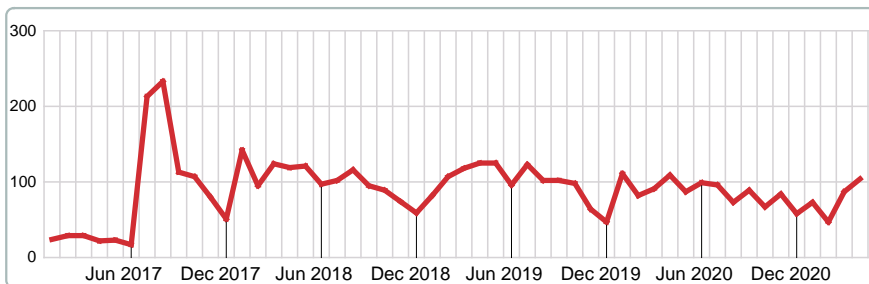
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 96

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 104  
above the 5 yr APR average of 96



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	8.65%	3	5	1	0
\$100,001 - \$150,000	12	11.54%	1	8	2	1
\$150,001 - \$175,000	13	12.50%	3	7	3	0
\$175,001 - \$225,000	25	24.04%	1	19	4	1
\$225,001 - \$275,000	17	16.35%	1	13	2	1
\$275,001 - \$400,000	16	15.38%	0	10	5	1
\$400,001 and up	12	11.54%	1	6	3	2
<b>Total New Listed Units</b>	<b>104</b>		<b>10</b>	<b>68</b>	<b>20</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>25,395,317</b>	<b>100%</b>	<b>2.00M</b>	<b>16.07M</b>	<b>5.30M</b>	<b>2.02M</b>
<b>Median New Listed Listing Price</b>	<b>\$214,750</b>		<b>\$164,750</b>	<b>\$211,512</b>	<b>\$229,072</b>	<b>\$289,205</b>

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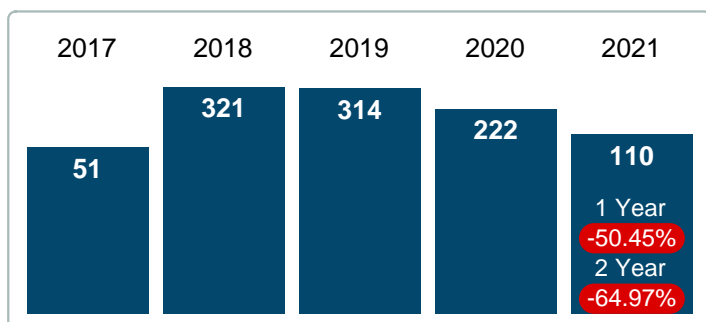
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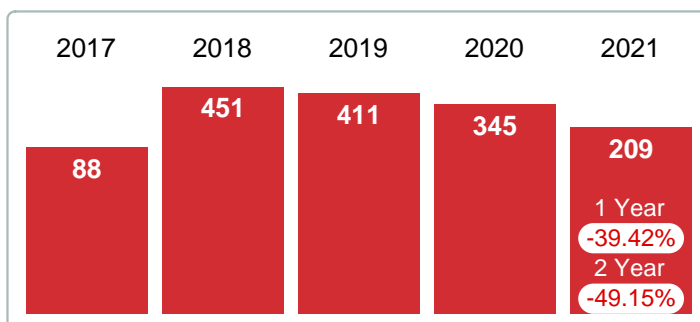
## ACTIVE INVENTORY

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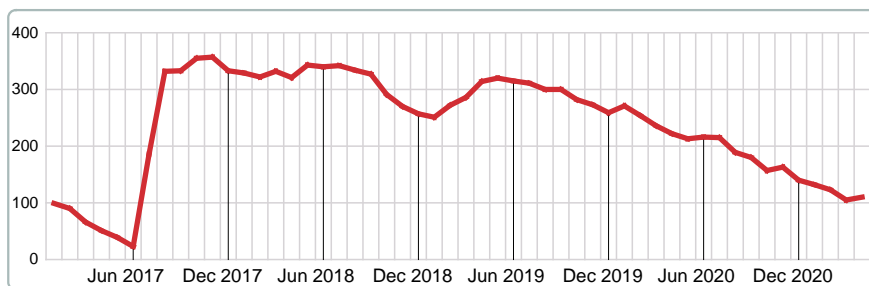
### END OF APRIL



