

# August 2021



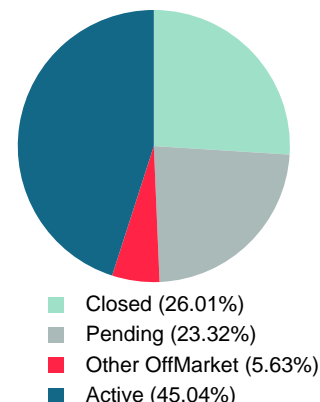
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	179,900	219,900	22.23%
Median Sale Price	178,000	220,000	23.60%
Median Percent of Selling Price to List Price	97.35%	100.00%	2.72%
Median Days on Market to Sale	27.00	7.00	-74.07%
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.

#### 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 **23.60%** in August 2021 to \$220,000 versus the previous year at \$178,000.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 20.00 days or **74.07%** in August 2021 compared to last year's same month at **27.00** DOM.

#### Sales Success for August 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 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 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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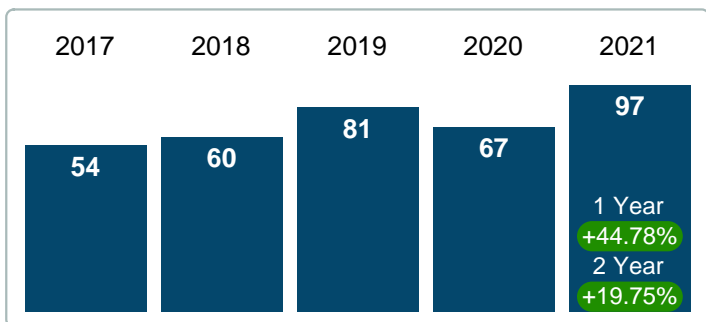
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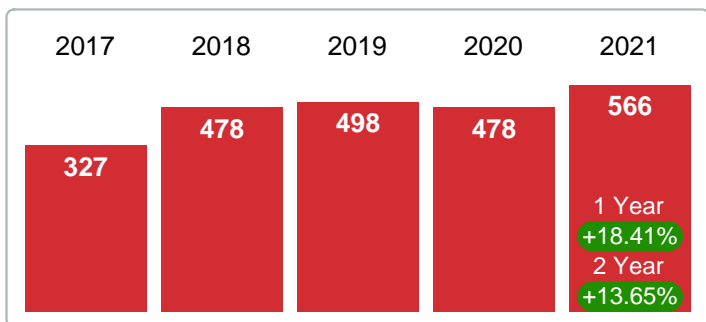
## CLOSED LISTINGS

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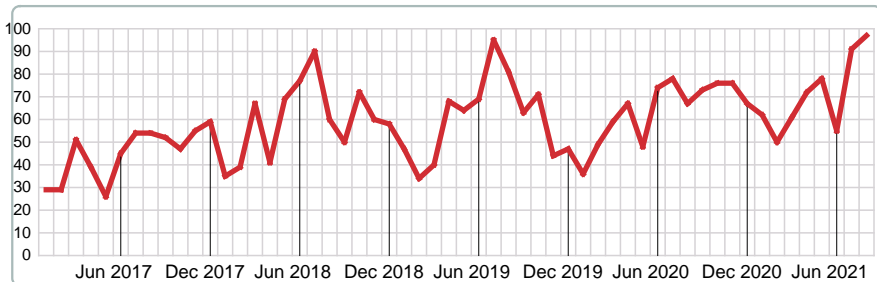
### AUGUST



### YEAR TO DATE (YTD)

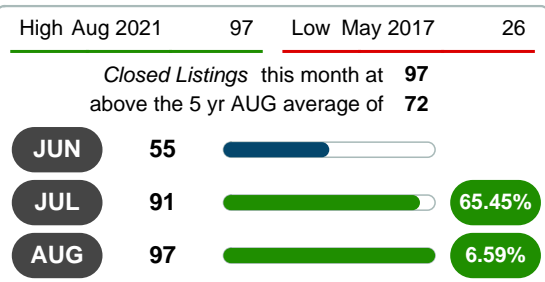


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 72



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	8.25%	13.5	4	2	1	1
\$100,001 - \$150,000	11	11.34%	4.0	4	6	1	0
\$150,001 - \$175,000	7	7.22%	5.0	1	5	0	1
\$175,001 - \$225,000	25	25.77%	5.0	0	23	2	0
\$225,001 - \$325,000	25	25.77%	6.0	1	15	8	1
\$325,001 - \$475,000	10	10.31%	11.5	0	5	4	1
\$475,001 and up	11	11.34%	46.0	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>7.0</b>	<b>1.24M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>
<b>Median Closed Price</b>	<b>\$220,000</b>			<b>\$123,500</b>	<b>\$217,500</b>	<b>\$269,500</b>	<b>\$392,000</b>

