

# August 2021



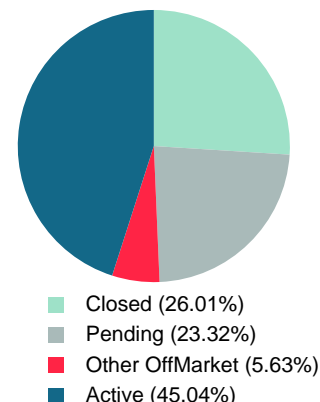
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	67	97	44.78%
Pending Listings	85	87	2.35%
New Listings	73	116	58.90%
Average List Price	244,887	268,232	9.53%
Average Sale Price	231,141	261,273	13.04%
Average Percent of Selling Price to List Price	95.84%	97.83%	2.07%
Average Days on Market to Sale	50.24	24.44	-51.35%
End of Month Inventory	189	168	-11.11%
Months Supply of Inventory	3.23	2.35	-27.17%



**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of August 31, 2021 = **168**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **11.11%** to 168 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.35** 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 **13.04%** in August 2021 to \$261,273 versus the previous year at \$231,141.

#### Average Days on Market Shortens

The average number of **24.44** days that homes spent on the market before selling decreased by 25.80 days or **51.35%** in August 2021 compared to last year's same month at **50.24** DOM.

#### Sales Success for August 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 116 New Listings in August 2021, up **58.90%** from last year at 73. Furthermore, there were 97 Closed Listings this month versus last year at 67, a **44.78%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, down from previous year's, August 2020, at **91.8%**, a **8.89%** downswing. This will certainly create pressure on a decreasing Monthly  $\frac{1}{2}$ 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

# August 2021



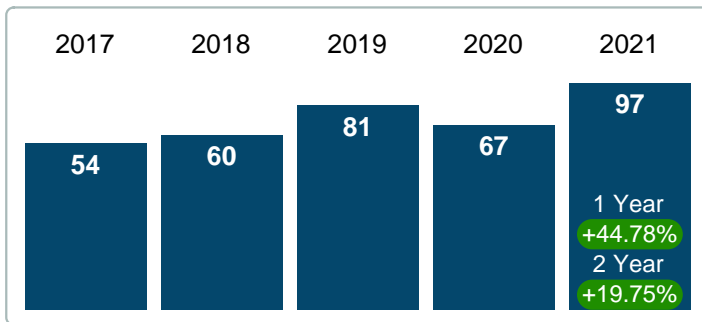
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



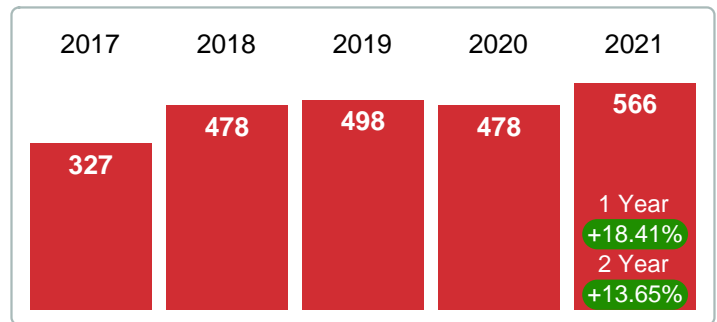
## CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

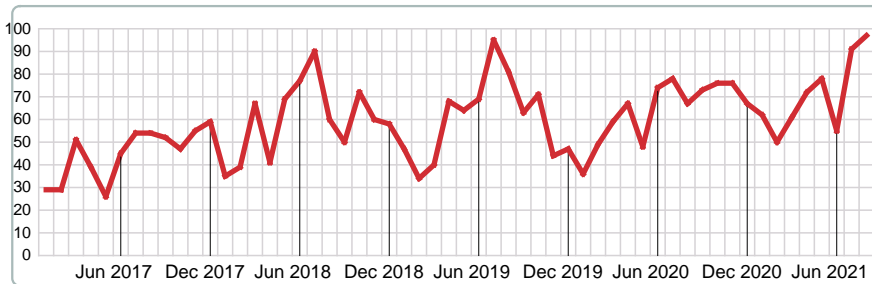
### AUGUST



### YEAR TO DATE (YTD)

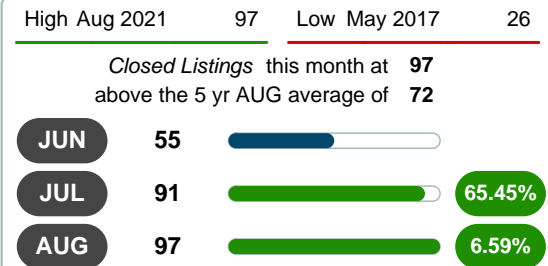


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 72



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	8.25%	23.9	4	2	1	1
\$100,001 - \$150,000	11	11.34%	14.4	4	6	1	0
\$150,001 - \$175,000	7	7.22%	5.4	1	5	0	1
\$175,001 - \$225,000	25	25.77%	16.4	0	23	2	0
\$225,001 - \$325,000	25	25.77%	10.5	1	15	8	1
\$325,001 - \$475,000	10	10.31%	29.6	0	5	4	1
\$475,001 and up	11	11.34%	92.3	0	6	2	3
<b>Total Closed Units</b>	<b>97</b>			<b>10</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>25,343,456</b>	<b>100%</b>	<b>24.4</b>	<b>1.24M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>
<b>Average Closed Price</b>	<b>\$261,273</b>			<b>\$123,798</b>	<b>\$260,291</b>	<b>\$294,031</b>	<b>\$382,129</b>

