

February 2021



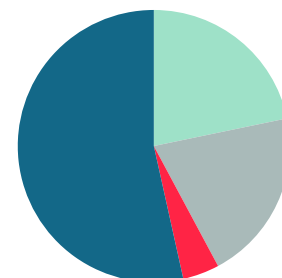
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	49	50	2.04%
Pending Listings	63	47	-25.40%
New Listings	81	47	-41.98%
Average List Price	170,156	205,630	20.85%
Average Sale Price	162,959	197,514	21.20%
Average Percent of Selling Price to List Price	95.69%	95.71%	0.02%
Average Days on Market to Sale	49.63	37.38	-24.69%
End of Month Inventory	259	123	-52.51%
Months Supply of Inventory	4.28	1.85	-56.68%



■ Closed (21.74%)
■ Pending (20.43%)
■ Other OffMarket (4.35%)
■ Active (53.48%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of February 28, 2021 = **123**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **52.51%** to 123 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **1.85** 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 **21.20%** in February 2021 to \$197,514 versus the previous year at \$162,959.

Average Days on Market Shortens

The average number of **37.38** days that homes spent on the market before selling decreased by 12.25 days or **24.69%** in February 2021 compared to last year's same month at **49.63** DOM.

Sales Success for February 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 47 New Listings in February 2021, down **41.98%** from last year at 81. Furthermore, there were 50 Closed Listings this month versus last year at 49, a **2.04%** increase.

Closed versus Listed trends yielded a **106.4%** ratio, up from previous year's, February 2020, at **60.5%**, a **75.86%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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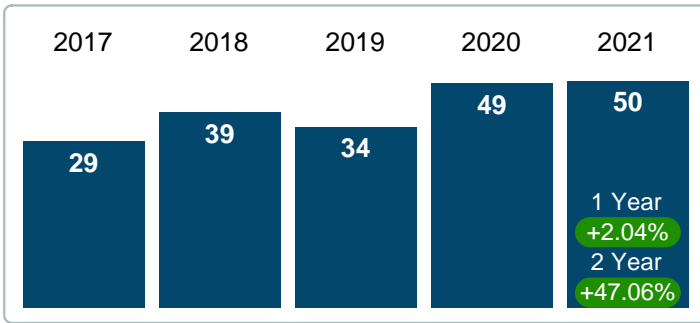
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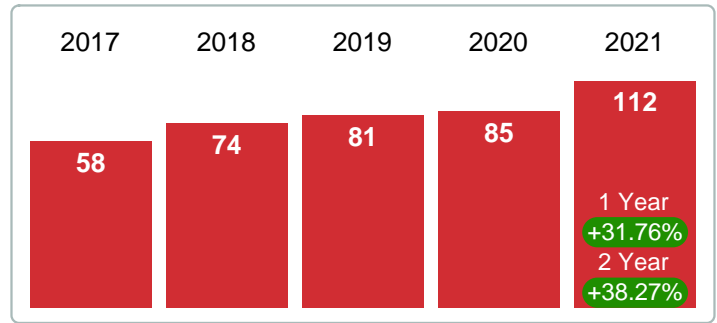
CLOSED LISTINGS

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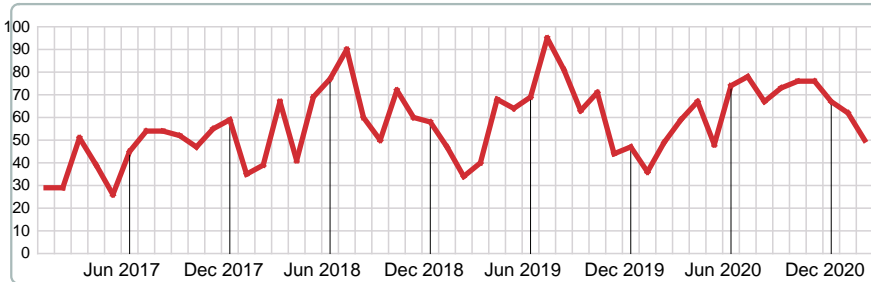
FEBRUARY



YEAR TO DATE (YTD)