### ACTIVE DURING APRIL

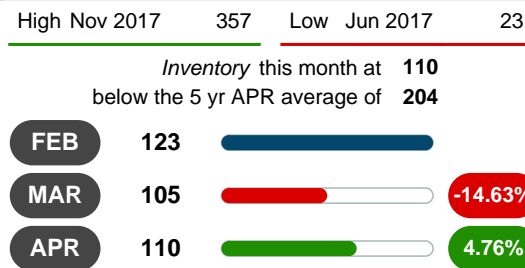


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 204



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	9.09%	38.0	4	4	2	0
\$100,001 - \$150,000	14	12.73%	25.5	4	8	2	0
\$150,001 - \$200,000	12	10.91%	28.0	3	8	1	0
\$200,001 - \$325,000	32	29.09%	32.0	5	21	3	3
\$325,001 - \$525,000	19	17.27%	63.0	1	9	7	2
\$525,001 - \$700,000	12	10.91%	121.0	0	5	3	4
\$700,001 and up	11	10.00%	93.0	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>47.5</b>	<b>4.93M</b>	<b>21.17M</b>	<b>11.33M</b>	<b>9.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$250,000</b>			<b>\$157,000</b>	<b>\$239,000</b>	<b>\$349,900</b>	<b>\$562,500</b>

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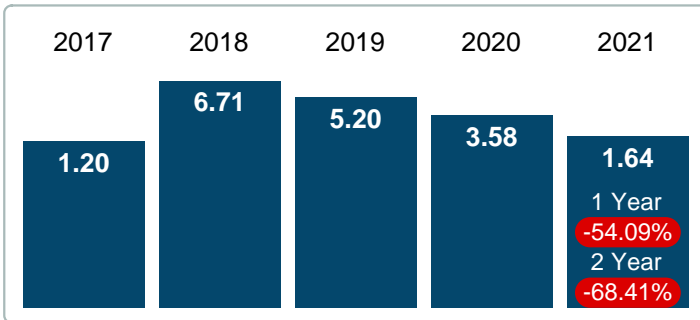
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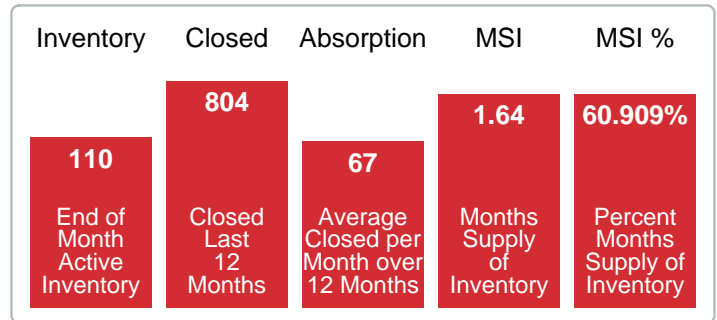
## MONTHS SUPPLY of INVENTORY (MSI)

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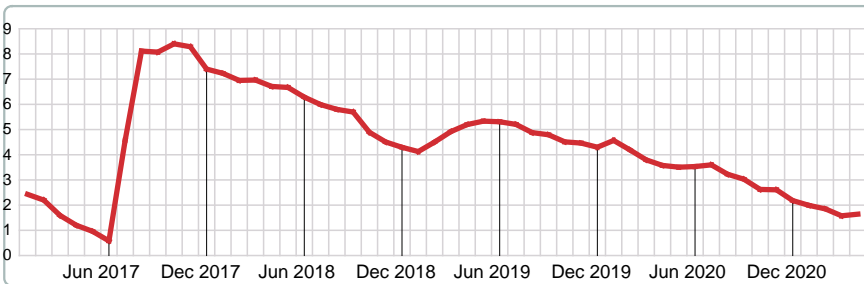
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