# August 2021



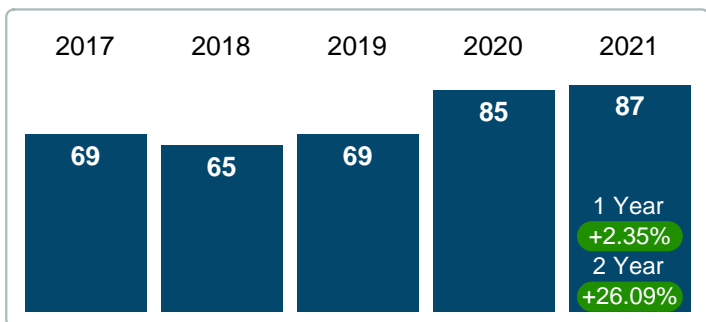
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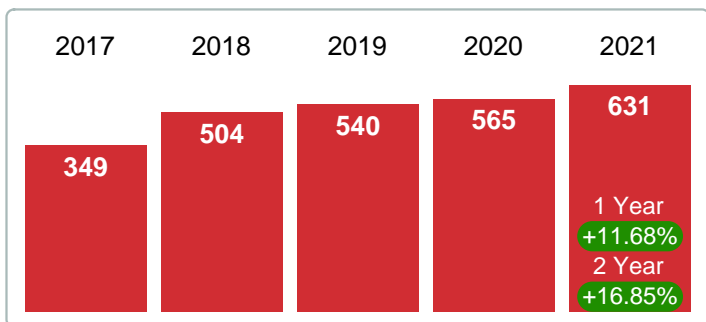
## PENDING LISTINGS

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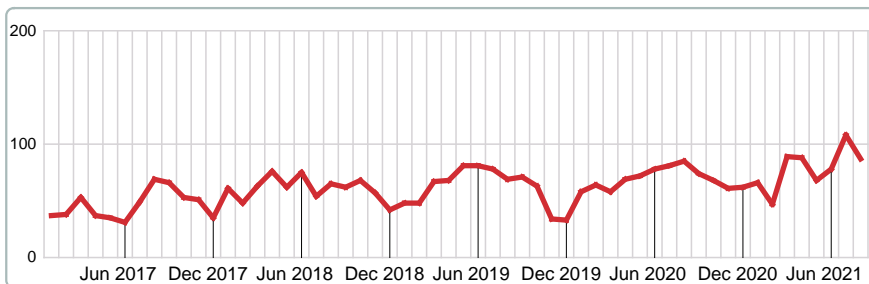
### AUGUST



### YEAR TO DATE (YTD)

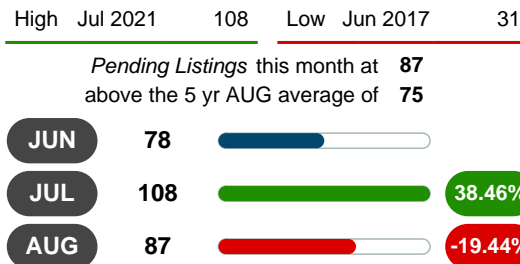


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.60%	8.0	3	1	0	0
\$75,001 - \$125,000	18	20.69%	18.0	4	13	1	0
\$125,001 - \$150,000	7	8.05%	10.0	1	5	1	0
\$150,001 - \$250,000	25	28.74%	7.0	2	19	4	0
\$250,001 - \$325,000	13	14.94%	19.0	1	8	4	0
\$325,001 - \$475,000	11	12.64%	11.0	3	5	2	1
\$475,001 and up	9	10.34%	33.0	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>12.0</b>	<b>3.26M</b>	<b>13.65M</b>	<b>4.32M</b>	<b>1.75M</b>
<b>Median Listing Price</b>	<b>\$219,000</b>			<b>\$150,000</b>	<b>\$200,250</b>	<b>\$284,700</b>	<b>\$876,290</b>