# August 2021



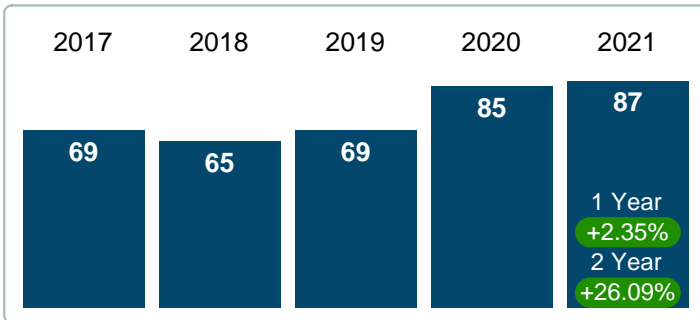
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



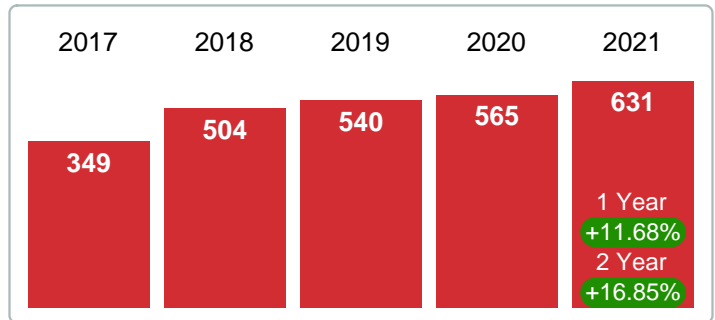
## PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

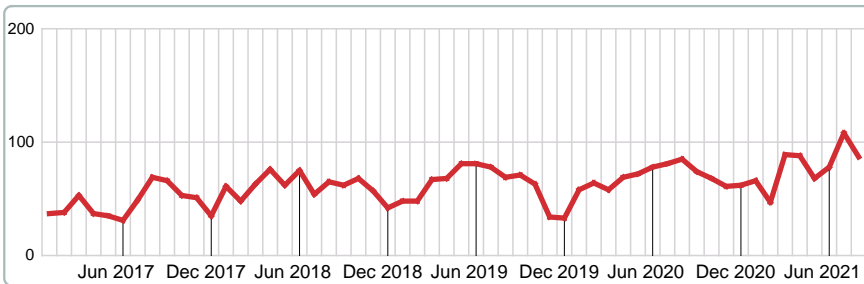
### AUGUST



### YEAR TO DATE (YTD)

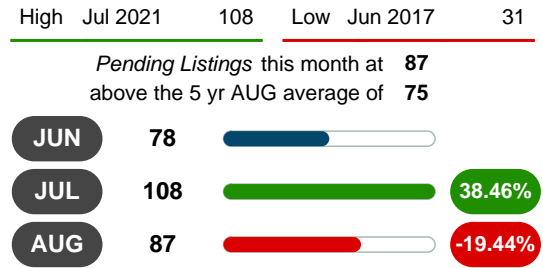


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75



### 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	4.60%	30.0	3	1	0	0
\$75,001 - \$125,000	18	20.69%	32.1	4	13	1	0
\$125,001 - \$150,000	7	8.05%	32.9	1	5	1	0
\$150,001 - \$250,000	25	28.74%	31.0	2	19	4	0
\$250,001 - \$325,000	13	14.94%	18.6	1	8	4	0
\$325,001 - \$475,000	11	12.64%	28.5	3	5	2	1
\$475,001 and up	9	10.34%	66.6	1	5	2	1
<b>Total Pending Units</b>	<b>87</b>			<b>15</b>	<b>56</b>	<b>14</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,981,403</b>	<b>100%</b>	<b>32.8</b>	<b>3.26M</b>	<b>13.65M</b>	<b>4.32M</b>	<b>1.75M</b>
<b>Average Listing Price</b>	<b>\$262,400</b>			<b>\$217,627</b>	<b>\$243,728</b>	<b>\$308,262</b>	<b>\$876,290</b>

# August 2021



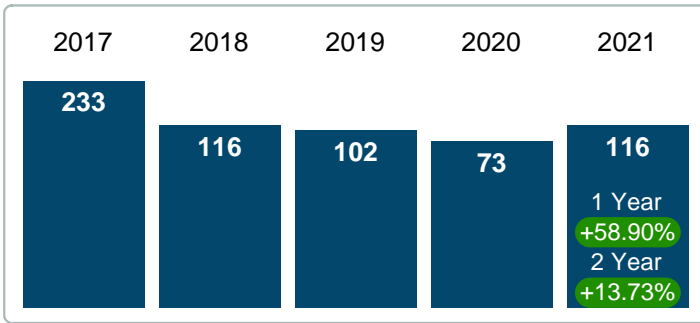
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