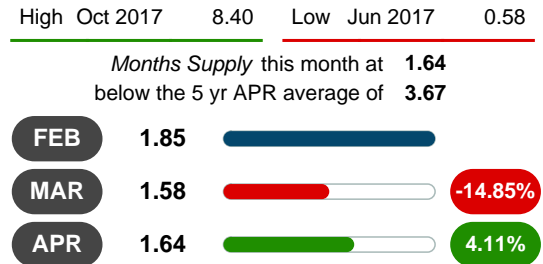


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



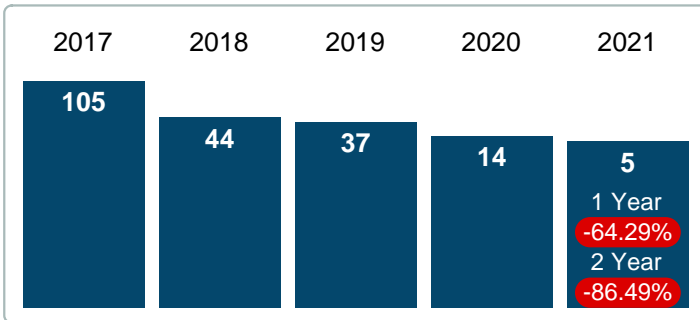
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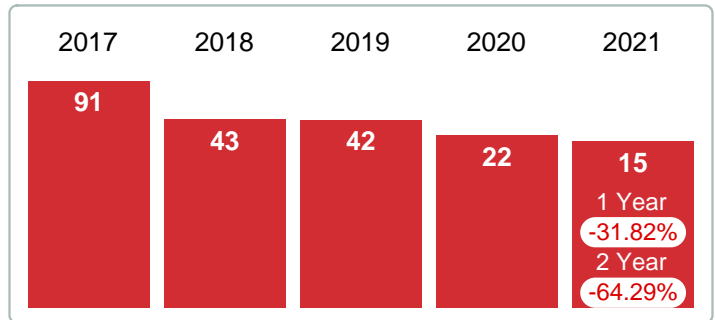
## MEDIAN DAYS ON MARKET TO SALE

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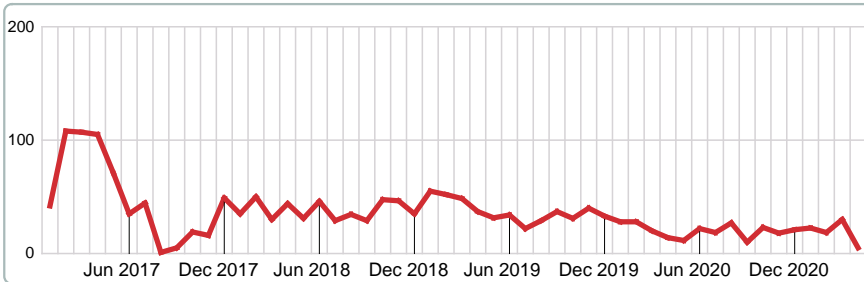
### APRIL



### YEAR TO DATE (YTD)

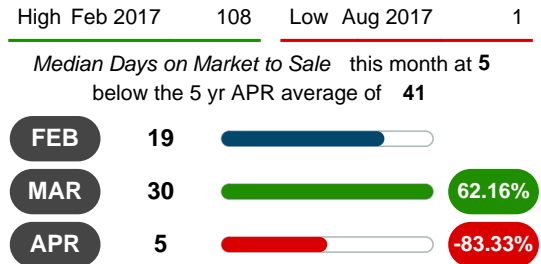


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 41



### 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
\$75,000 and less	4.17%	2	4	2	0	0
\$75,001 - \$125,000	12.50%	9	3	13	0	0
\$125,001 - \$150,000	12.50%	4	0	4	64	16
\$150,001 - \$225,000	29.17%	3	7	3	11	0
\$225,001 - \$275,000	16.67%	7	18	3	31	0
\$275,001 - \$400,000	15.28%	9	3	5	65	59
\$400,001 and up	9.72%	64	0	103	24	66
Median Closed DOM		5	5	4	20	64
Total Closed Units	100%	72	8	42	15	7
Total Closed Volume		17,900,343	1.11M	8.70M	3.64M	4.46M



# April 2021



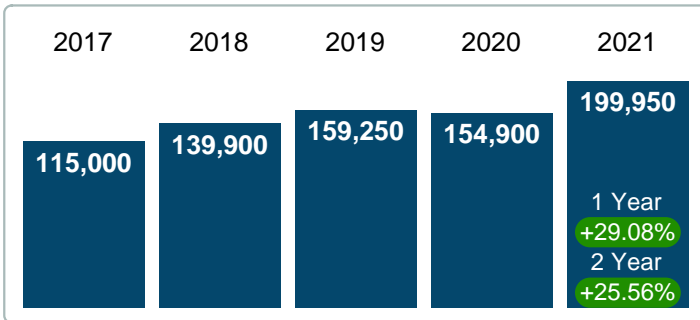
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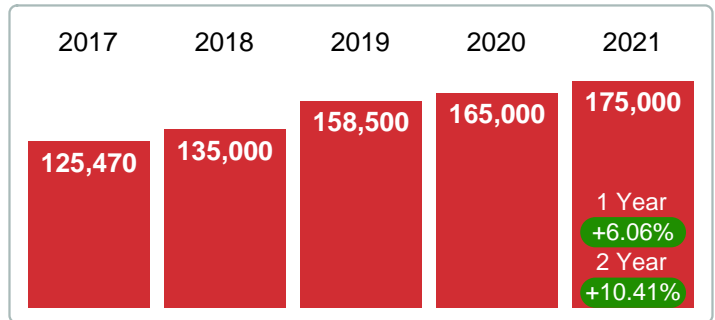
## MEDIAN LIST PRICE AT CLOSING