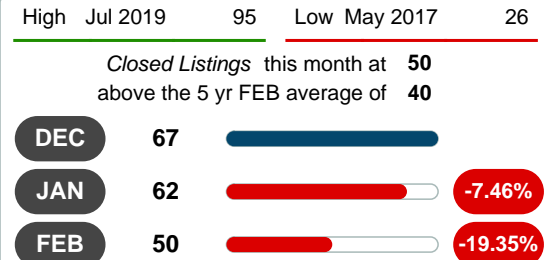


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



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	5	10.00%	63.4	2	2	1	0
\$75,001 - \$100,000	5	10.00%	3.2	3	2	0	0
\$100,001 - \$125,000	8	16.00%	59.3	0	8	0	0
\$125,001 - \$175,000	10	20.00%	34.6	1	8	1	0
\$175,001 - \$275,000	11	22.00%	18.9	0	10	1	0
\$275,001 - \$375,000	6	12.00%	65.7	0	4	2	0
\$375,001 and up	5	10.00%	22.8	1	1	1	2
Total Closed Units	50			7	35	6	2
Total Closed Volume	9,875,699	100%	37.4	1.14M	6.43M	1.43M	884.90K
Average Closed Price	\$197,514			\$162,200	\$183,669	\$237,833	\$442,450

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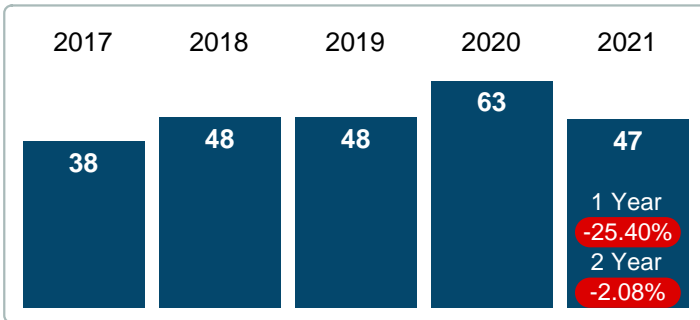
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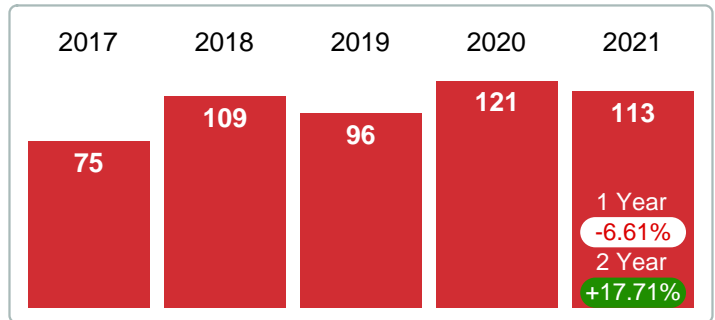
PENDING LISTINGS

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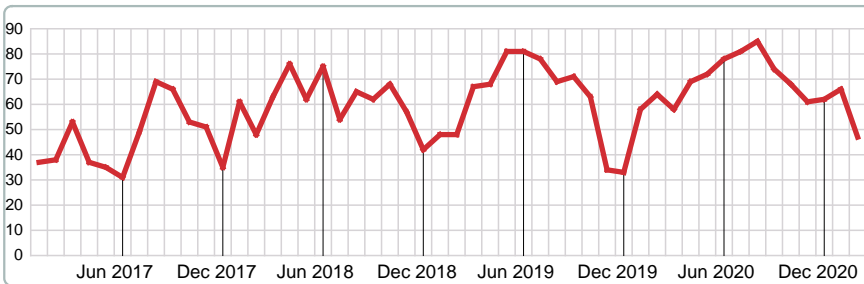
FEBRUARY



YEAR TO DATE (YTD)

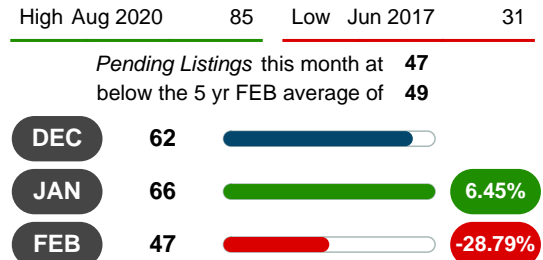


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49



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	5	10.64%	74.4	1	4	0	0
\$75,001 - \$100,000	4	8.51%	11.0	3	1	0	0
\$100,001 - \$150,000	8	17.02%	31.9	0	7	1	0
\$150,001 - \$200,000	8	17.02%	31.3	0	7	1	0
\$200,001 - \$250,000	11	23.40%	51.7	0	10	1	0
\$250,001 - \$350,000	6	12.77%	31.3	0	5	1	0
\$350,001 and up	5	10.64%	66.8	0	3	1	1
Total Pending Units	47			4	37	5	1
Total Pending Volume	9,521,850	100%	42.4	321.00K	7.62M	1.20M	380.00K
Average Listing Price	\$204,192			\$80,250	\$205,972	\$239,980	\$380,000