# August 2021



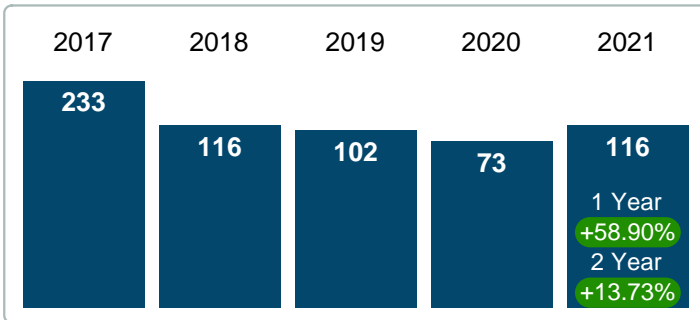
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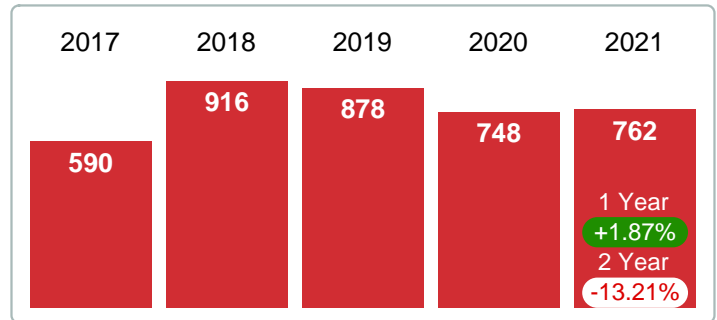
## NEW LISTINGS

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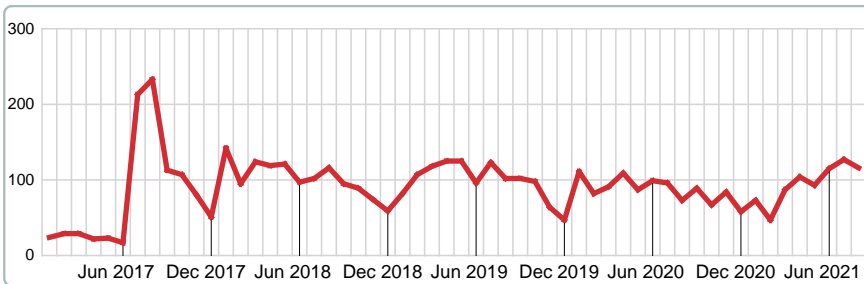
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

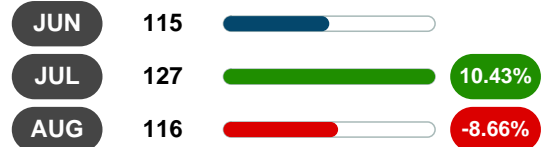


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$217,000</b>		<b>\$140,000</b>	<b>\$199,000</b>	<b>\$267,450</b>	<b>\$450,000</b>

# August 2021



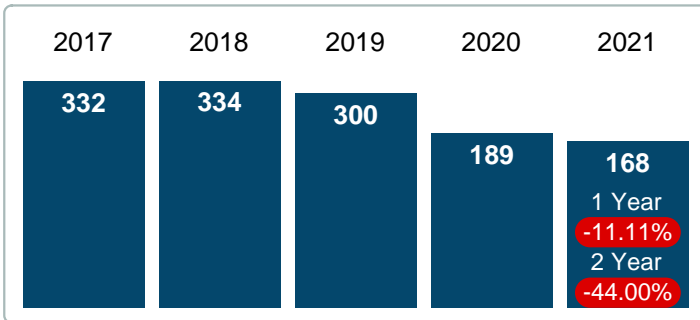
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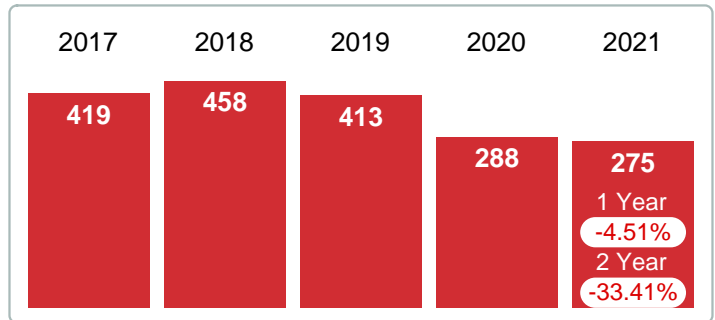
## ACTIVE INVENTORY

