

January 2021



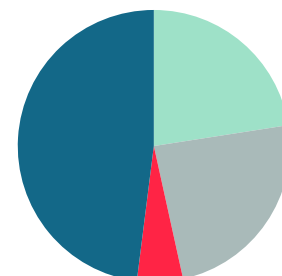
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	36	62	72.22%
Pending Listings	58	66	13.79%
New Listings	111	73	-34.23%
Average List Price	178,572	184,959	3.58%
Average Sale Price	170,046	176,461	3.77%
Average Percent of Selling Price to List Price	95.42%	95.45%	0.04%
Average Days on Market to Sale	60.50	48.29	-20.18%
End of Month Inventory	271	132	-51.29%
Months Supply of Inventory	4.57	1.99	-56.43%



■ Closed (22.55%)
■ Pending (24.00%)
■ Other OffMarket (5.45%)
■ Active (48.00%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of January 31, 2021 = **132**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **51.29%** to 132 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 **1.99** 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 **3.77%** in January 2021 to \$176,461 versus the previous year at \$170,046.

Average Days on Market Shortens

The average number of **48.29** days that homes spent on the market before selling decreased by 12.21 days or **20.18%** in January 2021 compared to last year's same month at **60.50** DOM.

Sales Success for January 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 73 New Listings in January 2021, down **34.23%** from last year at 111. Furthermore, there were 62 Closed Listings this month versus last year at 36, a **72.22%** increase.

Closed versus Listed trends yielded a **84.9%** ratio, up from previous year's, January 2020, at **32.4%**, a **161.87%** 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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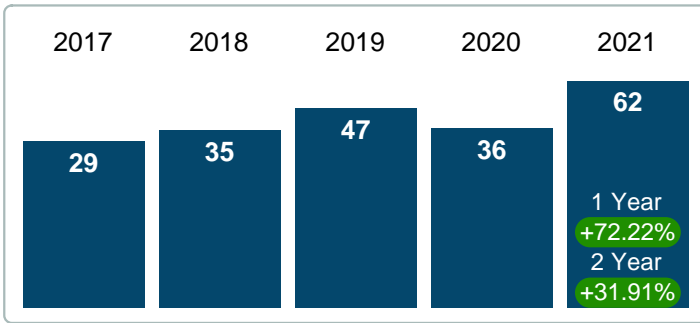
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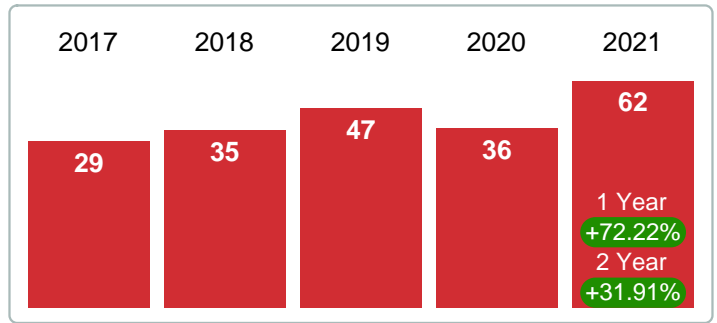
CLOSED LISTINGS

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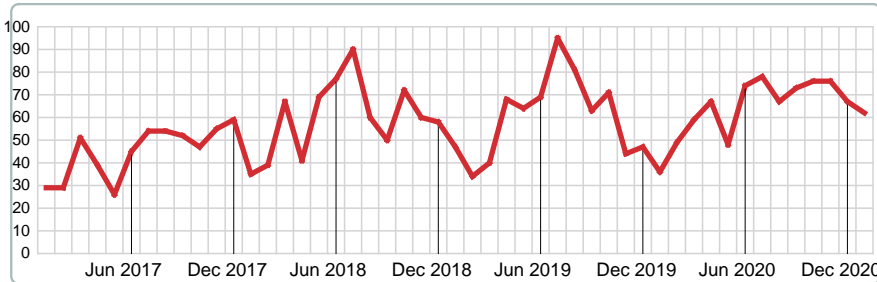
JANUARY



YEAR TO DATE (YTD)

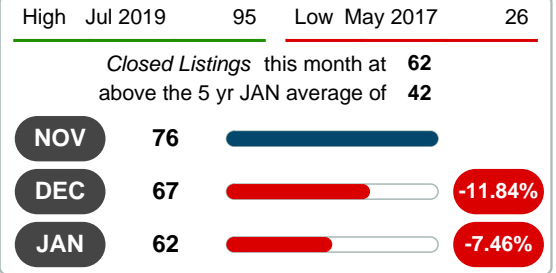


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.45%	73.3	2	1	1	0
\$50,001 - \$75,000	6	9.68%	49.8	4	2	0	0
\$75,001 - \$125,000	12	19.35%	38.5	2	8	2	0
\$125,001 - \$175,000	17	27.42%	24.5	1	14	2	0
\$175,001 - \$225,000	11	17.74%	48.6	0	7	2	2
\$225,001 - \$275,000	4	6.45%	8.3	0	3	1	0
\$275,001 and up	8	12.90%	119.5	0	2	5	1
Total Closed Units	62			9	37	13	3
Total Closed Volume	10,940,600	100%	48.3	616.90K	5.96M	3.22M	1.14M
Average Closed Price	\$176,461			\$68,544	\$161,124	\$247,854	\$380,000

