

# January 2021



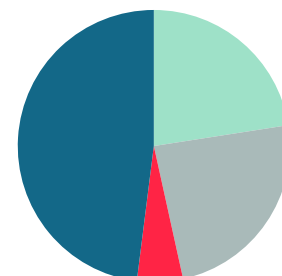
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	168,150	163,500	-2.77%
Median Sale Price	156,500	159,500	1.92%
Median Percent of Selling Price to List Price	96.75%	98.28%	1.59%
Median Days on Market to Sale	28.00	22.50	-19.64%
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.

#### 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 **1.92%** in January 2021 to \$159,500 versus the previous year at \$156,500.

#### Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 5.50 days or **19.64%** in January 2021 compared to last year's same month at **28.00** DOM.

#### Sales Success for January 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 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.

### 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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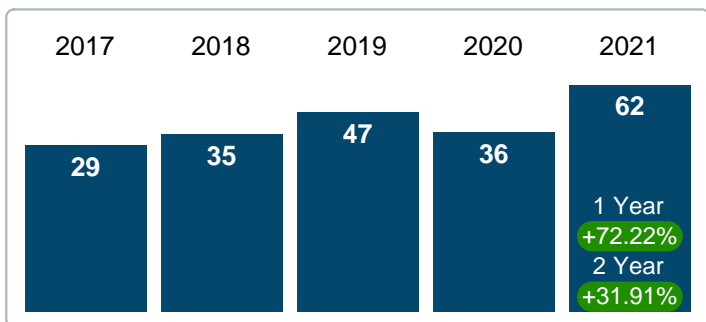
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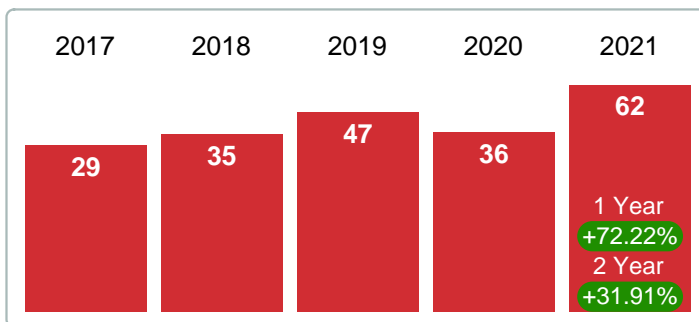
## CLOSED LISTINGS

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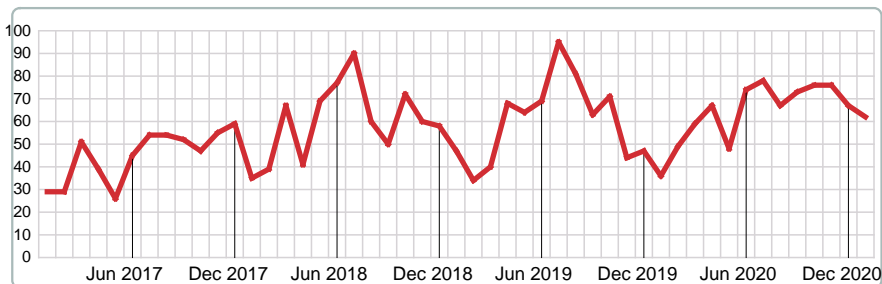
### JANUARY



### YEAR TO DATE (YTD)

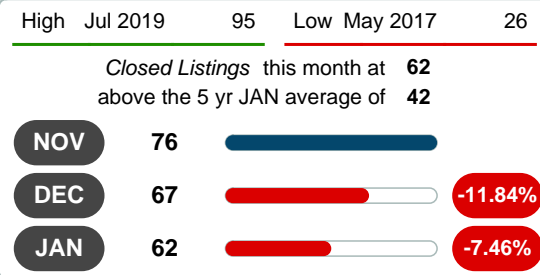


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.45%	48.0	2	1	1	0
\$50,001 - \$75,000	6	9.68%	41.0	4	2	0	0
\$75,001 - \$125,000	12	19.35%	20.5	2	8	2	0
\$125,001 - \$175,000	17	27.42%	3.0	1	14	2	0
\$175,001 - \$225,000	11	17.74%	7.0	0	7	2	2
\$225,001 - \$275,000	4	6.45%	5.5	0	3	1	0
\$275,001 and up	8	12.90%	103.0	0	2	5	1
<b>Total Closed Units</b>	<b>62</b>			<b>9</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,940,600</b>	<b>100%</b>	<b>22.5</b>	<b>616.90K</b>	<b>5.96M</b>	<b>3.22M</b>	<b>1.14M</b>
<b>Median Closed Price</b>	<b>\$159,500</b>			<b>\$59,500</b>	<b>\$159,000</b>	<b>\$225,000</b>	<b>\$225,000</b>