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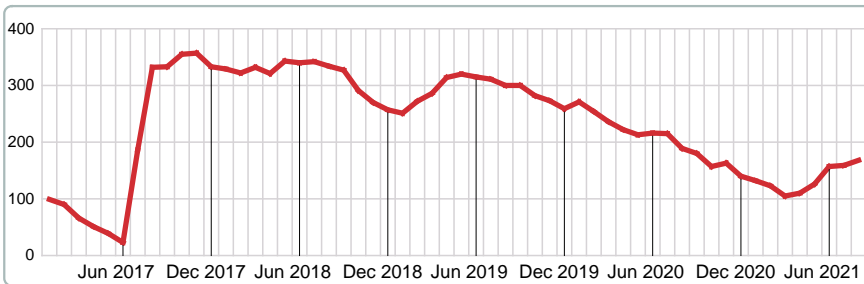
### END OF AUGUST



### ACTIVE DURING AUGUST

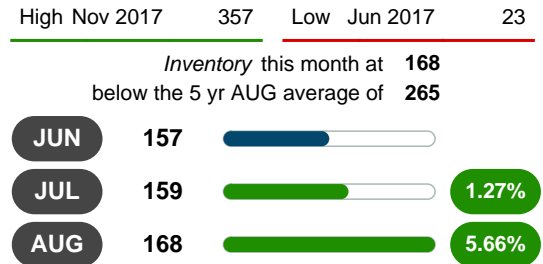


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 265



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	6.55%	13.0	5	5	1	0
\$100,001 - \$150,000	23	13.69%	52.0	6	15	2	0
\$150,001 - \$200,000	21	12.50%	26.0	3	15	3	0
\$200,001 - \$325,000	51	30.36%	30.0	4	27	19	1
\$325,001 - \$475,000	23	13.69%	55.0	3	6	11	3
\$475,001 - \$1,125,000	22	13.10%	62.5	0	16	5	1
\$1,125,001 and up	17	10.12%	67.0	1	4	7	5
Total Active Inventory by Units		168		22	88	48	10
Total Active Inventory by Volume		85,064,421	100%	6.03M	37.72M	24.77M	16.55M
Median Active Inventory Listing Price		\$267,450		\$154,500	\$239,250	\$317,705	\$925,000

# August 2021



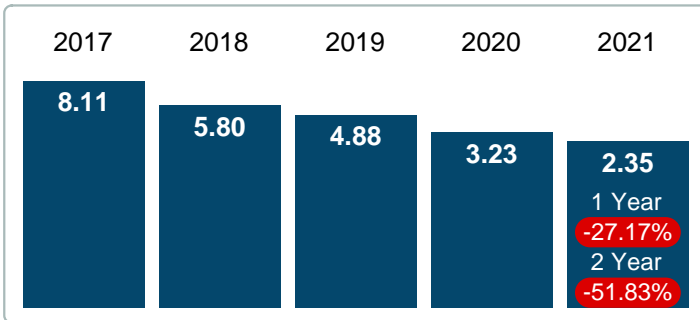
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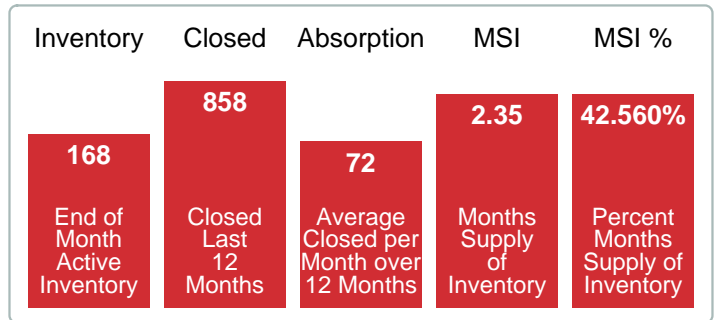
## MONTHS SUPPLY of INVENTORY (MSI)

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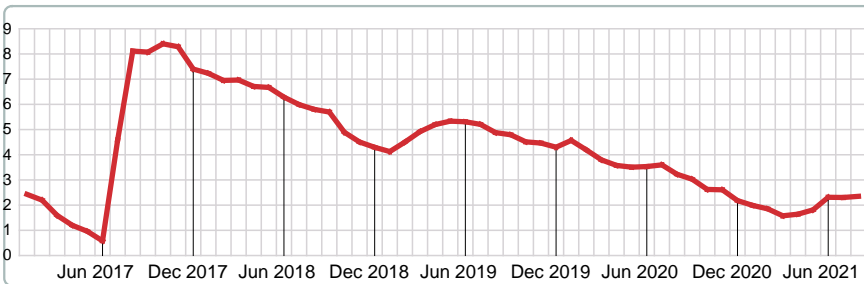
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

