

July 2021



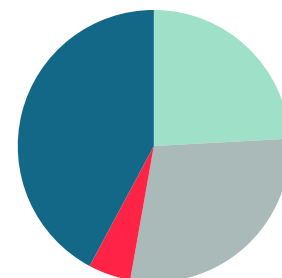
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	78	91	16.67%
Pending Listings	81	108	33.33%
New Listings	96	127	32.29%
Average List Price	193,370	236,245	22.17%
Average Sale Price	185,705	229,265	23.46%
Average Percent of Selling Price to List Price	96.56%	96.47%	-0.09%
Average Days on Market to Sale	37.29	17.05	-54.27%
End of Month Inventory	215	159	-26.05%
Months Supply of Inventory	3.60	2.30	-35.96%



■ Closed (24.14%)
■ Pending (28.65%)
■ Other OffMarket (5.04%)
■ Active (42.18%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of July 31, 2021 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **26.05%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **2.30** 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 **23.46%** in July 2021 to \$229,265 versus the previous year at \$185,705.

Average Days on Market Shortens

The average number of **17.05** days that homes spent on the market before selling decreased by 20.24 days or **54.27%** in July 2021 compared to last year's same month at **37.29** DOM.

Sales Success for July 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 127 New Listings in July 2021, up **32.29%** from last year at 96. Furthermore, there were 91 Closed Listings this month versus last year at 78, a **16.67%** increase.

Closed versus Listed trends yielded a **71.7%** ratio, down from previous year's, July 2020, at **81.3%**, a **11.81%** downswing. This will certainly create pressure on a decreasing Monthly 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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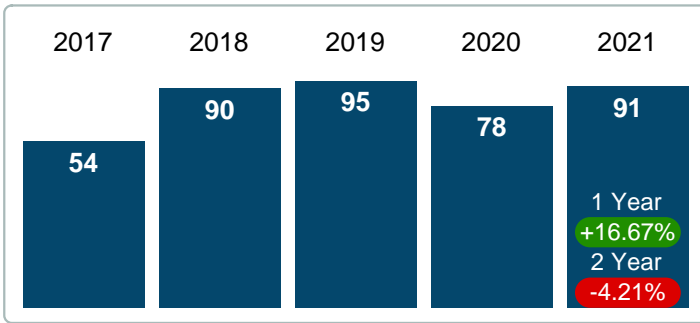
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



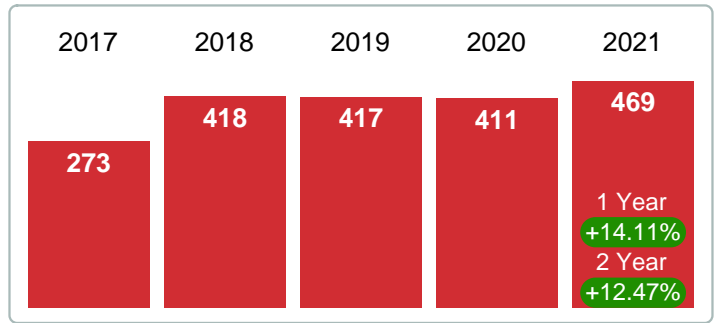
CLOSED LISTINGS

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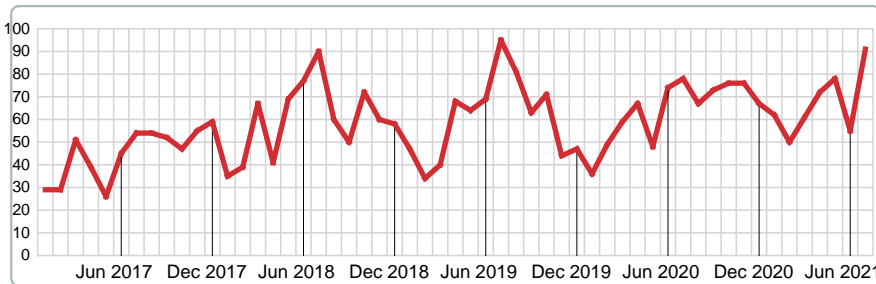
JULY



YEAR TO DATE (YTD)

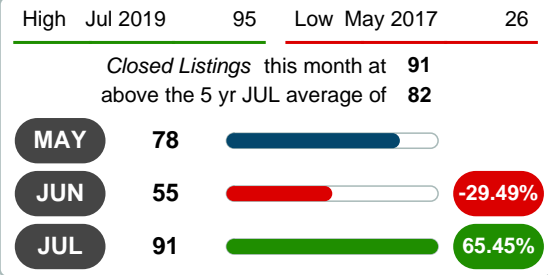


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 82



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	8	8.79%	27.1	2	6	0	0
\$75,001 - \$150,000	12	13.19%	24.5	3	6	2	1
\$150,001 - \$175,000	5	5.49%	8.6	1	3	1	0
\$175,001 - \$225,000	31	34.07%	10.6	0	27	4	0
\$225,001 - \$250,000	9	9.89%	31.4	0	5	4	0
\$250,001 - \$350,000	16	17.58%	16.3	0	7	8	1
\$350,001 and up	10	10.99%	12.4	1	4	3	2
Total Closed Units	91			7	58	22	4
Total Closed Volume	20,863,108	100%	17.1	1.32M	12.31M	5.94M	1.29M
Average Closed Price	\$229,265			\$188,743	\$212,187	\$270,006	\$323,725