January 2021



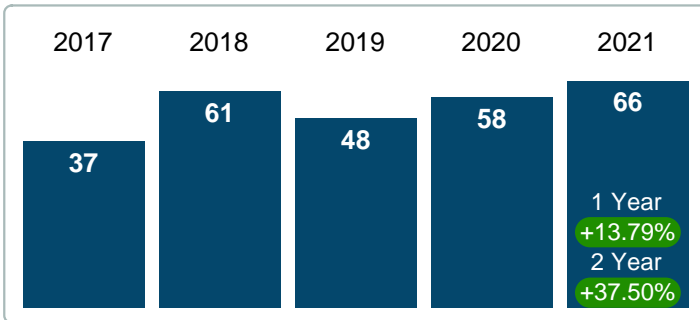
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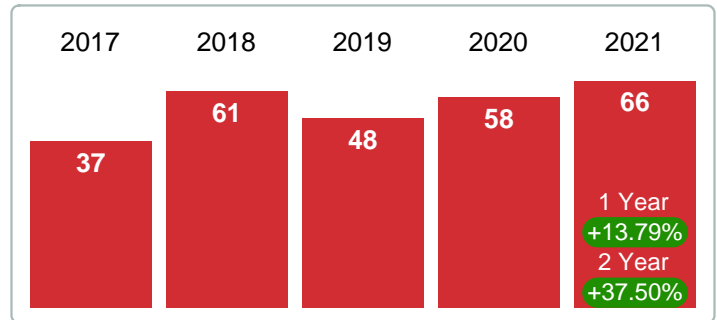
PENDING LISTINGS

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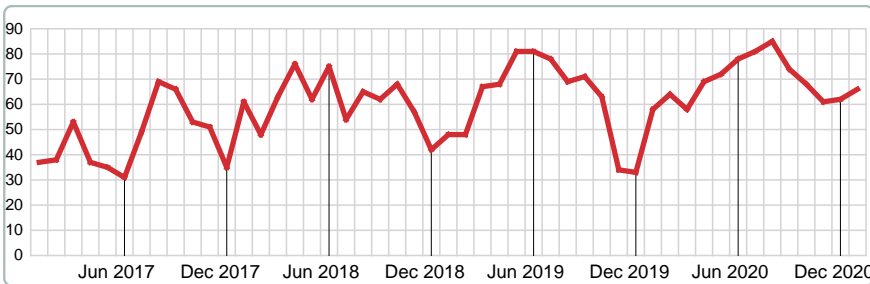
JANUARY



YEAR TO DATE (YTD)

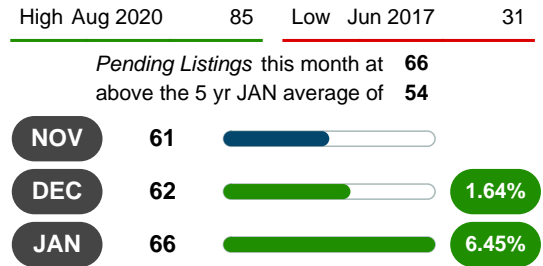


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



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	6.06%	22.8	0	4	0	0
\$75,001 - \$125,000	9	13.64%	21.7	4	5	0	0
\$125,001 - \$150,000	8	12.12%	75.1	0	5	2	1
\$150,001 - \$225,000	21	31.82%	56.5	0	16	4	1
\$225,001 - \$250,000	9	13.64%	26.6	0	5	3	1
\$250,001 - \$425,000	10	15.15%	54.7	0	5	5	0
\$425,001 and up	5	7.58%	23.6	1	3	0	1
Total Pending Units	66			5	43	14	4
Total Pending Volume	15,082,099	100%	45.1	976.40K	8.82M	3.45M	1.83M
Average Listing Price	\$228,517			\$195,280	\$205,172	\$246,671	\$457,475