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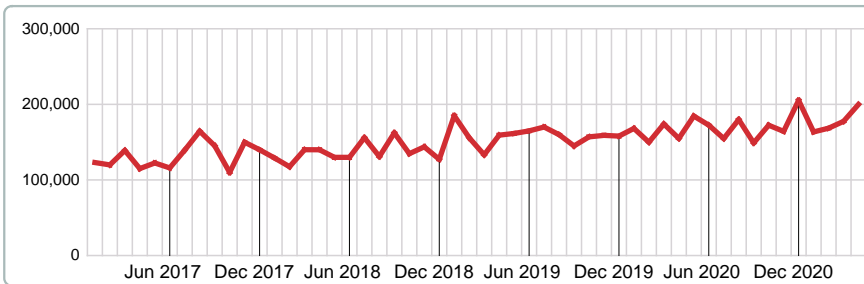
### APRIL



### YEAR TO DATE (YTD)

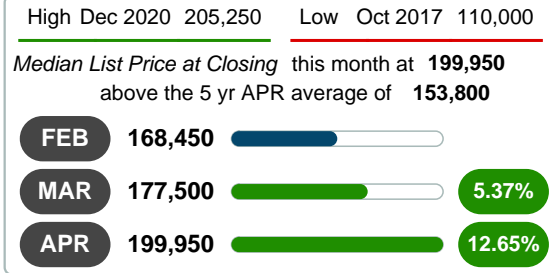


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 153,800



### 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
\$75,000 and less	4.17%	59,000	66,750	20,000	0	0
\$75,001 - \$125,000	12.50%	108,000	99,500	111,500	0	0
\$125,001 - \$150,000	13.89%	142,500	0	142,500	149,000	139,900
\$150,001 - \$225,000	30.56%	189,622	200,000	189,344	189,900	0
\$225,001 - \$275,000	13.89%	240,750	0	240,750	254,950	0
\$275,001 - \$400,000	12.50%	315,000	289,000	332,850	307,450	385,000
\$400,001 and up	12.50%	599,000	0	473,750	445,000	962,500
<b>Median List Price</b>		<b>199,950</b>	<b>112,250</b>	<b>183,922</b>	<b>234,900</b>	<b>599,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,950</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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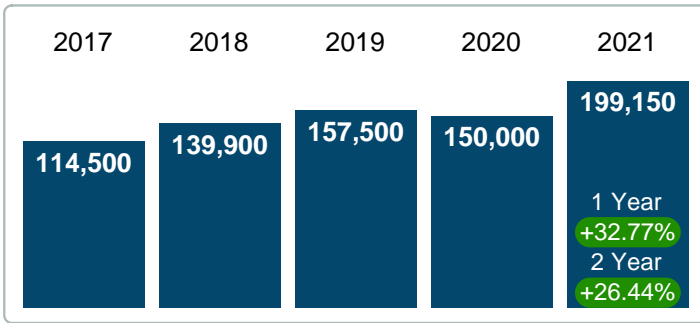
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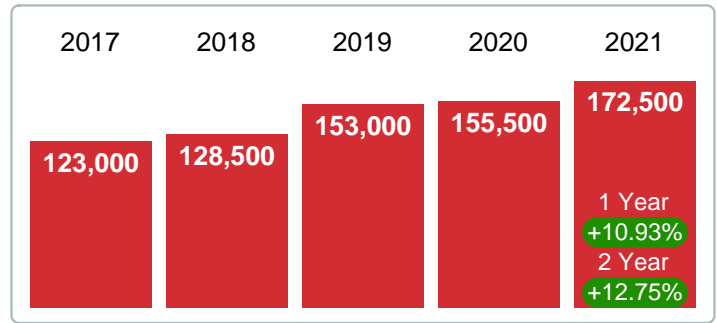
## MEDIAN SOLD PRICE AT CLOSING