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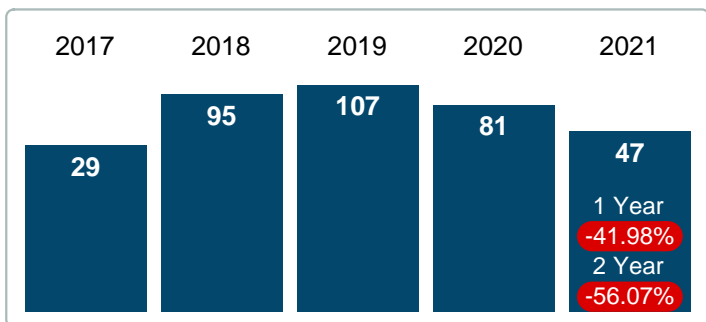
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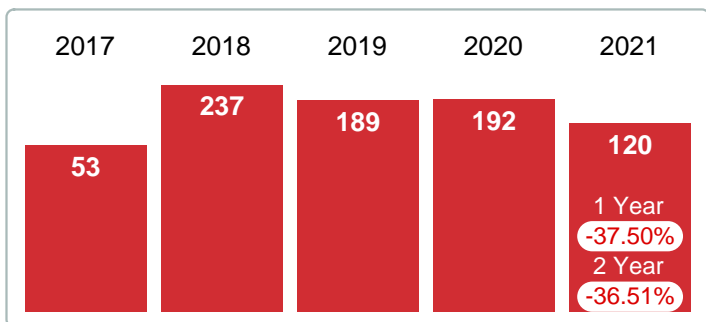
NEW LISTINGS

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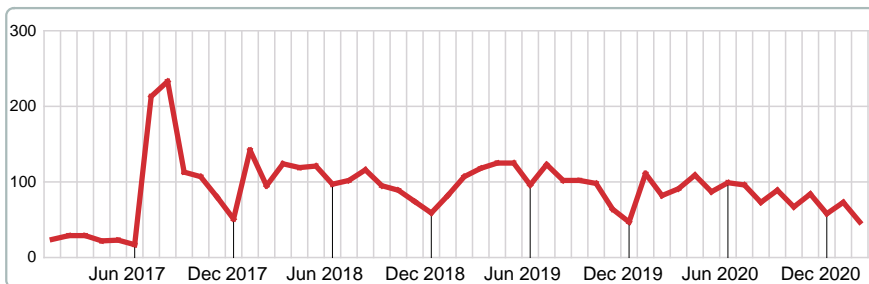
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 72

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 47
below the 5 yr FEB average of 72



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	3	6.38%	1	2	0	0
\$75,001 - \$125,000	4	8.51%	2	1	0	1
\$125,001 - \$150,000	8	17.02%	1	4	3	0
\$150,001 - \$225,000	14	29.79%	1	12	1	0
\$225,001 - \$350,000	7	14.89%	0	5	2	0
\$350,001 - \$675,000	5	10.64%	1	2	2	0
\$675,001 and up	6	12.77%	1	3	1	1
Total New Listed Units	47		7	29	9	2
Total New Listed Volume	14,660,950	100%	2.90M	7.89M	3.05M	823.00K
Average New Listed Listing Price	\$233,250		\$413,857	\$271,957	\$339,356	\$411,500

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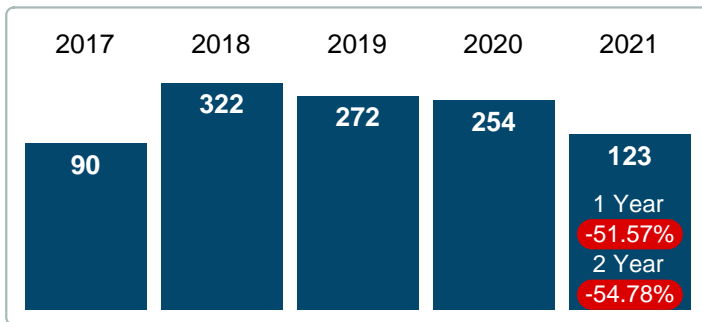
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