# January 2021



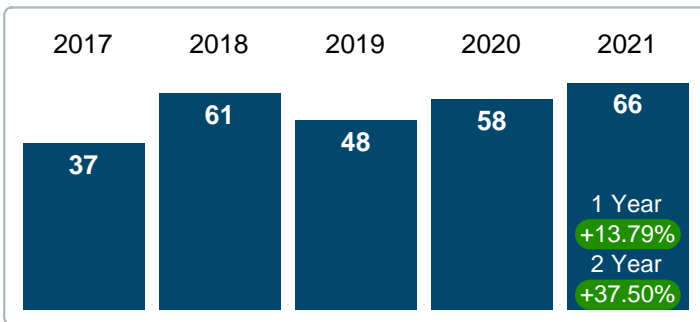
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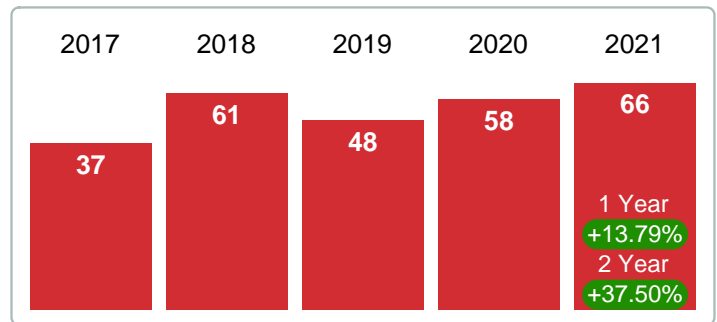
## PENDING LISTINGS

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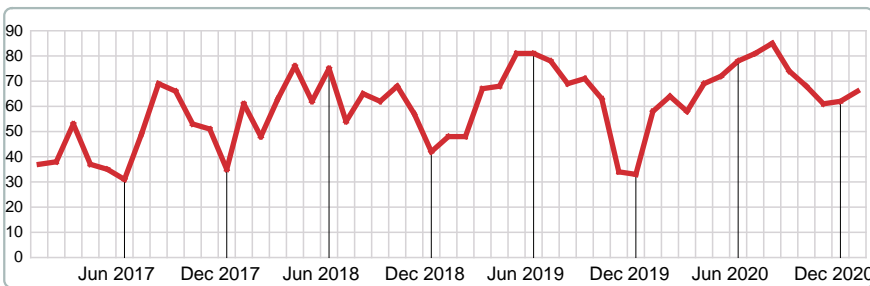
### JANUARY



### YEAR TO DATE (YTD)

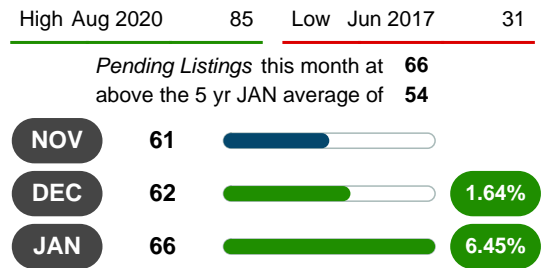


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 54



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.06%	10.5	0	4	0	0
\$75,001 - \$125,000	9	13.64%	7.0	4	5	0	0
\$125,001 - \$150,000	8	12.12%	54.5	0	5	2	1
\$150,001 - \$225,000	21	31.82%	3.0	0	16	4	1
\$225,001 - \$250,000	9	13.64%	17.0	0	5	3	1
\$250,001 - \$425,000	10	15.15%	34.5	0	5	5	0
\$425,001 and up	5	7.58%	19.0	1	3	0	1
<b>Total Pending Units</b>	<b>66</b>			<b>5</b>	<b>43</b>	<b>14</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>15,082,099</b>	<b>100%</b>	<b>18.0</b>	<b>976.40K</b>	<b>8.82M</b>	<b>3.45M</b>	<b>1.83M</b>
<b>Median Listing Price</b>	<b>\$187,250</b>			<b>\$86,500</b>	<b>\$174,900</b>	<b>\$230,400</b>	<b>\$220,000</b>