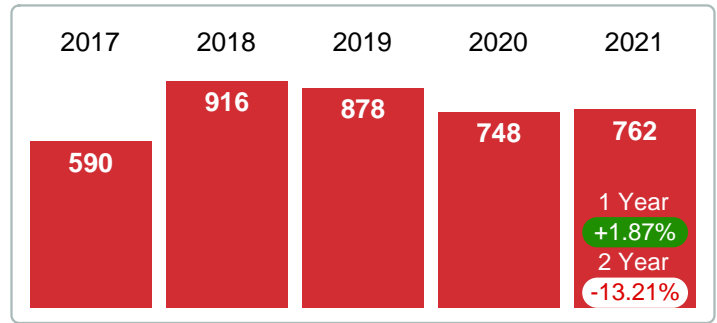
## NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

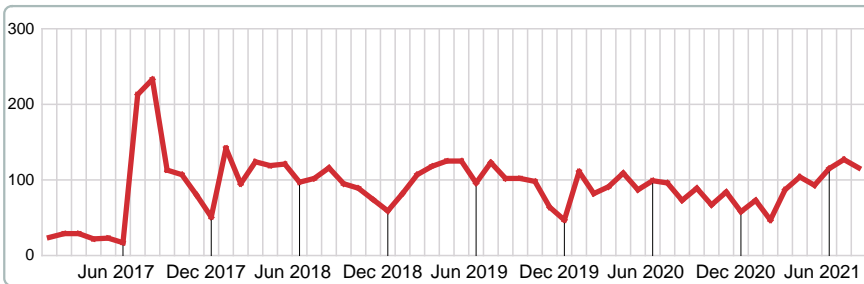
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

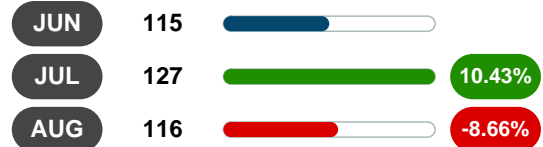


### 3 MONTHS

5 year AUG AVG = 128

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 116  
below the 5 yr AUG average of 128



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	4.31%	2	3	0	0
\$75,001 - \$125,000	17	14.66%	4	12	1	0
\$125,001 - \$175,000	18	15.52%	3	13	2	0
\$175,001 - \$250,000	28	24.14%	2	17	9	0
\$250,001 - \$325,000	21	18.10%	0	12	9	0
\$325,001 - \$475,000	14	12.07%	1	4	5	4
\$475,001 and up	13	11.21%	1	8	2	2
<b>Total New Listed Units</b>	<b>116</b>		<b>13</b>	<b>69</b>	<b>28</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>35,566,284</b>	<b>100%</b>	<b>2.39M</b>	<b>18.33M</b>	<b>9.74M</b>	<b>5.10M</b>
<b>Average New Listed Listing Price</b>	<b>\$291,762</b>		<b>\$184,177</b>	<b>\$265,625</b>	<b>\$347,937</b>	<b>\$850,263</b>

# August 2021



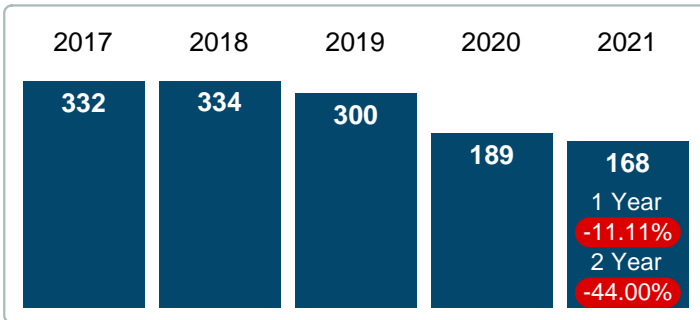
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



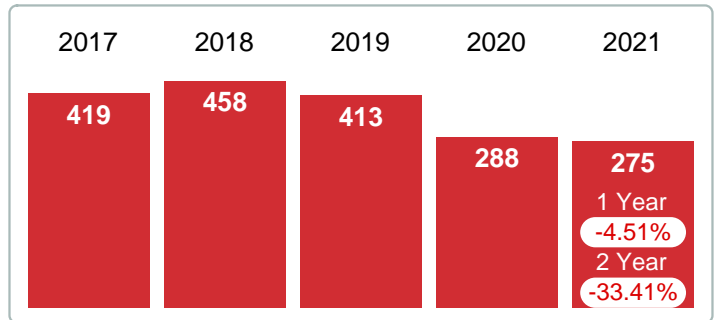
## ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