January 2021



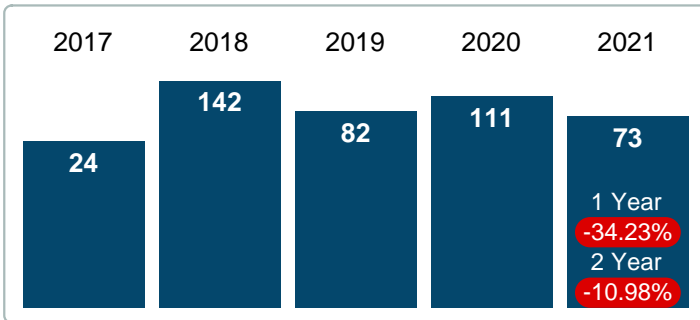
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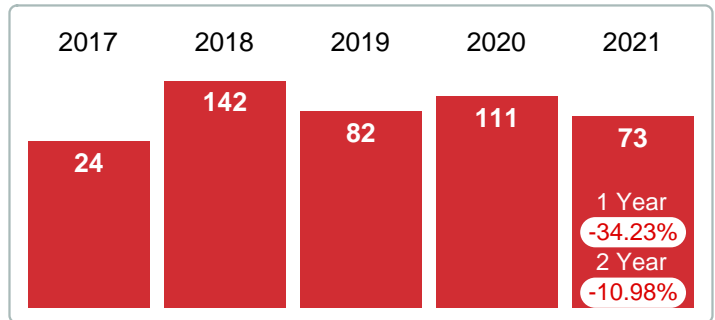
NEW LISTINGS

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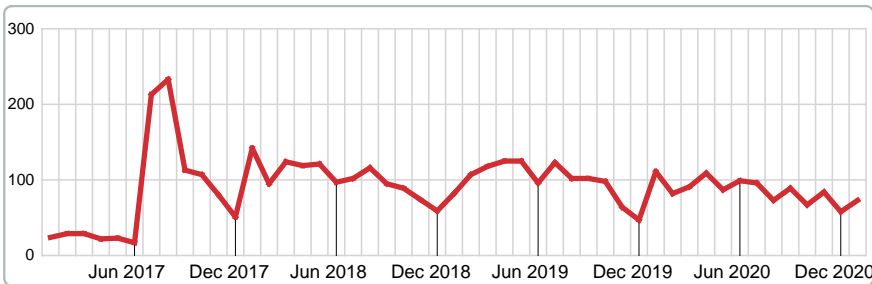
JANUARY



YEAR TO DATE (YTD)

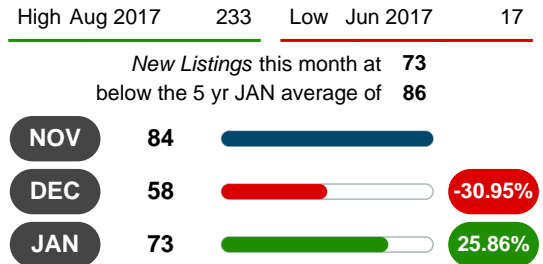


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 86



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	6	8.22%	2	4	0	0
\$75,001 - \$100,000	6	8.22%	3	3	0	0
\$100,001 - \$150,000	10	13.70%	1	8	0	1
\$150,001 - \$250,000	23	31.51%	1	16	5	1
\$250,001 - \$350,000	11	15.07%	0	5	5	1
\$350,001 - \$475,000	9	12.33%	0	4	4	1
\$475,001 and up	8	10.96%	1	3	2	2
Total New Listed Units	73		8	43	16	6
Total New Listed Volume	19,676,033	100%	1.32M	9.80M	5.44M	3.11M
Average New Listed Listing Price	\$249,784		\$165,525	\$227,828	\$340,027	\$519,133

January 2021



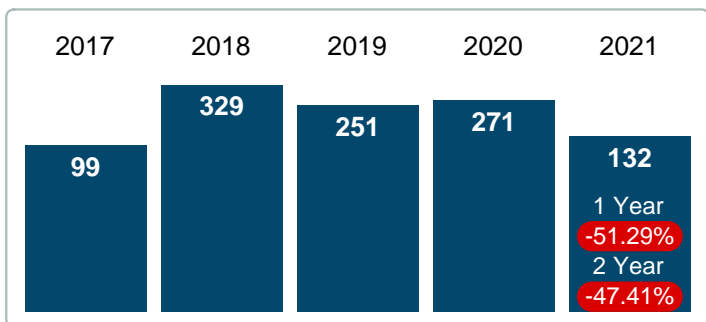
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



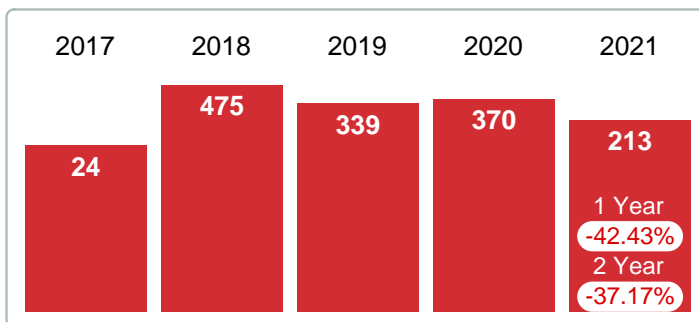
ACTIVE INVENTORY

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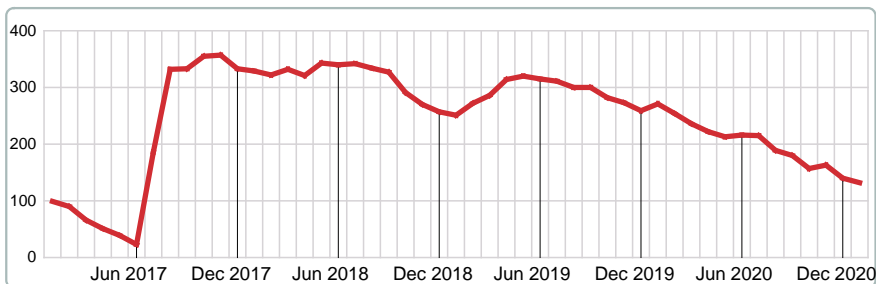
END OF JANUARY