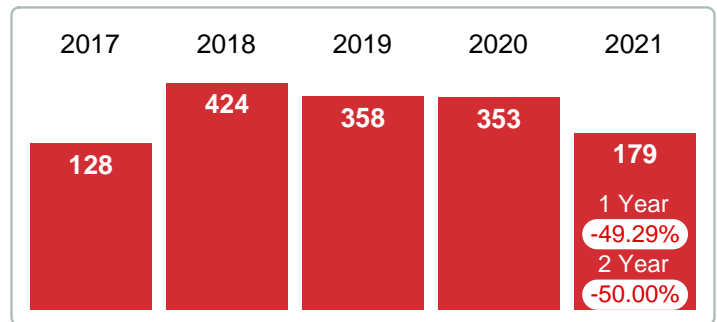
ACTIVE INVENTORY

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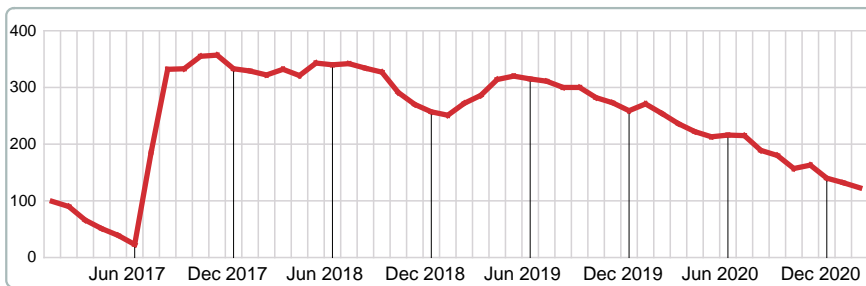
END OF FEBRUARY



ACTIVE DURING FEBRUARY

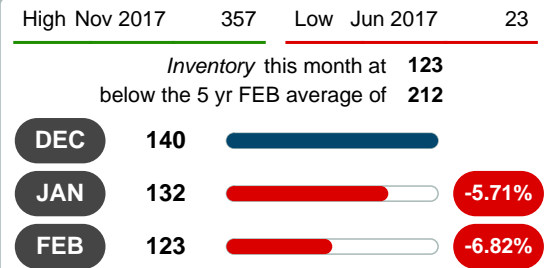


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 212



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.32%	112.9	5	3	1	0
\$75,001 - \$125,000	14	11.38%	116.4	4	7	1	2
\$125,001 - \$200,000	23	18.70%	71.3	5	12	6	0
\$200,001 - \$325,000	26	21.14%	89.2	2	14	9	1
\$325,001 - \$525,000	22	17.89%	82.3	3	5	12	2
\$525,001 - \$875,000	16	13.01%	116.9	0	5	5	6
\$875,001 and up	13	10.57%	101.5	1	5	4	3
Total Active Inventory by Units	123			20	51	38	14
Total Active Inventory by Volume	55,331,734	100%	94.3	5.08M	16.44M	19.70M	14.11M
Average Active Inventory Listing Price	\$449,851			\$253,955	\$322,422	\$518,348	\$1,007,993

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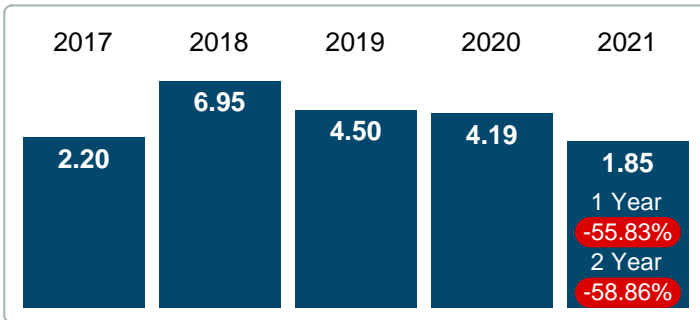
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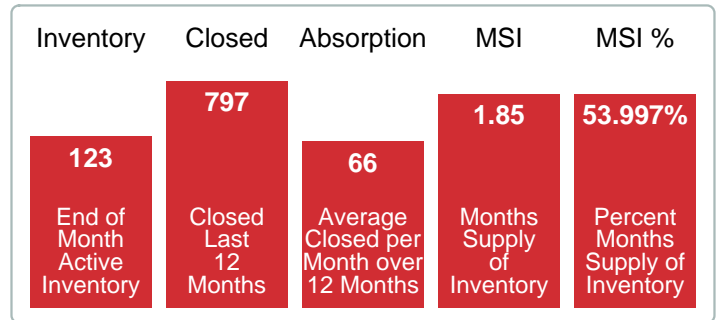
MONTHS SUPPLY of INVENTORY (MSI)

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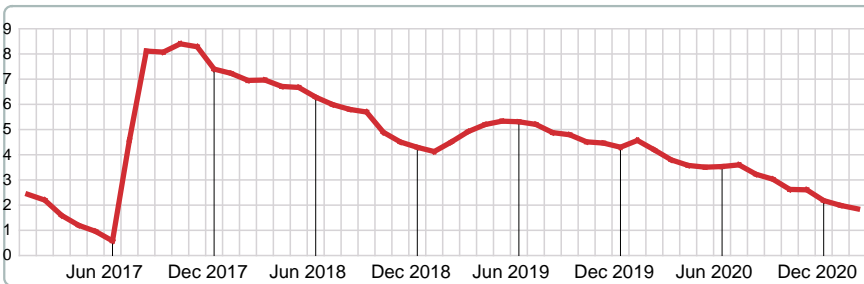
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