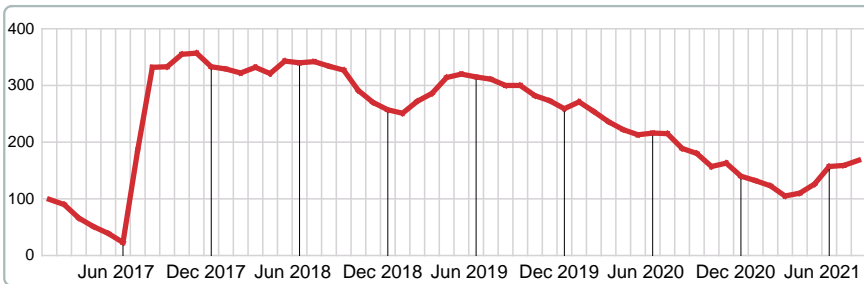
### END OF AUGUST



### ACTIVE DURING AUGUST

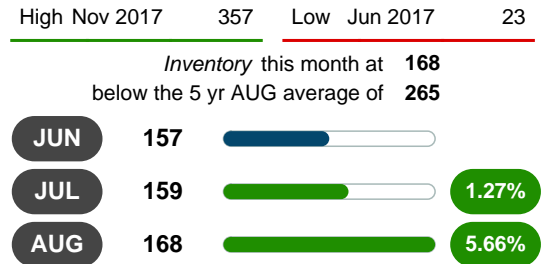


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 265



### 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	11	6.55%	32.3	5	5	1	0
\$100,001 - \$150,000	23	13.69%	66.9	6	15	2	0
\$150,001 - \$200,000	21	12.50%	37.3	3	15	3	0
\$200,001 - \$325,000	51	30.36%	57.5	4	27	19	1
\$325,001 - \$475,000	23	13.69%	73.6	3	6	11	3
\$475,001 - \$1,125,000	22	13.10%	78.8	0	16	5	1
\$1,125,001 and up	17	10.12%	88.7	1	4	7	5
<b>Total Active Inventory by Units</b>	<b>168</b>			<b>22</b>	<b>88</b>	<b>48</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>85,064,421</b>	<b>100%</b>	<b>62.8</b>	<b>6.03M</b>	<b>37.72M</b>	<b>24.77M</b>	<b>16.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$506,336</b>			<b>\$274,064</b>	<b>\$428,596</b>	<b>\$516,035</b>	<b>\$1,654,890</b>

# August 2021



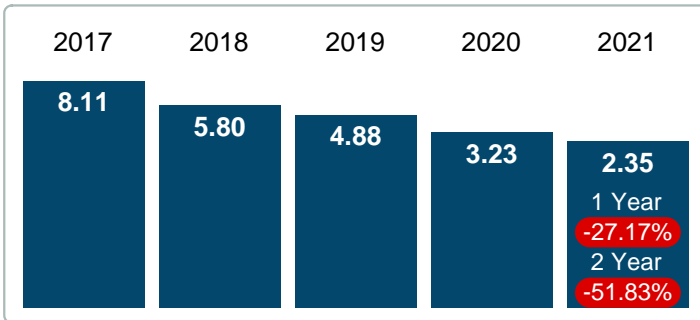
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



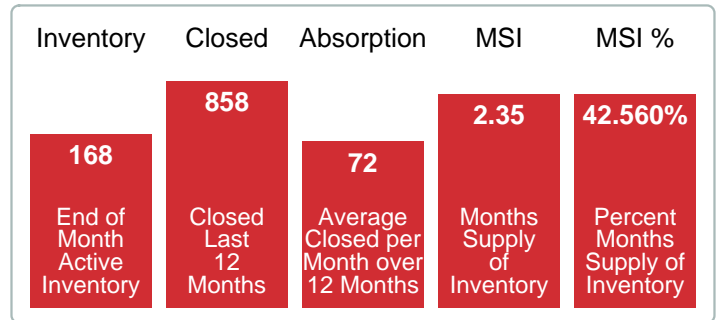
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

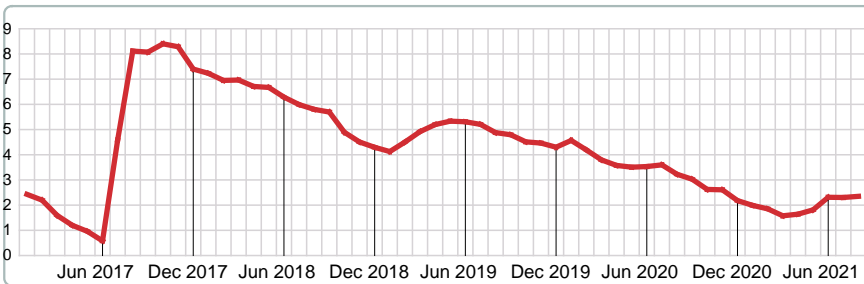
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