ACTIVE DURING JANUARY

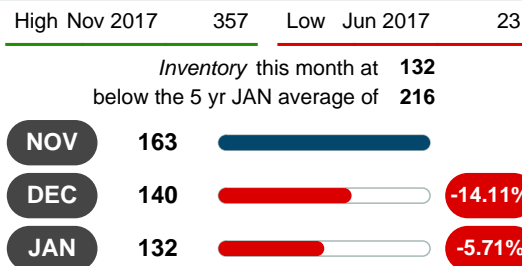


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 216



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	12	9.09%	102.3	6	5	1	0
\$75,001 - \$100,000	7	5.30%	68.3	3	3	1	0
\$100,001 - \$175,000	26	19.70%	96.2	6	15	4	1
\$175,001 - \$275,000	33	25.00%	70.2	2	22	9	0
\$275,001 - \$450,000	25	18.94%	74.5	3	6	13	3
\$450,001 - \$625,000	13	9.85%	105.6	0	7	3	3
\$625,001 and up	16	12.12%	107.1	0	5	5	6
Total Active Inventory by Units	132			20	63	36	13
Total Active Inventory by Volume	51,919,534	100%	86.9	2.81M	17.25M	18.19M	13.67M
Average Active Inventory Listing Price	\$393,330			\$140,505	\$273,771	\$505,359	\$1,051,454

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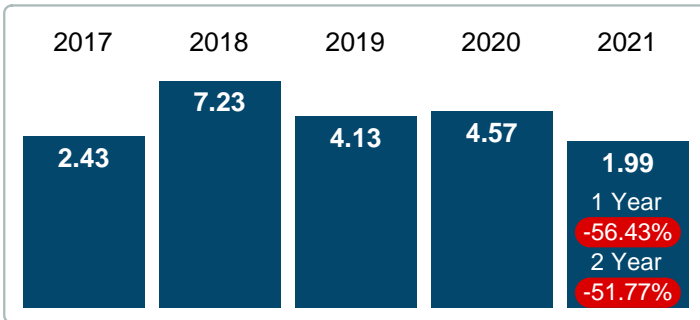
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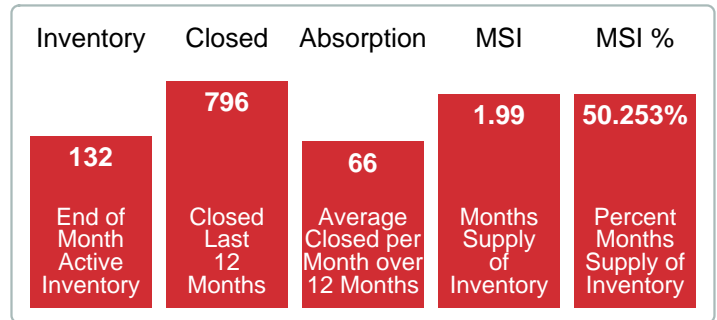
MONTHS SUPPLY of INVENTORY (MSI)

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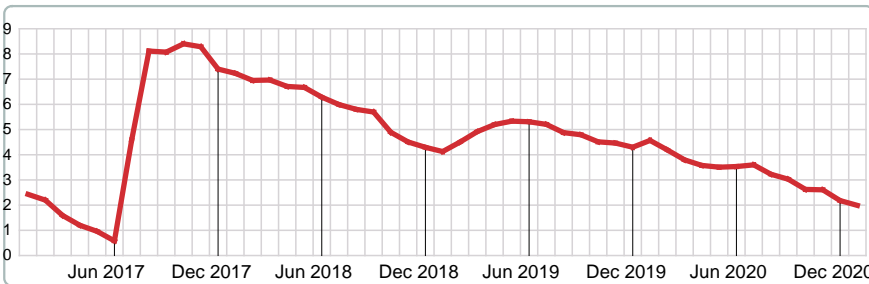
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