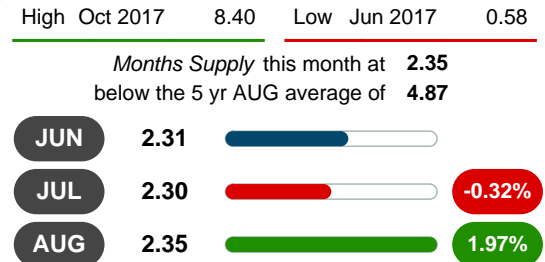


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



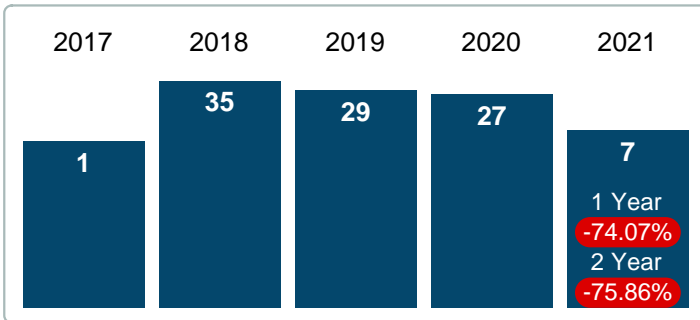
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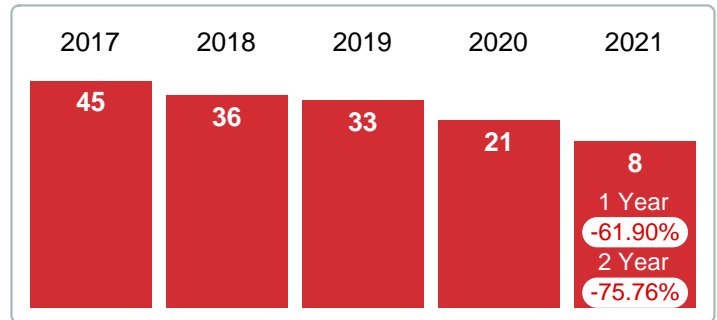
## MEDIAN DAYS ON MARKET TO SALE

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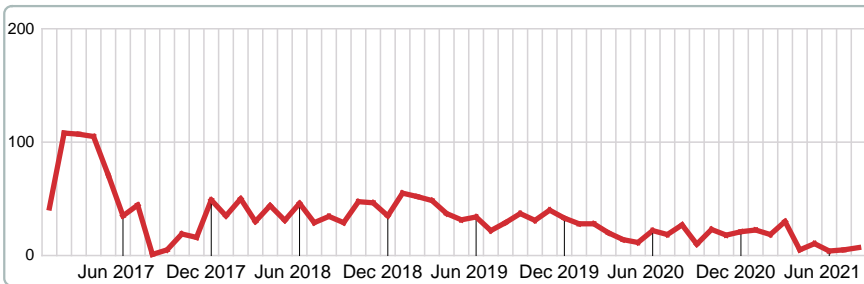
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

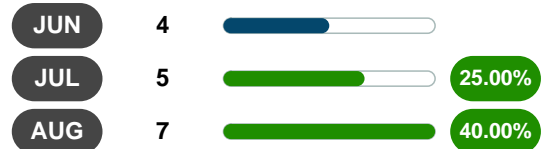


### 3 MONTHS

5 year AUG AVG = 20

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 20



### 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
\$100,000 and less	8.25%	14	8	24	71	43
\$100,001 - \$150,000	11.34%	4	30	4	6	0
\$150,001 - \$175,000	7.22%	5	5	5	0	8
\$175,001 - \$225,000	25.77%	5	0	4	13	0
\$225,001 - \$325,000	25.77%	6	3	7	3	1
\$325,001 - \$475,000	10.31%	12	0	23	9	13
\$475,001 and up	11.34%	46	0	63	17	69
Median Closed DOM		7	9	6	9	32
Total Closed Units	100%	97	10	62	18	7
Total Closed Volume		25,343,456	1.24M	16.14M	5.29M	2.67M