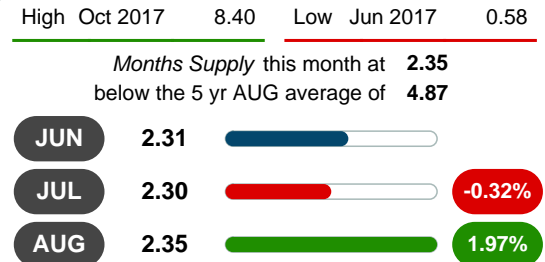


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.87



### 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	11	6.55%	0.92	1.15	0.80	0.80	0.00
\$100,001 - \$150,000	23	13.69%	1.74	2.00	1.75	1.41	0.00
\$150,001 - \$200,000	21	12.50%	1.27	2.57	1.14	1.57	0.00
\$200,001 - \$325,000	51	30.36%	2.57	8.00	1.96	3.80	1.71
\$325,001 - \$475,000	23	13.69%	3.63	6.00	2.77	4.13	3.00
\$475,001 - \$1,125,000	22	13.10%	6.29	0.00	11.29	6.67	0.86
\$1,125,001 and up	17	10.12%	102.00	0.00	48.00	0.00	60.00
Market Supply of Inventory (MSI)			2.35	2.28	1.94	3.69	2.93
Total Active Inventory by Units		100%	2.35	22	88	48	10

# August 2021



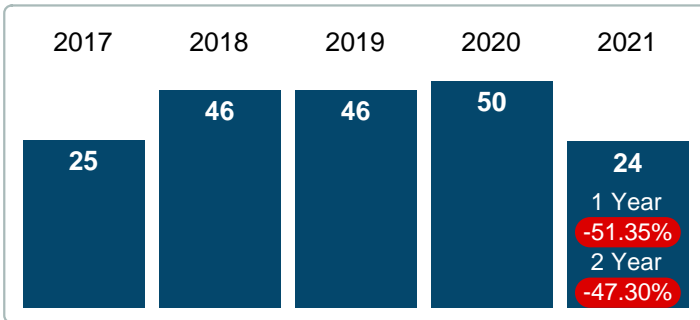
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



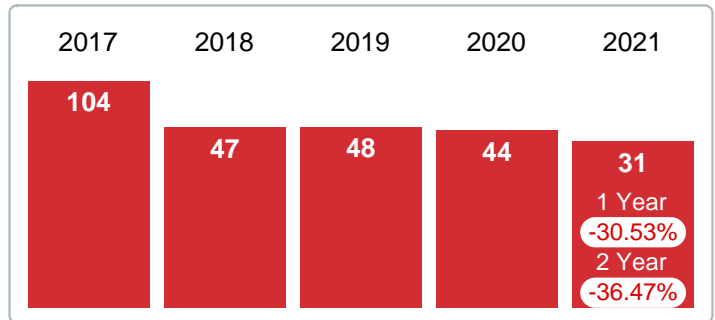
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

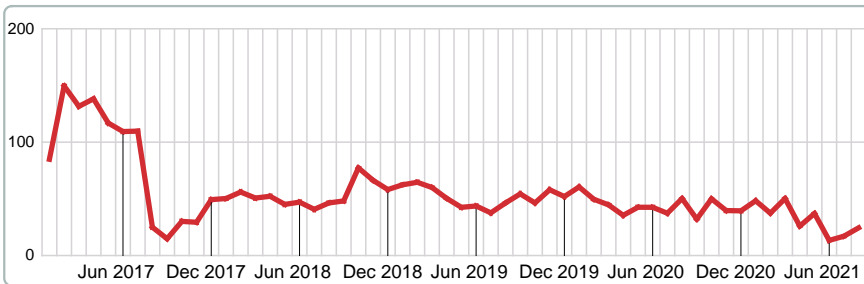
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

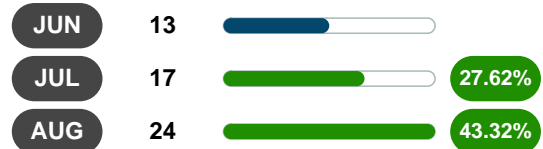


### 3 MONTHS

5 year AUG AVG = 38

High Feb 2017 150 Low Jun 2021 13

Average Days on Market to Sale this month at 24 below the 5 yr AUG average of 38



### 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
\$100,000 and less	8.25%	24	8	24	71	43
\$100,001 - \$150,000	11.34%	14	27	8	6	0
\$150,001 - \$175,000	7.22%	5	5	5	0	8
\$175,001 - \$225,000	25.77%	16	0	17	13	0
\$225,001 - \$325,000	25.77%	11	3	9	15	1
\$325,001 - \$475,000	10.31%	30	0	51	7	13
\$475,001 and up	11.34%	92	0	132	17	64
<b>Average Closed DOM</b>		<b>24</b>	<b>15</b>	<b>27</b>	<b>16</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>24</b>	<b>10</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>25,343,456</b>	<b>1.24M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>