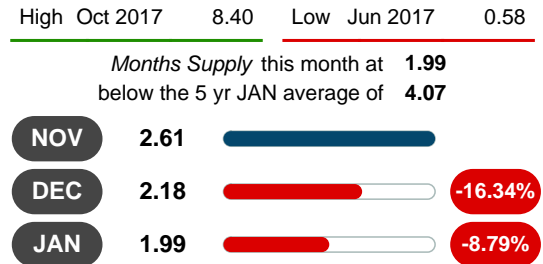


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.07



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	12	9.09%	1.57	2.18	1.13	2.00	0.00
\$75,001 - \$100,000	7	5.30%	1.11	1.64	0.84	1.20	0.00
\$100,001 - \$175,000	26	19.70%	1.12	1.80	0.87	1.60	6.00
\$175,001 - \$275,000	33	25.00%	1.89	3.00	1.76	2.45	0.00
\$275,001 - \$450,000	25	18.94%	2.97	5.14	1.67	4.00	3.00
\$450,001 - \$625,000	13	9.85%	7.09	0.00	7.64	4.00	18.00
\$625,001 and up	16	12.12%	11.29	0.00	15.00	7.50	14.40
Market Supply of Inventory (MSI)	1.99	100%	1.99	2.18	1.48	2.96	5.38
Total Active Inventory by Units	132			20	63	36	13

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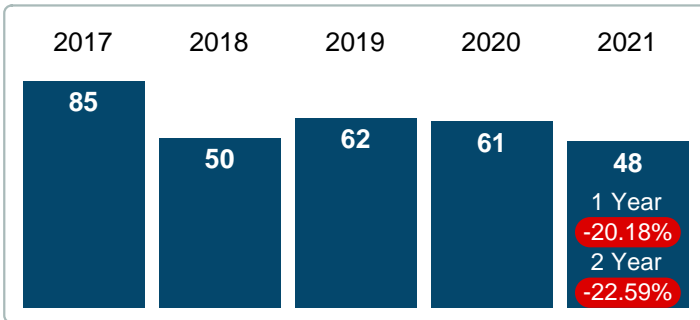
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



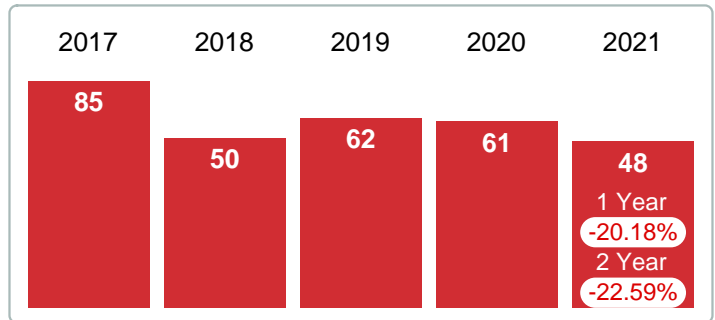
AVERAGE DAYS ON MARKET TO SALE

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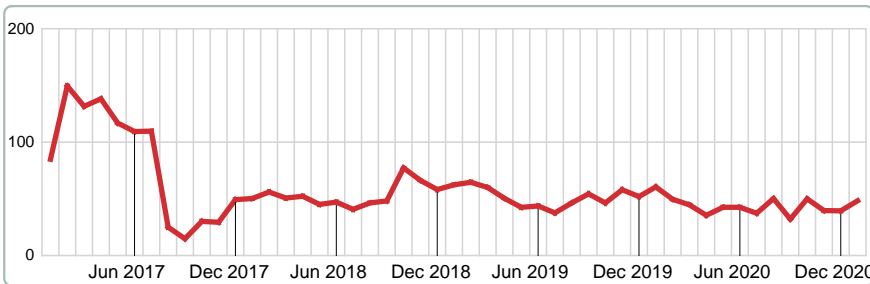
JANUARY



YEAR TO DATE (YTD)

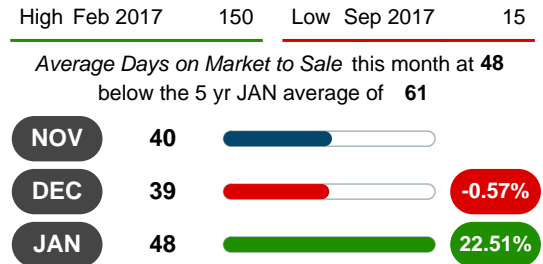


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



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
\$50,000 and less	6.45%	73	48	194	3	0
\$50,001 - \$75,000	9.68%	50	71	9	0	0
\$75,001 - \$125,000	19.35%	39	9	38	69	0
\$125,001 - \$175,000	27.42%	24	3	27	18	0
\$175,001 - \$225,000	17.74%	49	0	14	167	50
\$225,001 - \$275,000	6.45%	8	0	9	5	0
\$275,001 and up	12.90%	120	0	212	93	67
Average Closed DOM		48	44	39	75	56
Total Closed Units	100%	48	9	37	13	3
Total Closed Volume		10,940,600	616.90K	5.96M	3.22M	1.14M