# August 2021



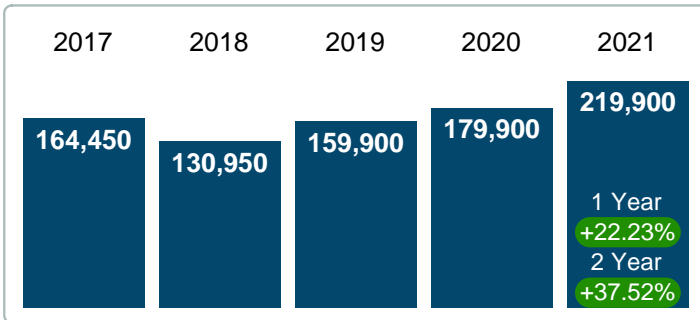
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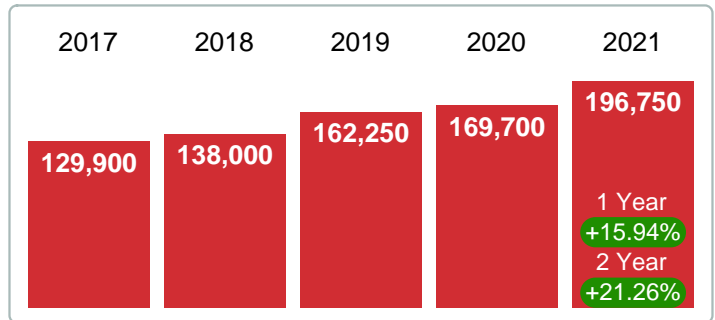
## MEDIAN LIST PRICE AT CLOSING

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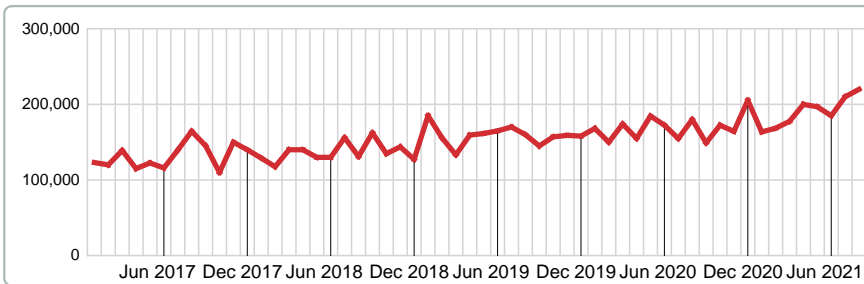
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

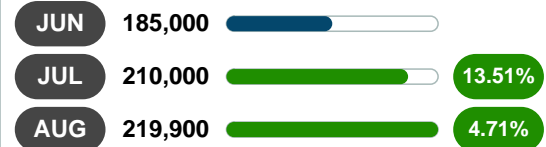


### 3 MONTHS

5 year AUG AVG = 171,020

High Aug 2021 219,900 Low Oct 2017 110,000

Median List Price at Closing this month at **219,900**  
above the 5 yr AUG average of **171,020**



## 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
\$100,000 and less	8	8.25%	62,450	60,000	62,450	99,000	35,000
\$100,001 - \$150,000	10	10.31%	132,450	127,500	139,900	120,000	0
\$150,001 - \$175,000	6	6.19%	161,250	159,000	165,000	0	0
\$175,001 - \$225,000	27	27.84%	203,676	0	204,000	203,676	185,000
\$225,001 - \$325,000	24	24.74%	261,750	295,000	264,000	249,900	299,900
\$325,001 - \$475,000	11	11.34%	399,900	0	384,500	412,000	399,900
\$475,001 and up	11	11.34%	575,000	0	612,250	507,450	650,000
Median List Price			219,900	127,500	214,500	267,500	399,900
Total Closed Units		100%	219,900	10	62	18	7
Total Closed Volume			26,018,492	1.27M	16.60M	5.40M	2.75M