# January 2021



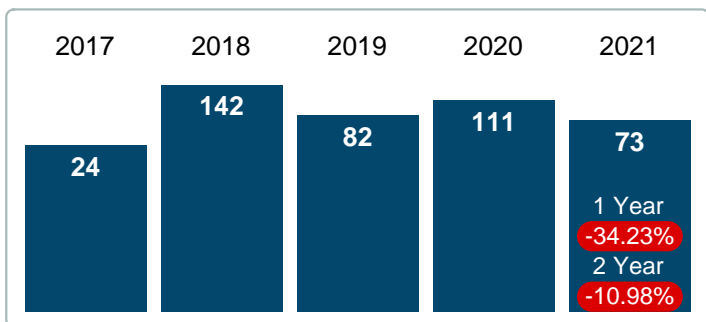
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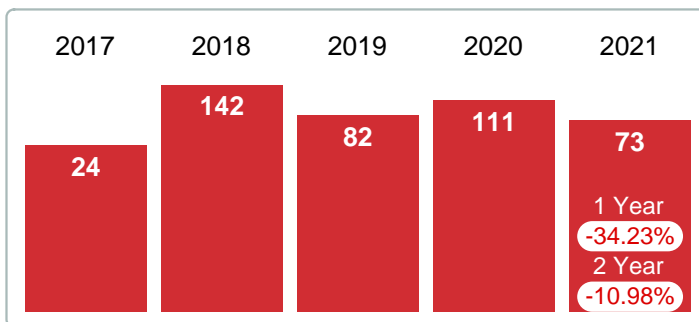
## NEW LISTINGS

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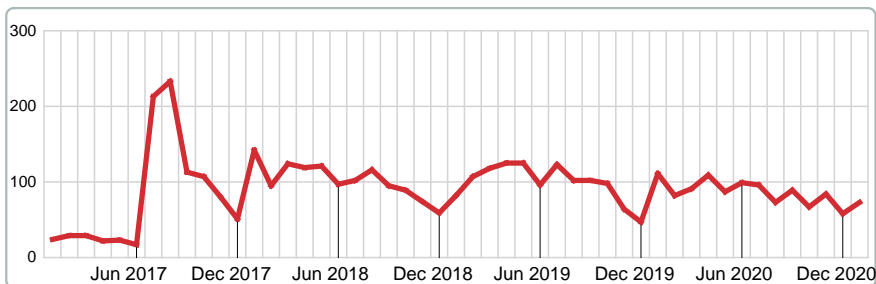
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 86

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 73  
below the 5 yr JAN average of 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
<b>Total New Listed Units</b>	<b>73</b>		<b>8</b>	<b>43</b>	<b>16</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>19,676,033</b>	<b>100%</b>	<b>1.32M</b>	<b>9.80M</b>	<b>5.44M</b>	<b>3.11M</b>
<b>Median New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$90,700</b>	<b>\$189,900</b>	<b>\$292,000</b>	<b>\$344,950</b>

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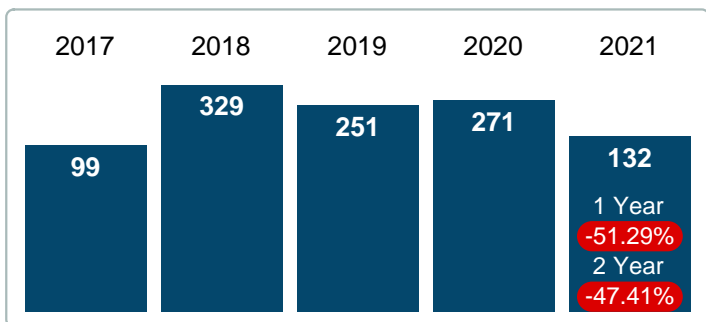
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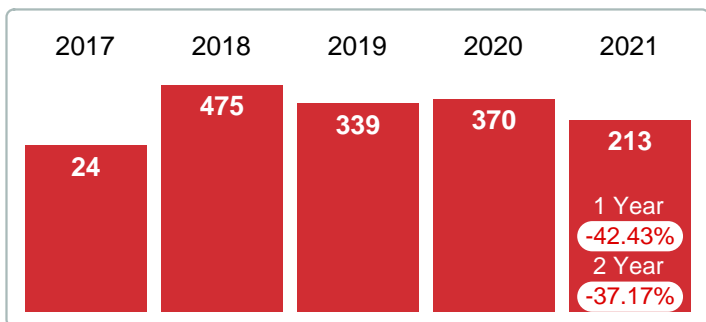
## ACTIVE INVENTORY

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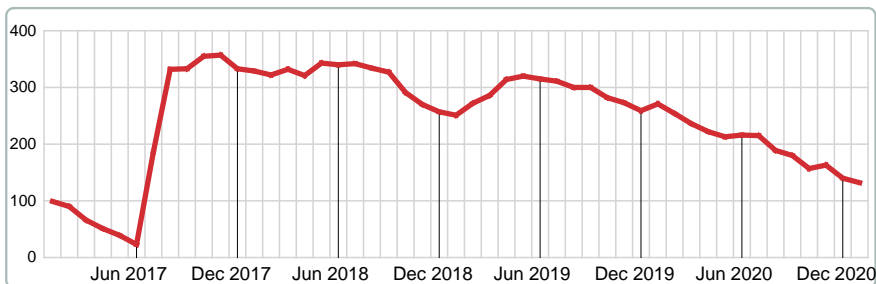
### END OF JANUARY