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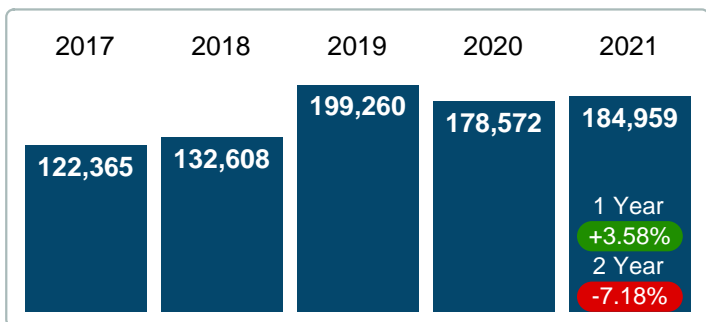
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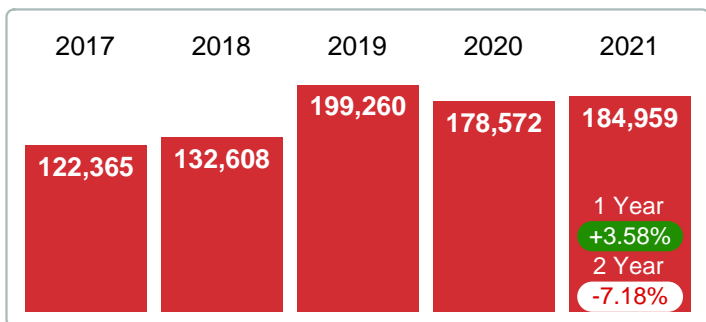
AVERAGE LIST PRICE AT CLOSING

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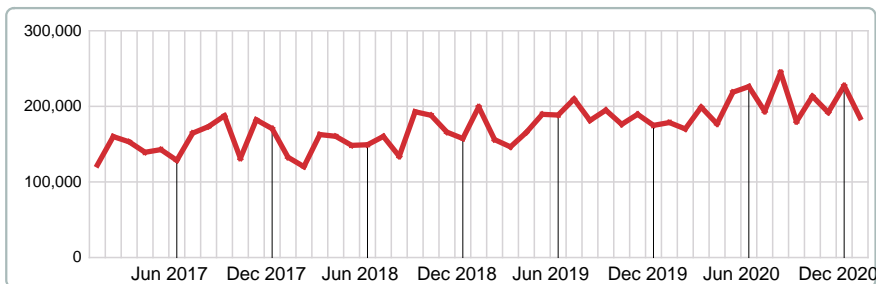
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

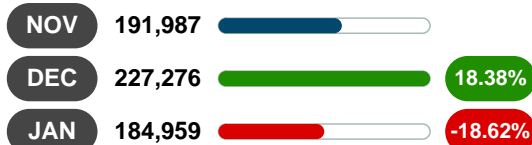


3 MONTHS

5 year JAN AVG = 163,553

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

Average List Price at Closing this month at **184,959** above the 5 yr JAN average of **163,553**



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
\$50,000 and less	4.84%	36,000	40,000	40,000	43,000	0
\$50,001 - \$75,000	11.29%	60,757	63,100	58,950	0	0
\$75,001 - \$125,000	19.35%	105,221	89,750	112,019	93,500	0
\$125,001 - \$175,000	25.81%	158,388	138,000	159,936	173,500	0
\$175,001 - \$225,000	17.74%	204,845	0	203,771	206,000	232,500
\$225,001 - \$275,000	8.06%	243,400	0	242,333	250,000	0
\$275,001 and up	12.90%	458,375	0	362,000	429,000	798,000
Average List Price		184,959	72,211	166,772	260,308	421,000
Total Closed Units	100%	184,959	9	37	13	3
Total Closed Volume		11,467,449	649.90K	6.17M	3.38M	1.26M

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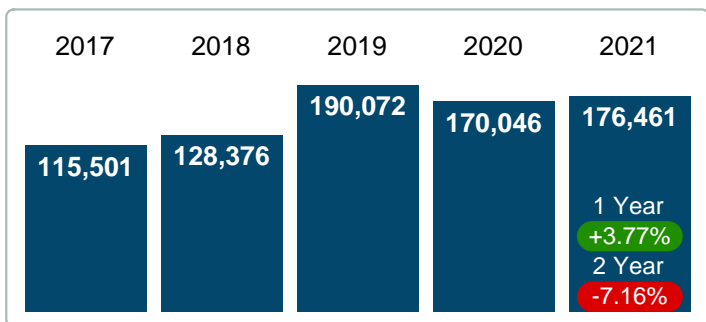
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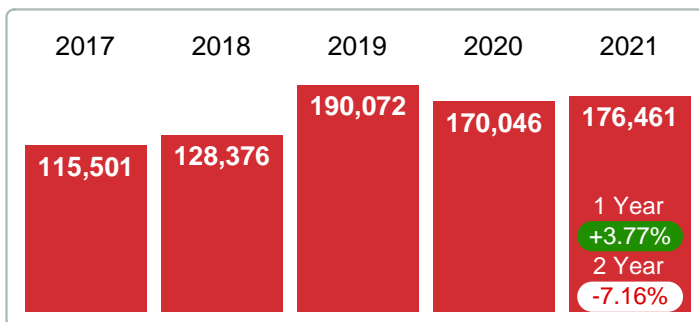
AVERAGE SOLD PRICE AT CLOSING