# August 2021



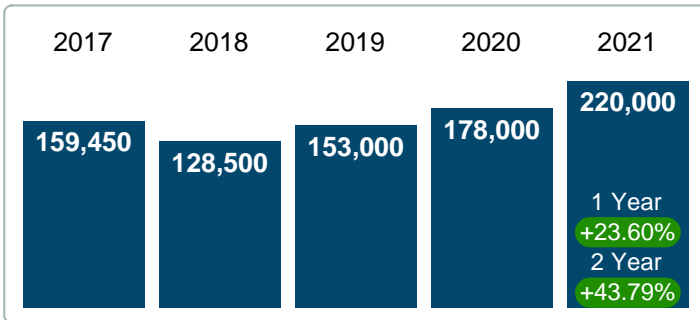
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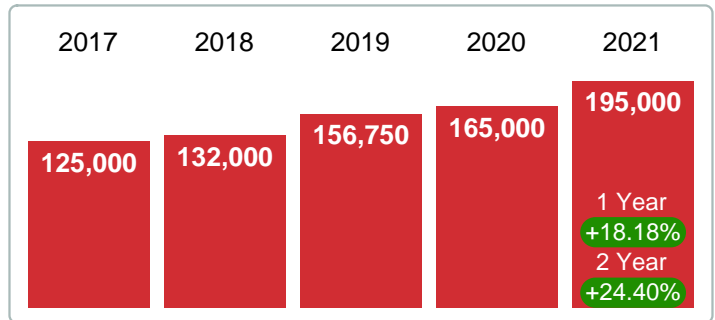
## MEDIAN SOLD PRICE AT CLOSING

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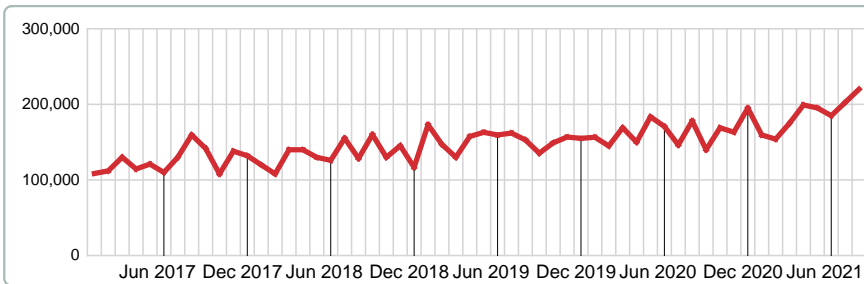
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

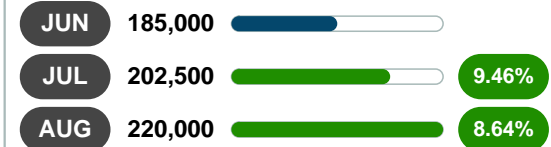


### 3 MONTHS

5 year AUG AVG = 167,790

High Aug 2021 220,000 Low Feb 2018 108,000

Median Sold Price at Closing this month at **220,000** above the 5 yr AUG average of **167,790**



### 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
\$100,000 and less	8	8.25%	57,990	57,990	60,500	90,000	25,000
\$100,001 - \$150,000	11	11.34%	127,000	133,500	129,450	110,000	0
\$150,001 - \$175,000	7	7.22%	162,000	160,000	162,500	0	162,000
\$175,001 - \$225,000	25	25.77%	202,500	0	200,000	216,625	0
\$225,001 - \$325,000	25	25.77%	270,000	310,000	270,000	255,950	299,900
\$325,001 - \$475,000	10	10.31%	388,500	0	385,000	397,500	392,000
\$475,001 and up	11	11.34%	560,000	0	603,250	496,250	625,000
Median Sold Price			220,000	123,500	217,500	269,500	392,000
Total Closed Units		100%	220,000	10	62	18	7
Total Closed Volume			25,343,456	1.24M	16.14M	5.29M	2.67M

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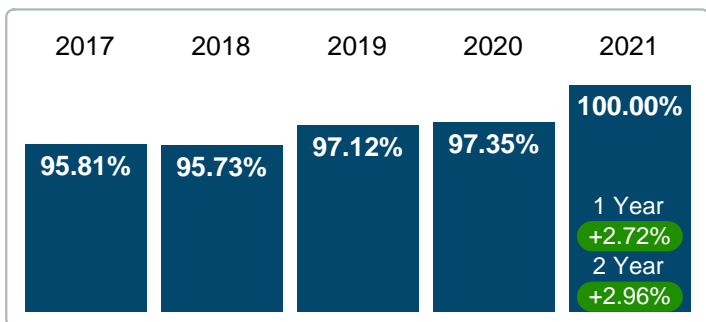
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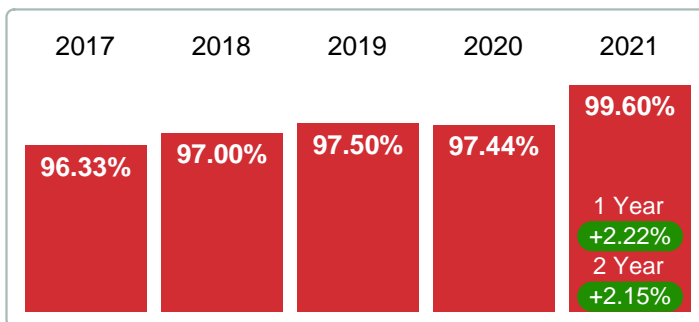
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 97.20%