### ACTIVE DURING JANUARY

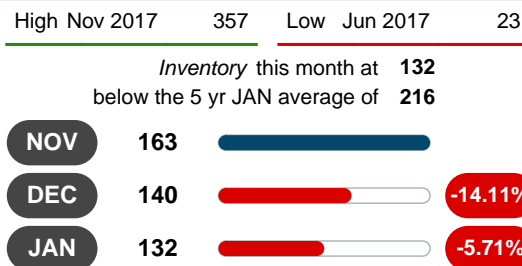


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 216



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	9.09%	130.0	6	5	1	0
\$75,001 - \$100,000	7	5.30%	67.0	3	3	1	0
\$100,001 - \$175,000	26	19.70%	60.5	6	15	4	1
\$175,001 - \$275,000	33	25.00%	74.0	2	22	9	0
\$275,001 - \$450,000	25	18.94%	82.0	3	6	13	3
\$450,001 - \$625,000	13	9.85%	100.0	0	7	3	3
\$625,001 and up	16	12.12%	118.5	0	5	5	6
<b>Total Active Inventory by Units</b>	<b>132</b>			<b>20</b>	<b>63</b>	<b>36</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>51,919,534</b>	<b>100%</b>	<b>79.0</b>	<b>2.81M</b>	<b>17.25M</b>	<b>18.19M</b>	<b>13.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$235,400</b>			<b>\$113,500</b>	<b>\$215,000</b>	<b>\$302,000</b>	<b>\$599,000</b>

# January 2021



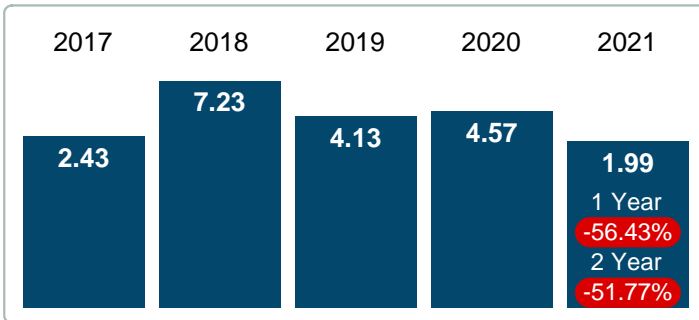
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



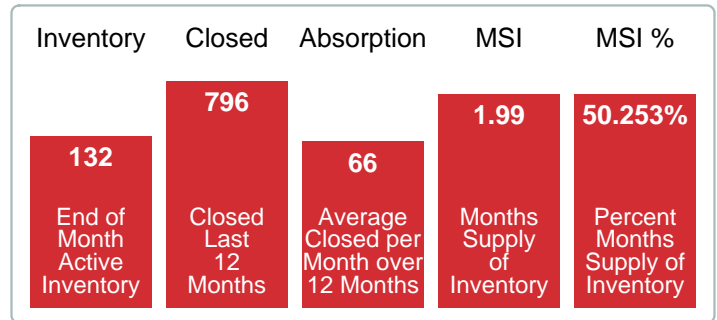
## MONTHS SUPPLY of INVENTORY (MSI)

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

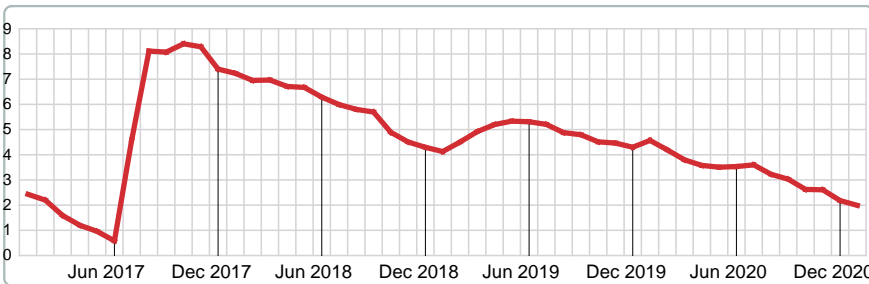
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