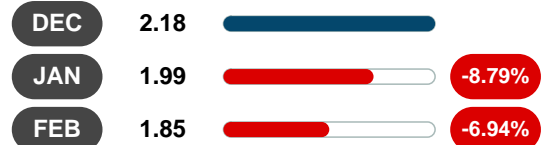


3 MONTHS

5 year FEB AVG = 3.94

High Oct 2017 8.40 Low Jun 2017 0.58

Months Supply this month at 1.85 below the 5 yr FEB average of 3.94



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
\$75,000 and less	9	7.32%	1.16	1.82	0.67	2.00	0.00
\$75,001 - \$125,000	14	11.38%	1.08	1.12	0.87	0.75	0.00
\$125,001 - \$200,000	23	18.70%	0.98	2.61	0.65	2.25	0.00
\$200,001 - \$325,000	26	21.14%	1.90	2.67	1.65	2.30	2.00
\$325,001 - \$525,000	22	17.89%	3.43	12.00	2.07	4.65	1.71
\$525,001 - \$875,000	16	13.01%	7.68	0.00	6.67	6.00	14.40
\$875,001 and up	13	10.57%	156.00	0.00	0.00	48.00	0.00
Market Supply of Inventory (MSI)			1.85	2.14	1.19	3.19	6.00
Total Active Inventory by Units		100%	1.85	20	51	38	14

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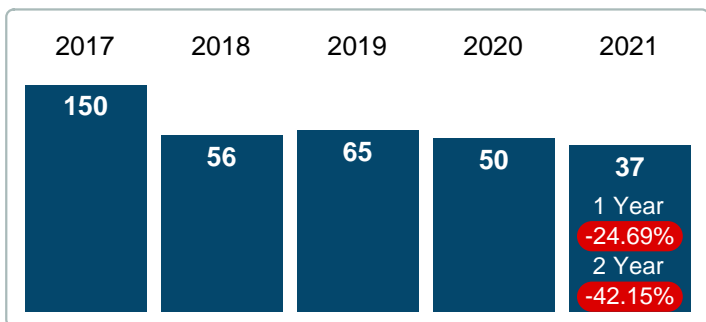
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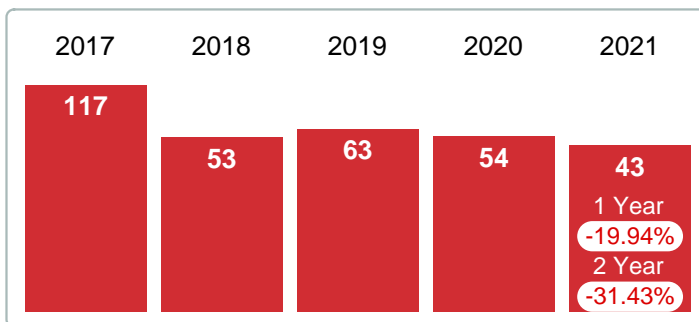
AVERAGE DAYS ON MARKET TO SALE

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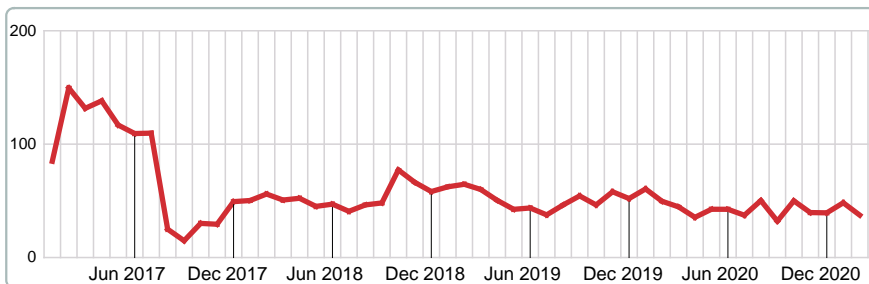
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 71

High Feb 2017 150 Low Sep 2017 15

Average Days on Market to Sale this month at 37 below the 5 yr FEB average of 71



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	10.00%	63	50	95	29	0
\$75,001 - \$100,000	10.00%	3	3	4	0	0
\$100,001 - \$125,000	16.00%	59	0	59	0	0
\$125,001 - \$175,000	20.00%	35	37	35	26	0
\$175,001 - \$275,000	22.00%	19	0	20	9	0
\$275,001 - \$375,000	12.00%	66	0	46	105	0
\$375,001 and up	10.00%	23	23	19	1	36
Average Closed DOM		37	24	39	46	36
Total Closed Units	100%	37	7	35	6	2
Total Closed Volume		9,875,699	1.14M	6.43M	1.43M	884.90K