High Aug 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **97.20%**

JUN 100.00%  
JUL 100.00%  
AUG 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	8.25%	89.64%	95.45%	97.37%	75.00%	71.43%
\$100,001 - \$150,000	11	11.34%	100.00%	94.21%	100.00%	111.11%	0.00%
\$150,001 - \$175,000	7	7.22%	100.00%	100.00%	100.00%	0.00%	87.57%
\$175,001 - \$225,000	25	25.77%	100.00%	0.00%	100.00%	99.61%	0.00%
\$225,001 - \$325,000	25	25.77%	100.00%	105.08%	100.95%	99.78%	100.00%
\$325,001 - \$475,000	10	10.31%	96.86%	0.00%	96.25%	96.86%	98.02%
\$475,001 and up	11	11.34%	96.57%	0.00%	94.04%	97.80%	96.57%
Median Sold/List Ratio		100.00%		97.17%	100.00%	98.11%	96.57%
Total Closed Units		97	100%	100.00%			
Total Closed Volume		25,343,456					
				1.24M	16.14M	5.29M	2.67M

# August 2021



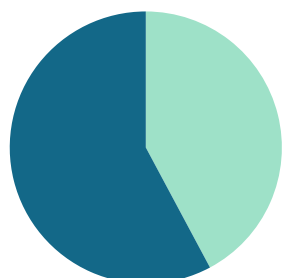
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

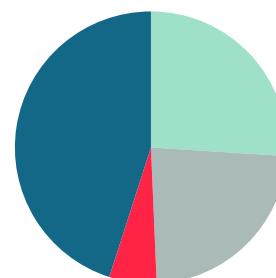


**Inventory**  
 New Listings  
**116 = 42.18%**  
 Start Inventory  
**159**  
 Total Inventory Units  
**275**  
 Volume  
**\$114,560,046**

### 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%
Median List Price	179,900	219,900	22.23%	169,700	196,750	15.94%
Median Sale Price	178,000	220,000	23.60%	165,000	195,000	18.18%
Median Percent of Selling Price to List Price	97.35%	100.00%	2.72%	97.44%	99.60%	2.22%
Median Days on Market to Sale	27.00	7.00	-74.07%	21.00	8.00	-61.90%
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

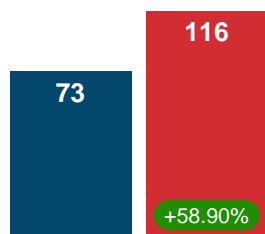
**Inventory** on August 31, 2021 = **168**

**2020** **2021**

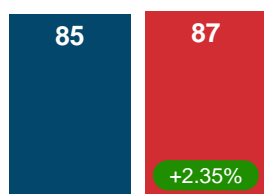
### AUGUST MARKET

### MEDIAN PRICES

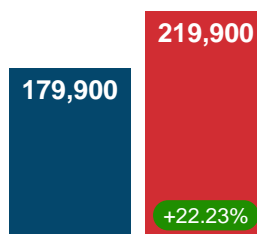
#### New Listings



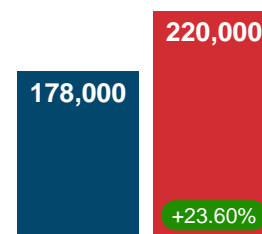
#### Pending Listings



#### List Price



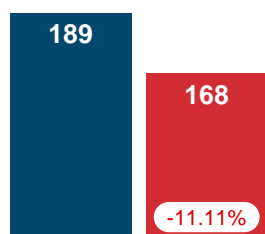
#### Sale Price



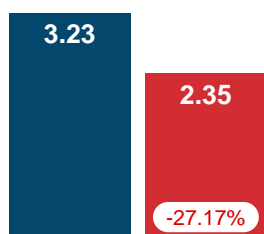
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

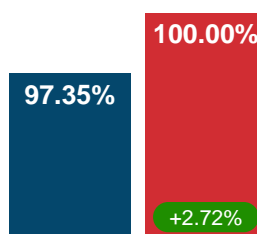
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