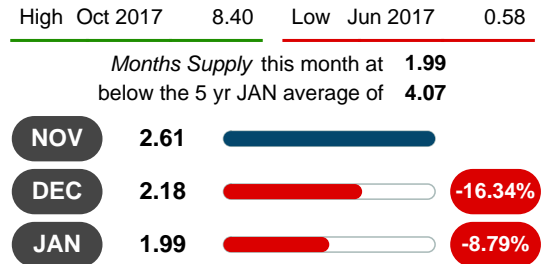


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2021



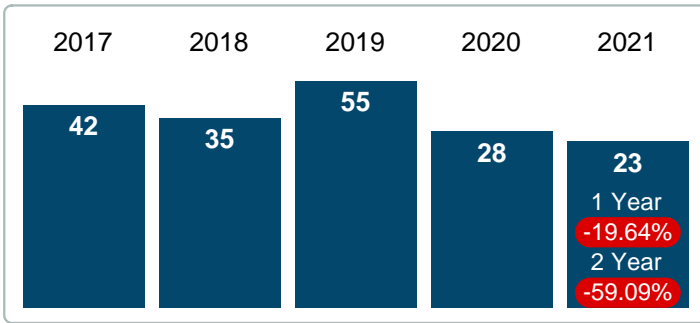
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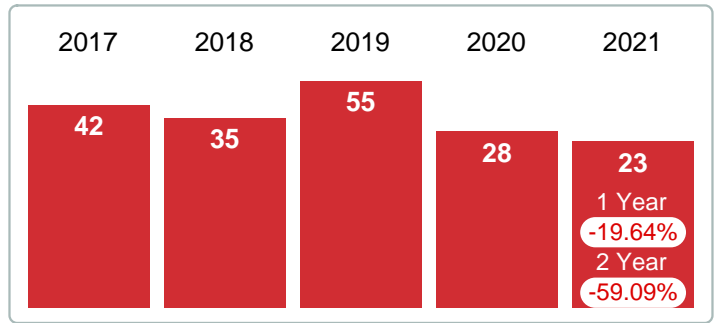
## MEDIAN DAYS ON MARKET TO SALE

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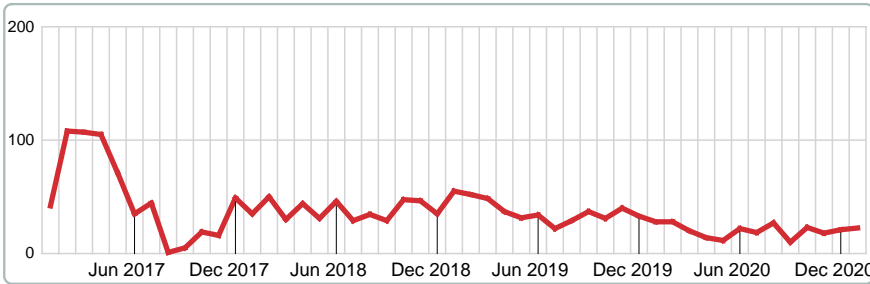
### JANUARY



### YEAR TO DATE (YTD)

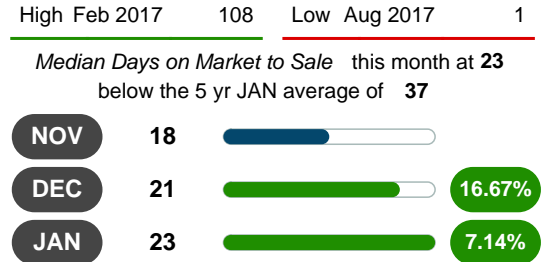


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 37



### 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
\$50,000 and less	6.45%	48	48	194	3	0
\$50,001 - \$75,000	9.68%	41	69	9	0	0
\$75,001 - \$125,000	19.35%	21	9	33	69	0
\$125,001 - \$175,000	27.42%	3	3	3	18	0
\$175,001 - \$225,000	17.74%	7	0	5	167	50
\$225,001 - \$275,000	6.45%	6	0	6	5	0
\$275,001 and up	12.90%	103	0	212	96	67
<b>Median Closed DOM</b>		<b>23</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>22.5</b>	<b>9</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,940,600</b>	<b>616.90K</b>	<b>5.96M</b>	<b>3.22M</b>	<b>1.14M</b>