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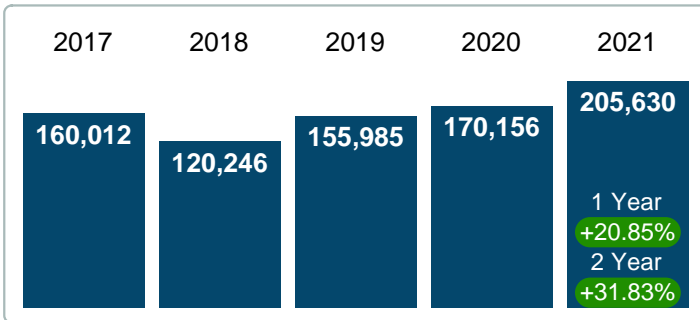
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



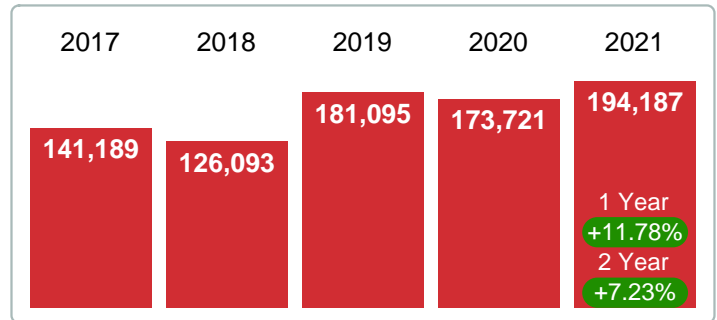
AVERAGE LIST PRICE AT CLOSING

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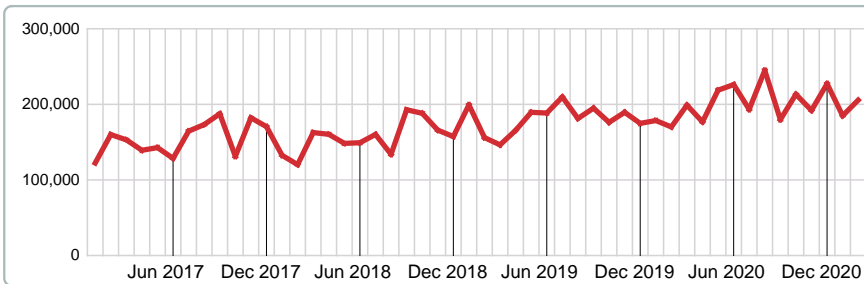
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

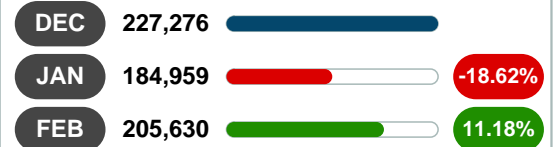


3 MONTHS

5 year FEB AVG = 162,406

High Aug 2020 244,887 Low Feb 2018 120,246

Average List Price at Closing this month at **205,630**
above the 5 yr FEB average of **162,406**



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	8.00%	59,875	56,250	63,500	150,000	0
\$75,001 - \$100,000	10.00%	89,160	88,967	89,450	0	0
\$100,001 - \$125,000	12.00%	113,783	0	124,075	0	0
\$125,001 - \$175,000	24.00%	150,958	172,000	151,713	145,900	0
\$175,001 - \$275,000	22.00%	205,845	0	218,930	185,000	0
\$275,001 - \$375,000	14.00%	326,829	0	357,225	309,450	0
\$375,001 and up	10.00%	509,980	625,000	690,000	425,000	379,950
Average List Price		205,630	168,057	194,869	254,133	379,950
Total Closed Units	100%	205,630	7	35	6	2
Total Closed Volume		10,281,500	1.18M	6.82M	1.52M	759.90K

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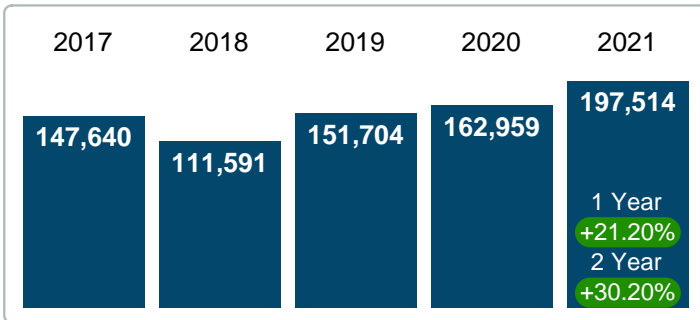
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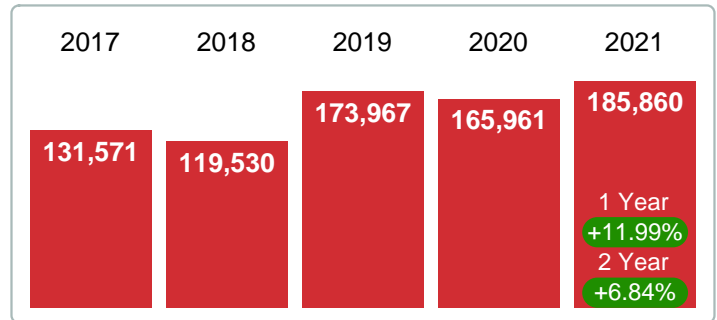
AVERAGE SOLD PRICE AT CLOSING