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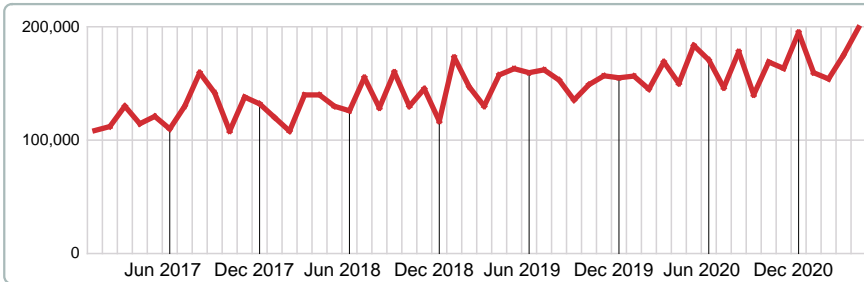
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

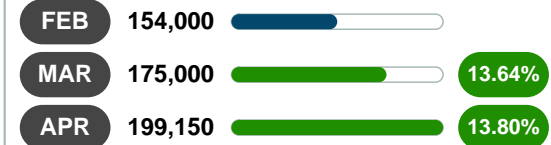


### 3 MONTHS

5 year APR AVG = 152,210

High Apr 2021 199,150 Low Feb 2018 108,000

Median Sold Price at Closing this month at 199,150 above the 5 yr APR average of 152,210



### 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
\$75,000 and less	3	4.17%	59,000	64,500	20,000	0	0
\$75,001 - \$125,000	9	12.50%	99,500	99,500	101,500	0	0
\$125,001 - \$150,000	9	12.50%	145,000	0	147,250	137,750	140,000
\$150,001 - \$225,000	21	29.17%	180,000	158,000	180,250	172,450	0
\$225,001 - \$275,000	12	16.67%	239,950	232,000	240,000	247,450	0
\$275,001 - \$400,000	11	15.28%	345,000	291,000	374,000	302,250	372,500
\$400,001 and up	7	9.72%	595,000	0	524,000	425,000	787,500
Median Sold Price			199,150	110,750	180,250	234,900	595,000
Total Closed Units		100%	199,150	8	42	15	7
Total Closed Volume			17,900,343	1.11M	8.70M	3.64M	4.46M

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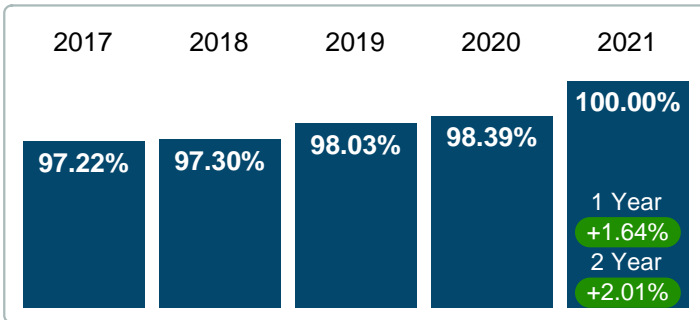
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



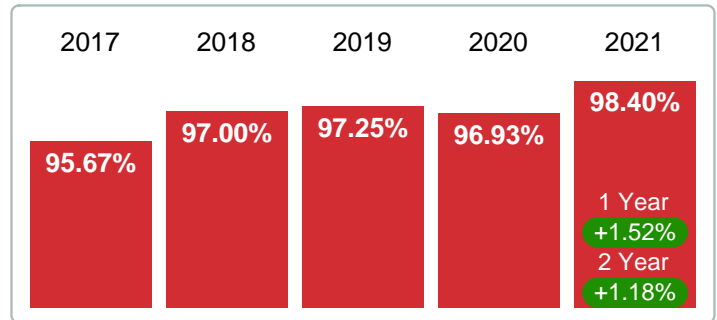
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

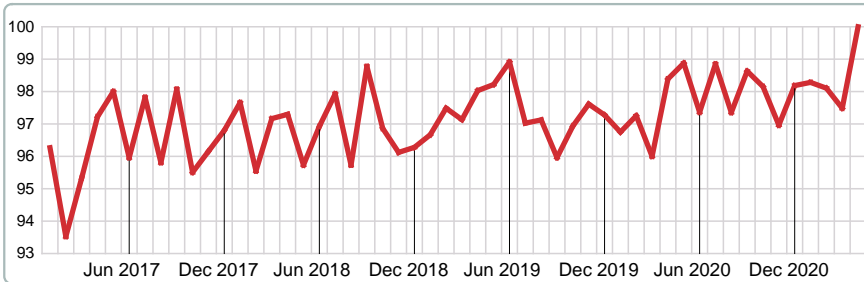
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