# August 2021



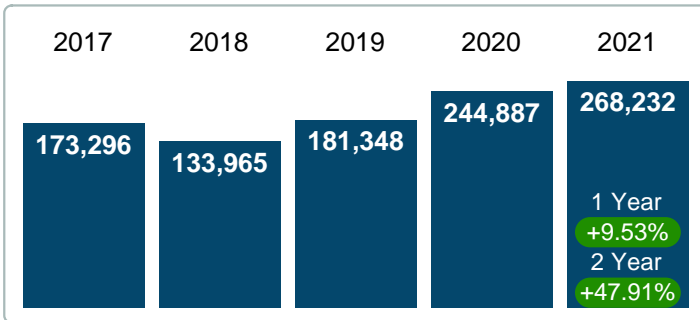
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



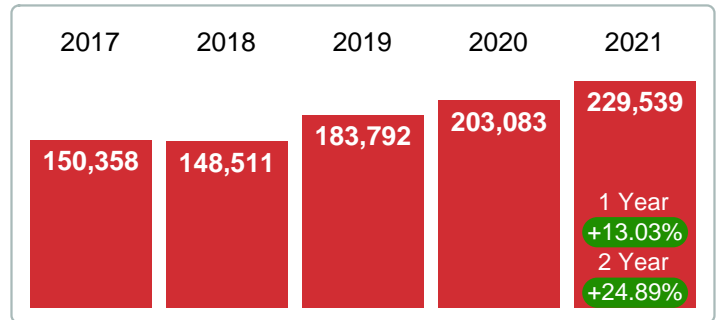
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

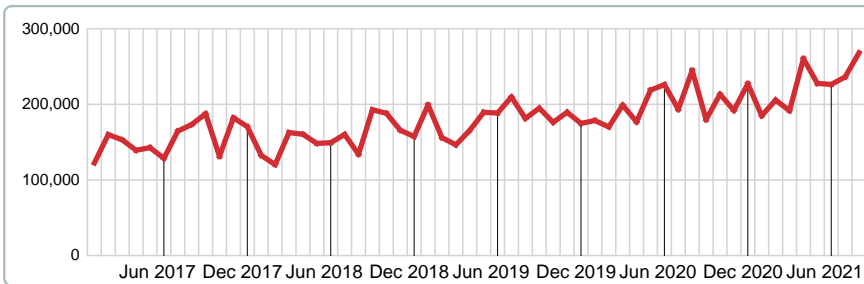
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

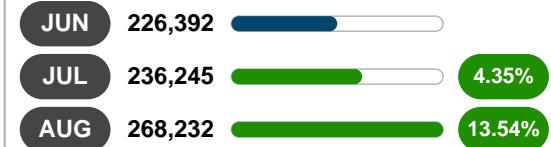


### 3 MONTHS

5 year AUG AVG = 200,345

High Aug 2021 268,232 Low Feb 2018 120,246

Average List Price at Closing this month at **268,232**  
above the 5 yr AUG average of **200,345**



### 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
\$100,000 and less	8.25%	62,863	61,000	62,450	120,000	35,000
\$100,001 - \$150,000	10.31%	131,650	142,250	131,933	99,000	0
\$150,001 - \$175,000	6.19%	161,900	160,000	166,440	0	185,000
\$175,001 - \$225,000	27.84%	202,074	0	202,649	217,838	0
\$225,001 - \$325,000	24.74%	269,792	295,000	273,146	262,675	299,900
\$325,001 - \$475,000	11.34%	398,755	0	405,700	407,225	399,900
\$475,001 and up	11.34%	628,218	0	676,917	507,450	611,333
<b>Average List Price</b>		<b>268,232</b>	<b>126,800</b>	<b>267,691</b>	<b>299,993</b>	<b>393,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>268,232</b>	<b>10</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>26,018,492</b>	<b>1.27M</b>	<b>16.60M</b>	<b>5.40M</b>	<b>2.75M</b>



# August 2021



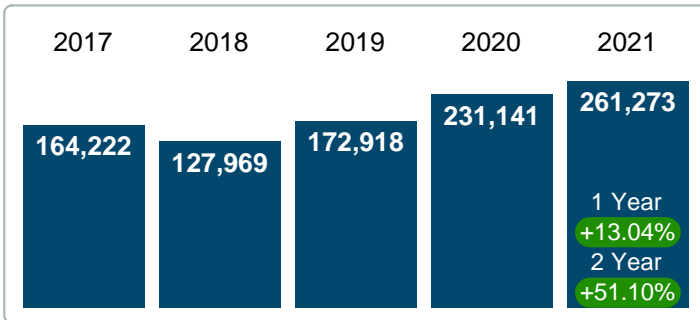
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



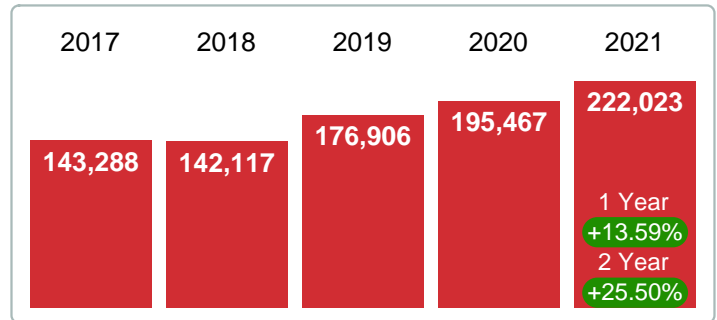
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