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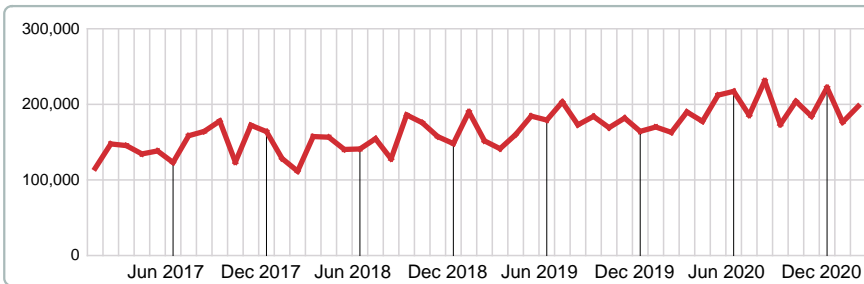
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 154,282

High Aug 2020 231,141 | Low Feb 2018 111,591

Average Sold Price at Closing this month at **197,514**
above the 5 yr FEB average of **154,282**



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	10.00%	58,900	50,750	59,000	75,000	0
\$75,001 - \$100,000	10.00%	88,180	87,967	88,500	0	0
\$100,001 - \$125,000	16.00%	115,713	0	115,713	0	0
\$125,001 - \$175,000	20.00%	146,370	155,000	146,962	133,000	0
\$175,001 - \$275,000	22.00%	208,818	0	211,700	180,000	0
\$275,001 - \$375,000	12.00%	316,167	0	316,250	316,000	0
\$375,001 and up	10.00%	511,380	615,000	650,000	407,000	442,450
Average Sold Price		197,514	162,200	183,669	237,833	442,450
Total Closed Units	100%	197,514	7	35	6	2
Total Closed Volume		9,875,699	1.14M	6.43M	1.43M	884.90K

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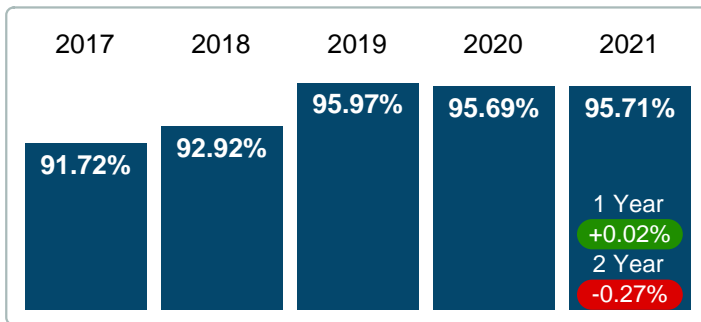
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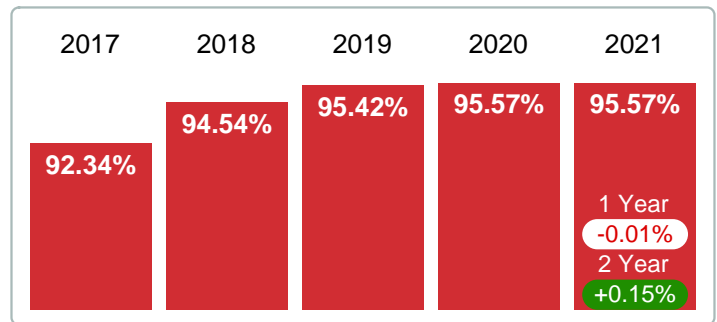
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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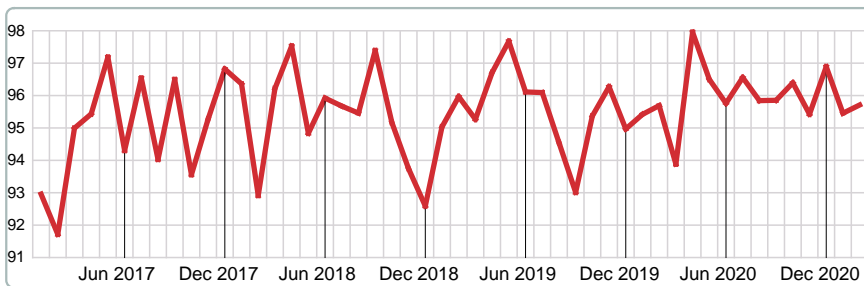
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 94.40%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.71%**
above the 5 yr FEB average of **94.40%**