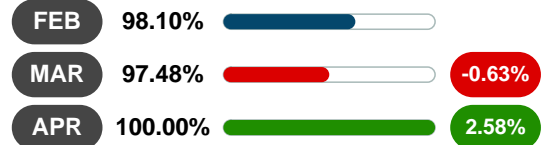


### 3 MONTHS

5 year APR AVG = 98.19%

High Apr 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr APR average of **98.19%**



## 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
\$75,000 and less	3	4.17%	100.00%	96.98%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	9	12.50%	97.60%	97.60%	97.77%	0.00%	0.00%
\$125,001 - \$150,000	9	12.50%	100.00%	0.00%	100.00%	96.68%	100.07%
\$150,001 - \$225,000	21	29.17%	100.00%	90.29%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	12	16.67%	100.00%	103.11%	100.00%	98.18%	0.00%
\$275,001 - \$400,000	11	15.28%	97.37%	100.69%	96.23%	98.37%	96.76%
\$400,001 and up	7	9.72%	90.05%	0.00%	91.91%	95.51%	87.82%
Median Sold/List Ratio		100.00%		98.80%	100.00%	98.60%	96.15%
Total Closed Units		72	100%	8	42	15	7
Total Closed Volume		17,900,343		1.11M	8.70M	3.64M	4.46M

# April 2021



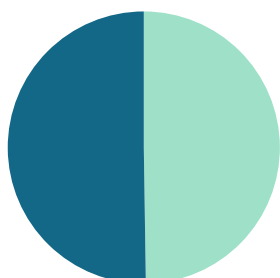
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

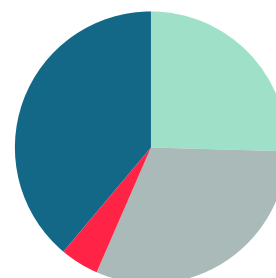
- New Listings **104 = 49.76%**
- Start Inventory **105**
- Total Inventory Units **209**
- Volume **\$71,044,750**

### Market Activity

**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%
Median List Price	154,900	199,950	29.08%	165,000	175,000	6.06%
Median Sale Price	150,000	199,150	32.77%	155,500	172,500	10.93%
Median Percent of Selling Price to List Price	98.39%	100.00%	1.64%	96.93%	98.40%	1.52%
Median Days on Market to Sale	14.00	5.00	-64.29%	22.00	15.00	-31.82%
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

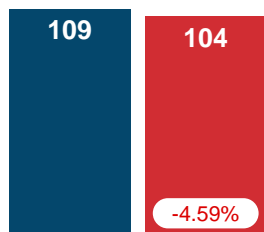
**Inventory** on April 30, 2021 = **110**

**2020** **2021**

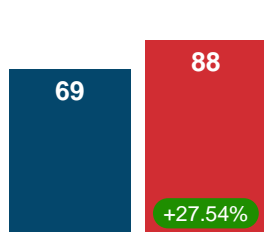
### APRIL MARKET

### MEDIAN PRICES

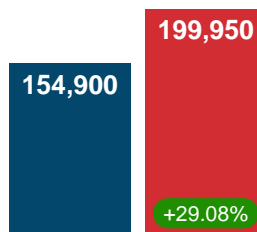
#### New Listings



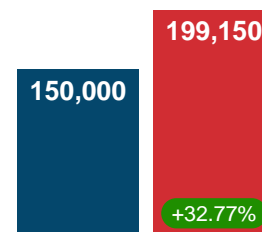
#### Pending Listings



#### List Price



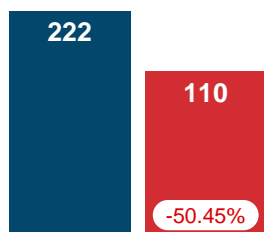
#### Sale Price



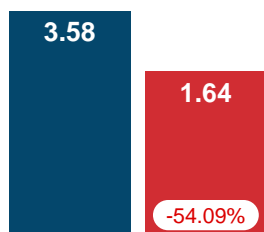
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

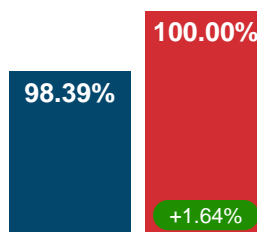
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