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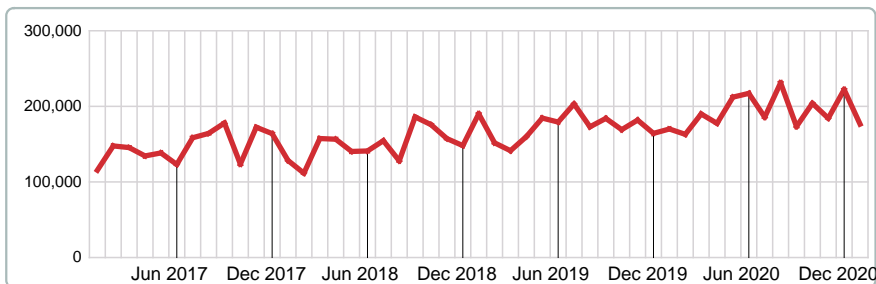
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

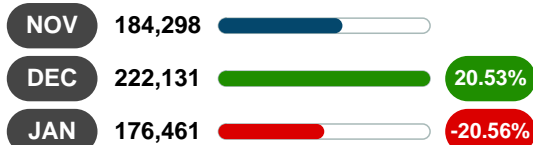


3 MONTHS

5 year JAN AVG = 156,091

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

Average Sold Price at Closing this month at **176,461** above the 5 yr JAN average of **156,091**



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
\$50,000 and less	6.45%	35,000	32,000	32,500	43,500	0
\$50,001 - \$75,000	9.68%	57,300	58,850	54,200	0	0
\$75,001 - \$125,000	19.35%	100,950	89,750	106,738	89,000	0
\$125,001 - \$175,000	27.42%	156,229	138,000	155,064	173,500	0
\$175,001 - \$225,000	17.74%	205,445	0	202,557	206,000	215,000
\$225,001 - \$275,000	6.45%	244,500	0	242,667	250,000	0
\$275,001 and up	12.90%	418,950	0	325,000	398,320	710,000
Average Sold Price		176,461	68,544	161,124	247,854	380,000
Total Closed Units	100%	176,461	9	37	13	3
Total Closed Volume		10,940,600	616.90K	5.96M	3.22M	1.14M

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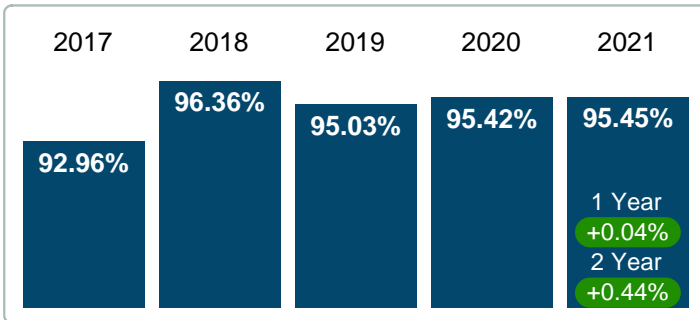
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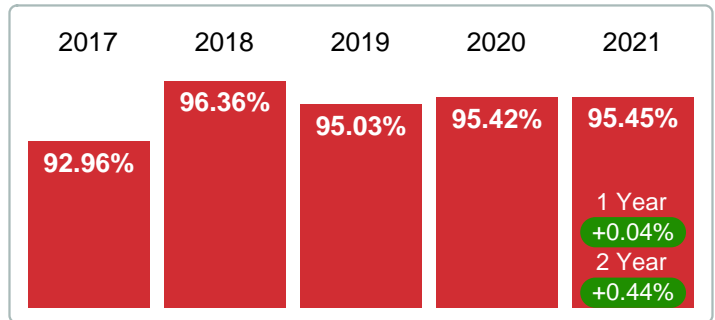
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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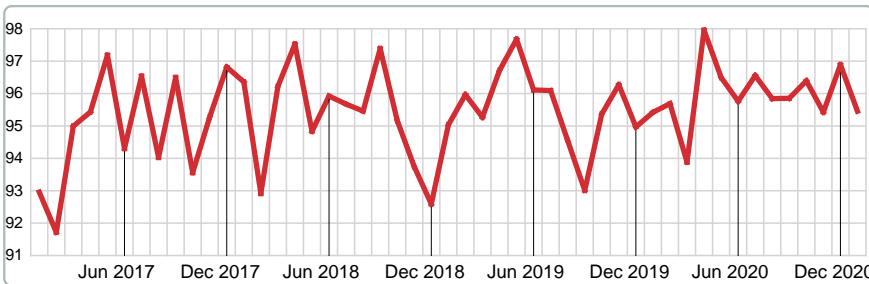
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