# January 2021



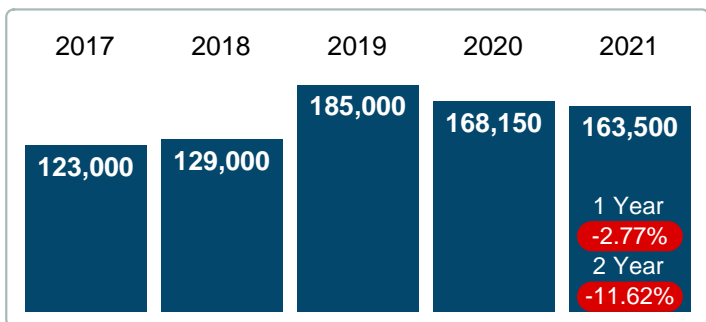
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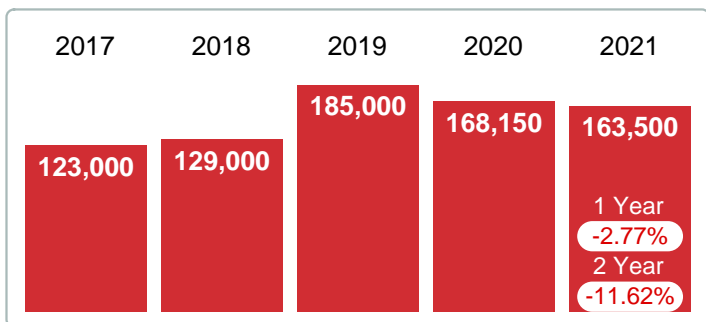
## MEDIAN LIST PRICE AT CLOSING

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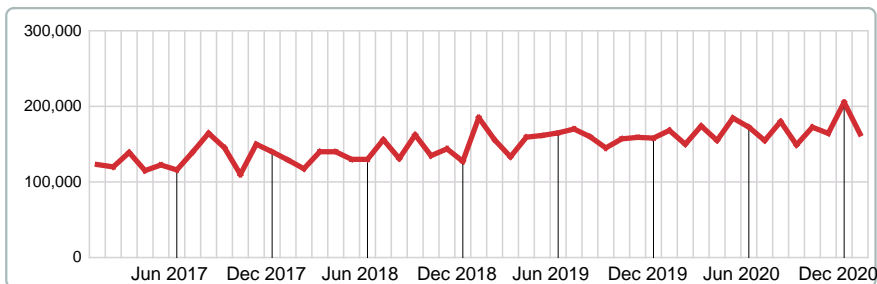
### JANUARY



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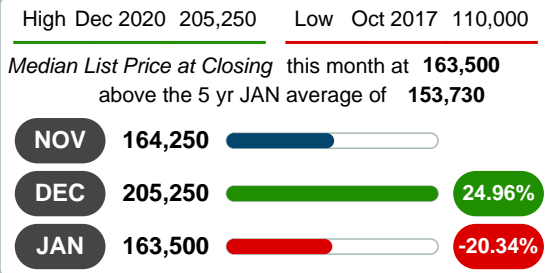


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 153,730



### 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
\$50,000 and less	3	4.84%	40,000	25,000	40,000	43,000	0
\$50,001 - \$75,000	7	11.29%	59,900	59,900	58,950	0	0
\$75,001 - \$125,000	12	19.35%	106,450	89,750	114,450	93,500	0
\$125,001 - \$175,000	16	25.81%	161,200	138,000	159,900	173,500	0
\$175,001 - \$225,000	11	17.74%	205,000	0	200,000	206,000	225,000
\$225,001 - \$275,000	5	8.06%	249,000	0	249,000	250,000	240,000
\$275,001 and up	8	12.90%	387,500	0	362,000	375,000	798,000
Median List Price			163,500	62,500	162,500	225,000	240,000
Total Closed Units		100%	163,500	9	37	13	3
Total Closed Volume			11,467,449	649.90K	6.17M	3.38M	1.26M



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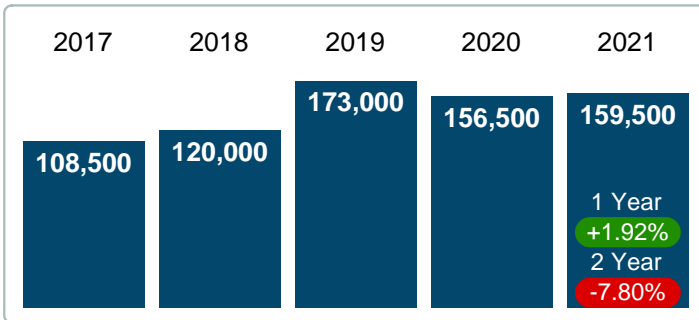
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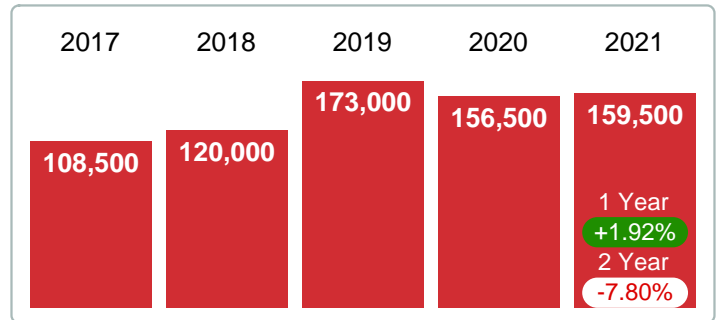
## MEDIAN SOLD PRICE AT CLOSING