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	5	10.00%	83.27%	90.93%	92.24%	50.00%	0.00%
\$75,001 - \$100,000	5	10.00%	98.93%	98.84%	99.05%	0.00%	0.00%
\$100,001 - \$125,000	8	16.00%	95.15%	0.00%	95.15%	0.00%	0.00%
\$125,001 - \$175,000	10	20.00%	95.78%	90.12%	97.06%	91.16%	0.00%
\$175,001 - \$275,000	11	22.00%	97.34%	0.00%	97.34%	97.30%	0.00%
\$275,001 - \$375,000	6	12.00%	93.85%	0.00%	89.68%	102.20%	0.00%
\$375,001 and up	5	10.00%	104.34%	98.40%	94.20%	95.76%	116.67%
Average Sold/List Ratio		95.70%		95.27%	95.62%	89.77%	116.67%
Total Closed Units		50	100%	7	35	6	2
Total Closed Volume		9,875,699		1.14M	6.43M	1.43M	884.90K

February 2021



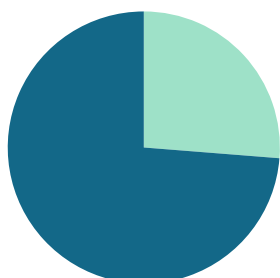
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

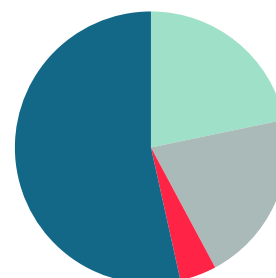


Inventory
 New Listings
47 = 26.26%
 Start Inventory
132
 Total Inventory Units
179
 Volume
\$66,580,484

Market Activity

Closed Sales
50 = 21.74%
 Pending Sales
47 = 20.43%
 Other Off Market
10 = 4.35%
 Active Inventory
123 = 53.48%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	49	50	2.04%	85	112	31.76%
Pending Sales	63	47	-25.40%	121	113	-6.61%
New Listings	81	47	-41.98%	192	120	-37.50%
Average List Price	170,156	205,630	20.85%	173,721	194,187	11.78%
Average Sale Price	162,959	197,514	21.20%	165,961	185,860	11.99%
Average Percent of Selling Price to List Price	95.69%	95.71%	0.02%	95.57%	95.57%	-0.01%
Average Days on Market to Sale	49.63	37.38	-24.69%	54.24	43.42	-19.94%
Monthly Inventory	259	123	-52.51%	259	123	-52.51%
Months Supply of Inventory	4.28	1.85	-56.68%	4.28	1.85	-56.68%

Absorption: Last 12 months, an Average of **66** Sales/Month

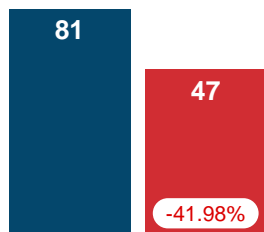
Inventory on February 28, 2021 = **123**

2020 **2021**

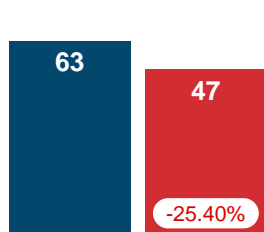
FEBRUARY MARKET

AVERAGE PRICES

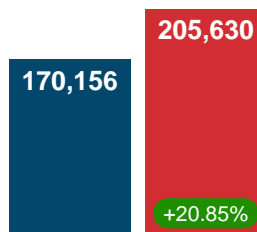
New Listings



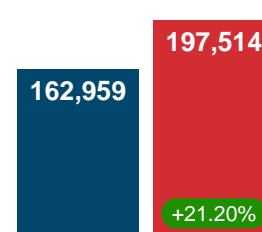
Pending Listings



List Price



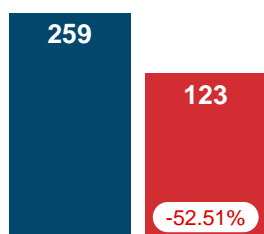
Sale Price



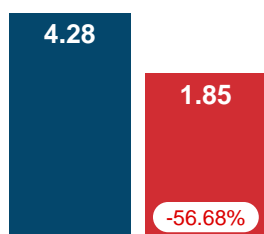
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

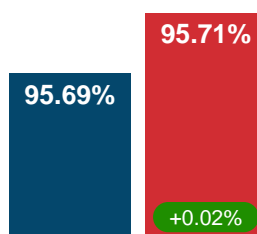
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