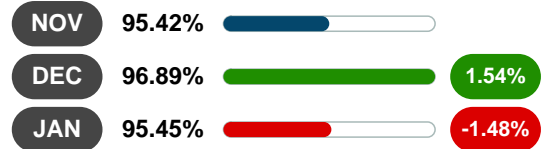


3 MONTHS

5 year JAN AVG = 95.04%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.45%**
equal to 5 yr JAN average of **95.04%**



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
\$50,000 and less	4	6.45%	82.88%	74.55%	81.25%	101.16%	0.00%
\$50,001 - \$75,000	6	9.68%	93.26%	93.55%	92.69%	0.00%	0.00%
\$75,001 - \$125,000	12	19.35%	96.33%	100.00%	95.54%	95.83%	0.00%
\$125,001 - \$175,000	17	27.42%	97.55%	100.00%	97.02%	100.00%	0.00%
\$175,001 - \$225,000	11	17.74%	98.31%	0.00%	99.42%	100.00%	92.71%
\$225,001 - \$275,000	4	6.45%	100.10%	0.00%	100.14%	100.00%	0.00%
\$275,001 and up	8	12.90%	91.38%	0.00%	89.75%	92.51%	88.97%
Average Sold/List Ratio		95.50%		91.48%	96.35%	96.57%	91.46%
Total Closed Units		62	100%	9	37	13	3
Total Closed Volume		10,940,600		616.90K	5.96M	3.22M	1.14M

January 2021



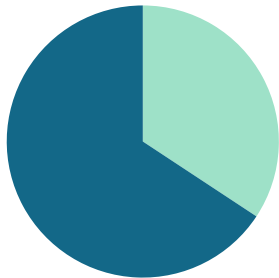
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

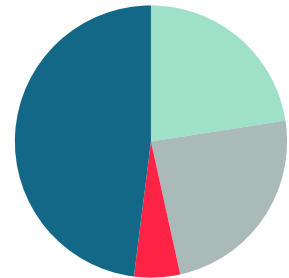


Inventory
 New Listings
73 = 34.27%
 Start Inventory
140
 Total Inventory Units
213
 Volume
\$70,831,332

Market Activity

Closed Sales
62 = 22.55%
 Pending Sales
66 = 24.00%
 Other Off Market
15 = 5.45%
 Active Inventory
132 = 48.00%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	36	62	72.22%	36	62	72.22%
Pending Sales	58	66	13.79%	58	66	13.79%
New Listings	111	73	-34.23%	111	73	-34.23%
Average List Price	178,572	184,959	3.58%	178,572	184,959	3.58%
Average Sale Price	170,046	176,461	3.77%	170,046	176,461	3.77%
Average Percent of Selling Price to List Price	95.42%	95.45%	0.04%	95.42%	95.45%	0.04%
Average Days on Market to Sale	60.50	48.29	-20.18%	60.50	48.29	-20.18%
Monthly Inventory	271	132	-51.29%	271	132	-51.29%
Months Supply of Inventory	4.57	1.99	-56.43%	4.57	1.99	-56.43%

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

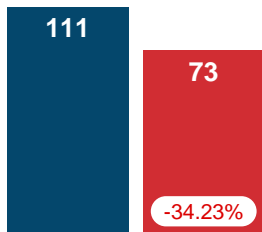
Inventory on January 31, 2021 = **132**

2020 **2021**

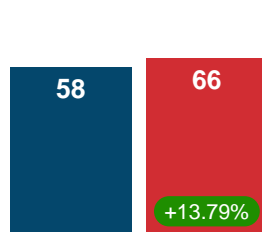
JANUARY MARKET

AVERAGE PRICES

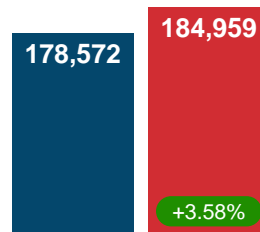
New Listings



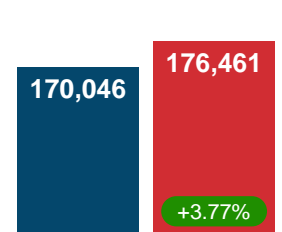
Pending Listings



List Price



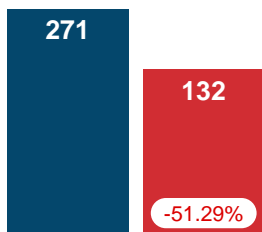
Sale Price



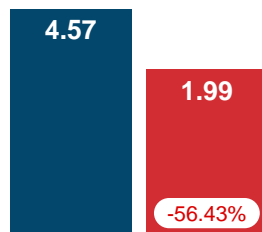
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

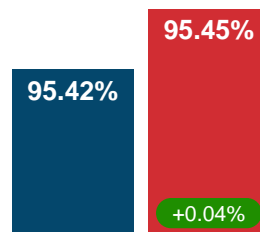
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