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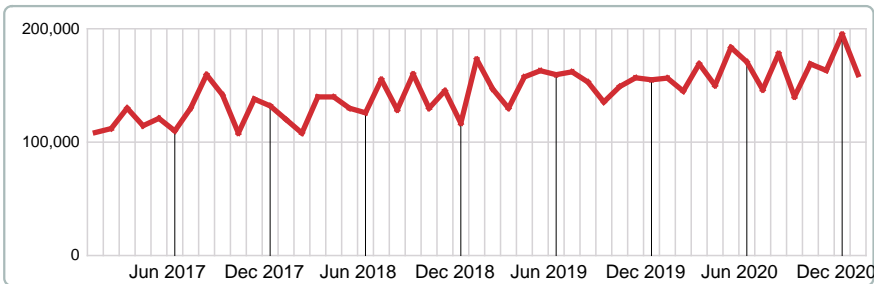
### JANUARY



### YEAR TO DATE (YTD)

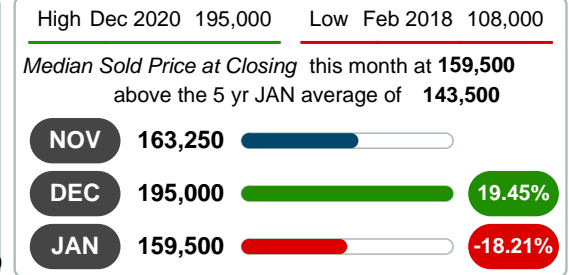


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 143,500



### 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
\$50,000 and less	4	6.45%	38,000	32,000	32,500	43,500	0
\$50,001 - \$75,000	6	9.68%	56,700	58,700	54,200	0	0
\$75,001 - \$125,000	12	19.35%	100,750	89,750	104,000	89,000	0
\$125,001 - \$175,000	17	27.42%	159,000	138,000	157,000	173,500	0
\$175,001 - \$225,000	11	17.74%	203,000	0	202,500	206,000	215,000
\$225,001 - \$275,000	4	6.45%	247,500	0	245,000	250,000	0
\$275,001 and up	8	12.90%	345,000	0	325,000	330,000	710,000
Median Sold Price			159,500	59,500	159,000	225,000	225,000
Total Closed Units		100%	159,500	9	37	13	3
Total Closed Volume			10,940,600	616.90K	5.96M	3.22M	1.14M

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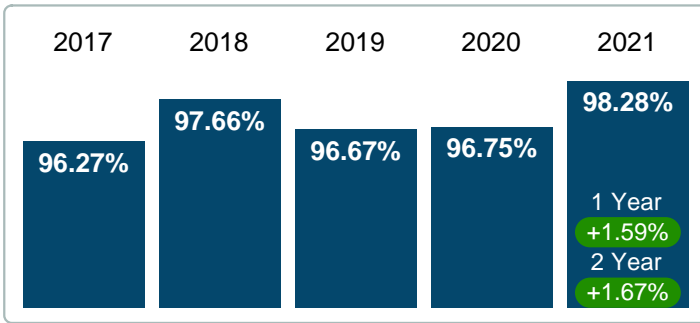
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



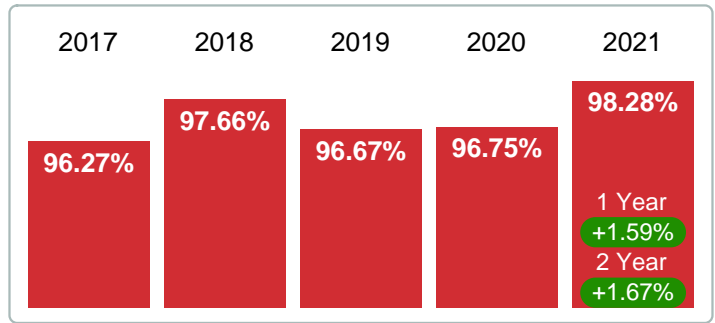
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