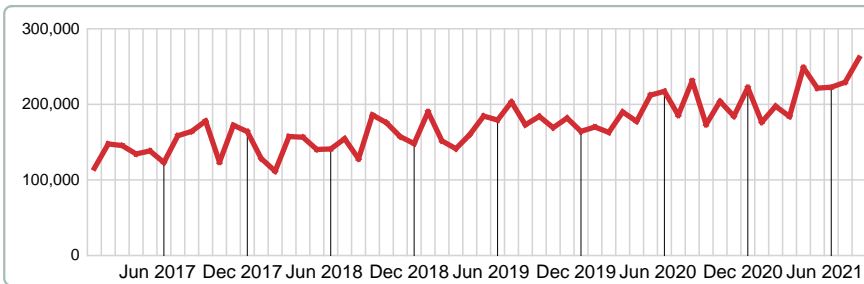
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

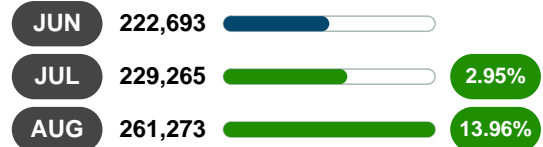


### 3 MONTHS

5 year AUG AVG = 191,504

High Aug 2021 261,273 Low Feb 2018 111,591

Average Sold Price at Closing this month at **261,273** above the 5 yr AUG average of **191,504**



### 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
\$100,000 and less	8.25%	58,373	57,745	60,500	90,000	25,000
\$100,001 - \$150,000	11.34%	129,891	134,250	130,301	110,000	0
\$150,001 - \$175,000	7.22%	163,629	160,000	164,680	0	162,000
\$175,001 - \$225,000	25.77%	202,843	0	201,644	216,625	0
\$225,001 - \$325,000	25.77%	270,432	310,000	271,600	259,613	299,900
\$325,001 - \$475,000	10.31%	393,540	0	390,700	397,475	392,000
\$475,001 and up	11.34%	594,091	0	624,417	496,250	598,667
<b>Average Sold Price</b>		<b>261,273</b>	<b>123,798</b>	<b>260,291</b>	<b>294,031</b>	<b>382,129</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>261,273</b>	<b>10</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>25,343,456</b>	<b>1.24M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>

# August 2021



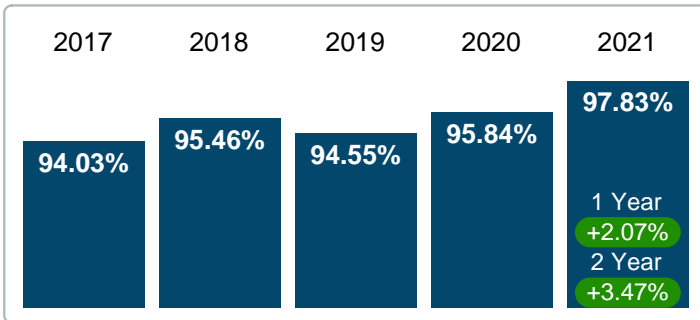
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



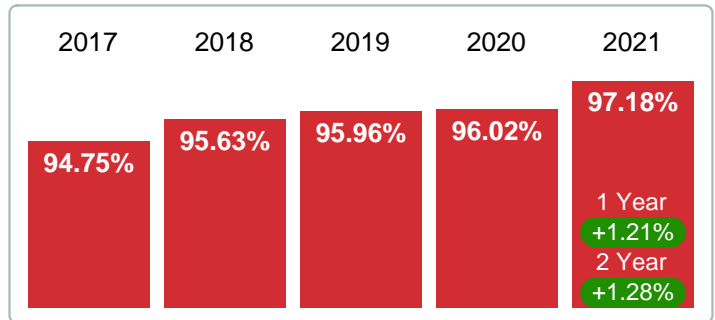
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

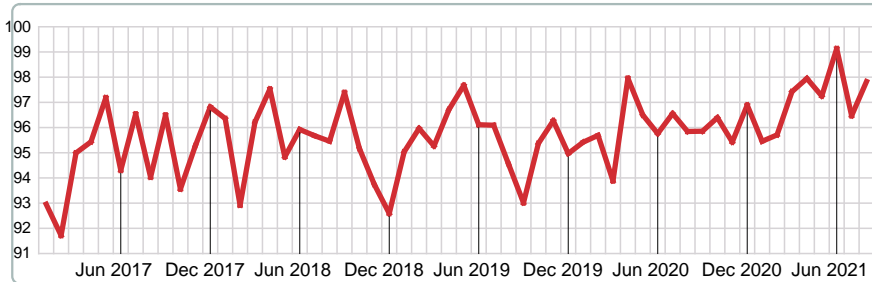
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