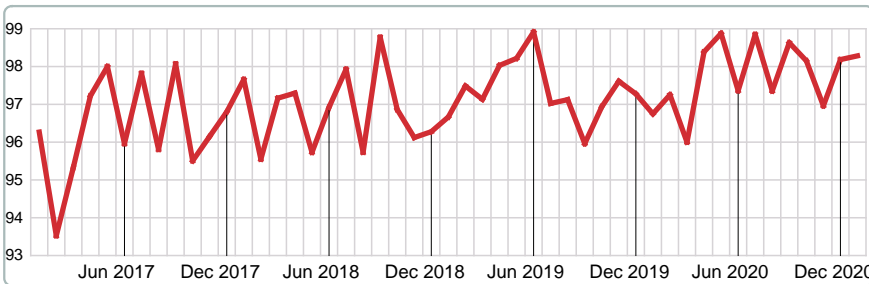
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

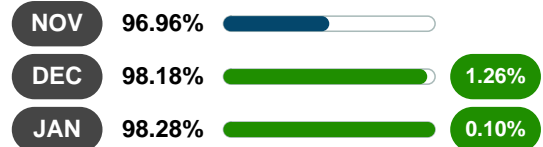


### 3 MONTHS

5 year JAN AVG = 97.12%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.28%**  
above the 5 yr JAN average of **97.12%**



## 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
\$50,000 and less	4	6.45%	85.17%	74.55%	81.25%	101.16%	0.00%
\$50,001 - \$75,000	6	9.68%	95.01%	95.01%	92.69%	0.00%	0.00%
\$75,001 - \$125,000	12	19.35%	98.15%	100.00%	97.88%	95.83%	0.00%
\$125,001 - \$175,000	17	27.42%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	11	17.74%	100.00%	0.00%	100.00%	100.00%	92.71%
\$225,001 - \$275,000	4	6.45%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 and up	8	12.90%	91.00%	0.00%	89.75%	96.17%	88.97%
Median Sold/List Ratio		98.28%		95.20%	98.78%	100.00%	88.97%
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



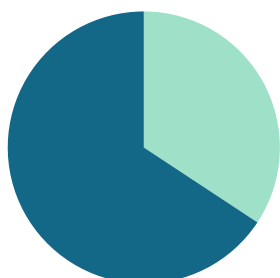
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

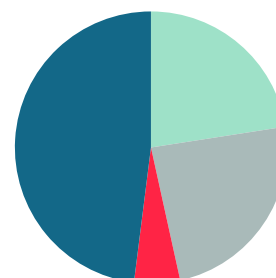


**Inventory**  
 New Listings  
**73 = 34.27%**  
 Start Inventory  
**140**  
 Total Inventory Units  
**213**  
 Volume  
**\$70,831,332**

### 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%
Median List Price	168,150	163,500	-2.77%	168,150	163,500	-2.77%
Median Sale Price	156,500	159,500	1.92%	156,500	159,500	1.92%
Median Percent of Selling Price to List Price	96.75%	98.28%	1.59%	96.75%	98.28%	1.59%
Median Days on Market to Sale	28.00	22.50	-19.64%	28.00	22.50	-19.64%
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

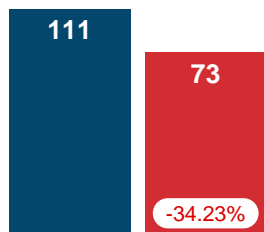
**Inventory** on January 31, 2021 = **132**

**2020** **2021**

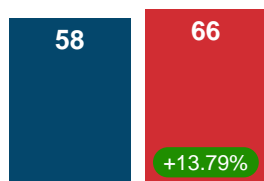
### JANUARY MARKET

### MEDIAN PRICES

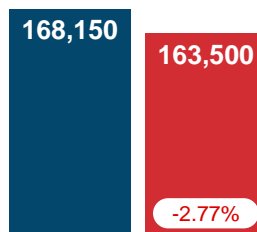
#### New Listings



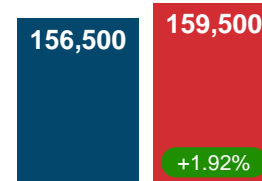
#### Pending Listings



#### List Price



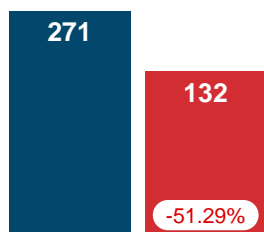
#### Sale Price



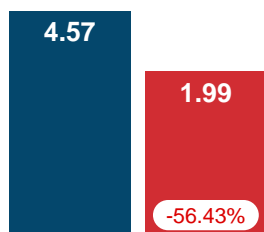
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

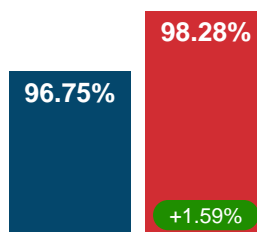
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