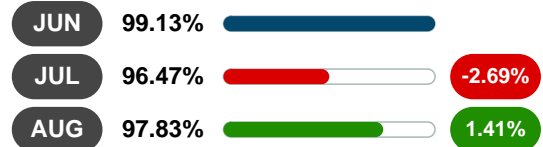


### 3 MONTHS

5 year AUG AVG = 95.54%

High Jun 2021 99.13% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.83%** above the 5 yr AUG average of **95.54%**



### 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
\$100,000 and less	8	8.25%	90.06%	94.82%	97.37%	75.00%	71.43%
\$100,001 - \$150,000	11	11.34%	98.45%	94.68%	98.84%	111.11%	0.00%
\$150,001 - \$175,000	7	7.22%	97.59%	100.00%	99.12%	0.00%	87.57%
\$175,001 - \$225,000	25	25.77%	99.55%	0.00%	99.54%	99.61%	0.00%
\$225,001 - \$325,000	25	25.77%	99.75%	105.08%	99.82%	98.94%	100.00%
\$325,001 - \$475,000	10	10.31%	97.10%	0.00%	96.55%	97.55%	98.02%
\$475,001 and up	11	11.34%	95.37%	0.00%	93.09%	97.80%	98.33%
Average Sold/List Ratio		97.80%		96.31%	98.57%	97.93%	93.14%
Total Closed Units		97	100%	10	62	18	7
Total Closed Volume		25,343,456		1.24M	16.14M	5.29M	2.67M

# August 2021



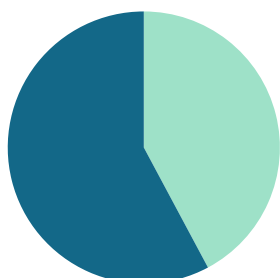
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

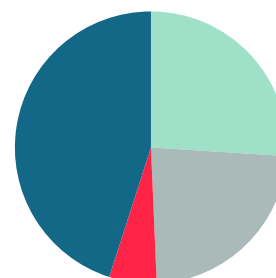


**Inventory**  
 New Listings  
**116 = 42.18%**  
 Start Inventory  
**159**  
 Total Inventory Units  
**275**  
 Volume  
**\$114,560,046**

### Market Activity

Closed Sales  
**97 = 26.01%**  
 Pending Sales  
**87 = 23.32%**  
 Other Off Market  
**21 = 5.63%**  
 Active Inventory  
**168 = 45.04%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	67	97	44.78%	478	566	18.41%
Pending Sales	85	87	2.35%	565	631	11.68%
New Listings	73	116	58.90%	748	762	1.87%
Average List Price	244,887	268,232	9.53%	203,083	229,539	13.03%
Average Sale Price	231,141	261,273	13.04%	195,467	222,023	13.59%
Average Percent of Selling Price to List Price	95.84%	97.83%	2.07%	96.02%	97.18%	1.21%
Average Days on Market to Sale	50.24	24.44	-51.35%	44.12	30.65	-30.53%
Monthly Inventory	189	168	-11.11%	189	168	-11.11%
Months Supply of Inventory	3.23	2.35	-27.17%	3.23	2.35	-27.17%

**Absorption:** Last 12 months, an Average of **72** Sales/Month

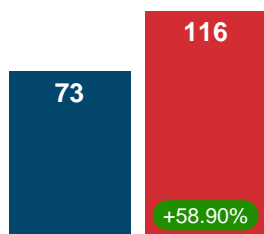
**Inventory** on August 31, 2021 = **168**

**2020** **2021**

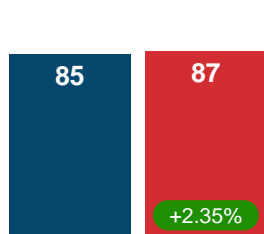
### AUGUST MARKET

### AVERAGE PRICES

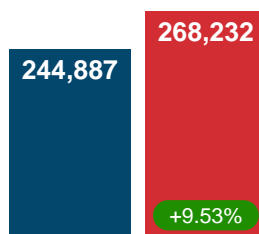
#### New Listings



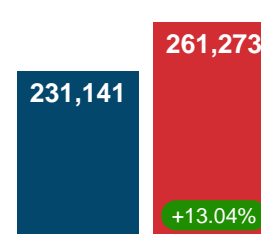
#### Pending Listings



#### List Price



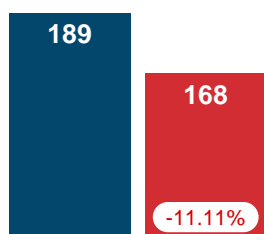
#### Sale Price



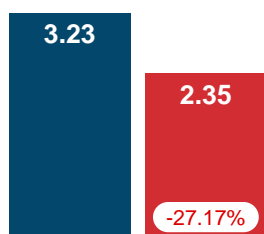
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

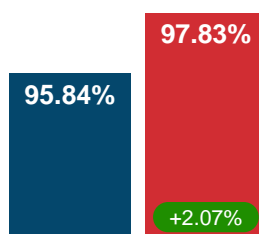
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