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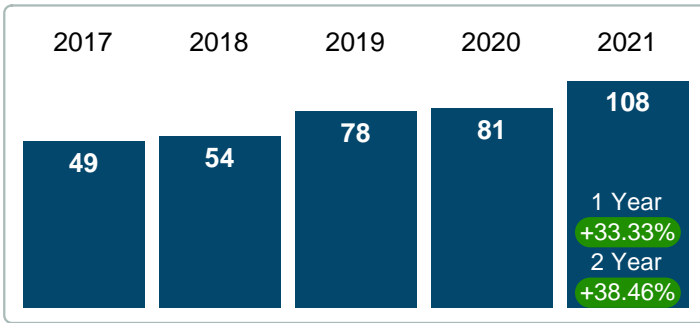
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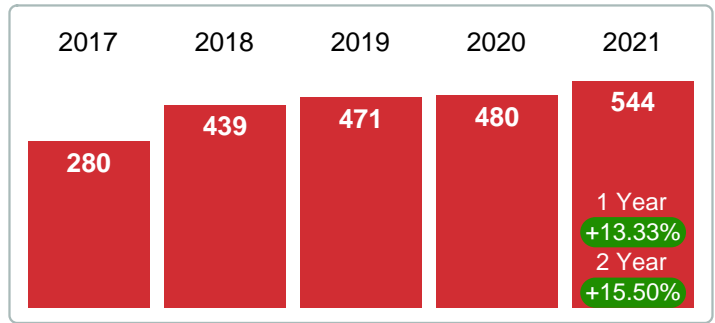
PENDING LISTINGS

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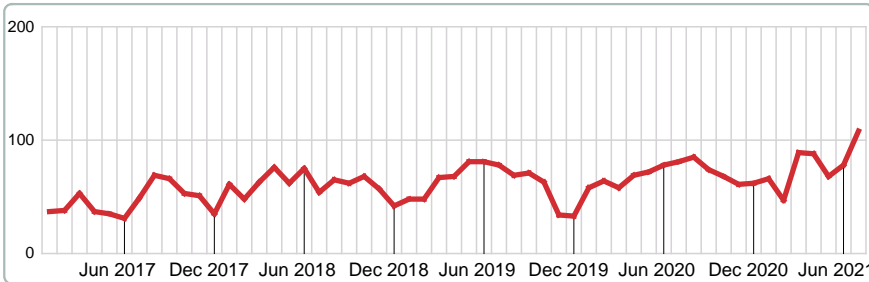
JULY



YEAR TO DATE (YTD)

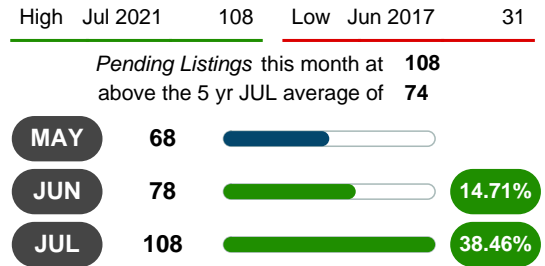


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 74



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	7	6.48%	23.4	6	1	0	0
\$75,001 - \$125,000	9	8.33%	21.2	6	2	1	0
\$125,001 - \$175,000	18	16.67%	13.2	1	14	3	0
\$175,001 - \$225,000	26	24.07%	20.2	0	23	2	1
\$225,001 - \$275,000	20	18.52%	50.8	2	9	8	1
\$275,001 - \$450,000	19	17.59%	22.4	0	10	8	1
\$450,001 and up	9	8.33%	109.6	0	7	2	0
Total Pending Units	108			15	66	24	3
Total Pending Volume	26,097,100	100%	31.8	1.56M	17.03M	6.74M	763.41K
Average Listing Price	\$242,525			\$104,173	\$258,005	\$280,949	\$254,470

July 2021



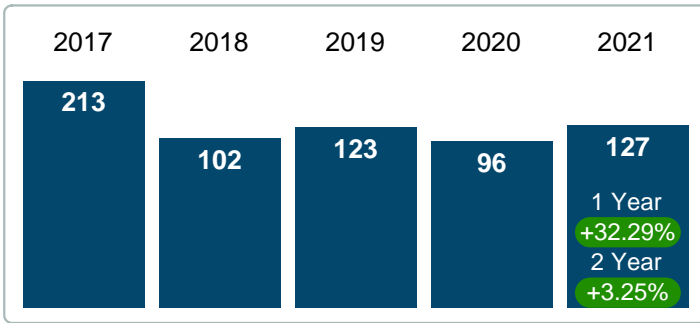
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



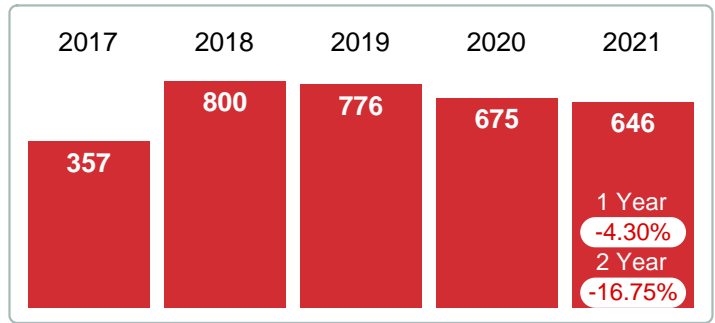
NEW LISTINGS

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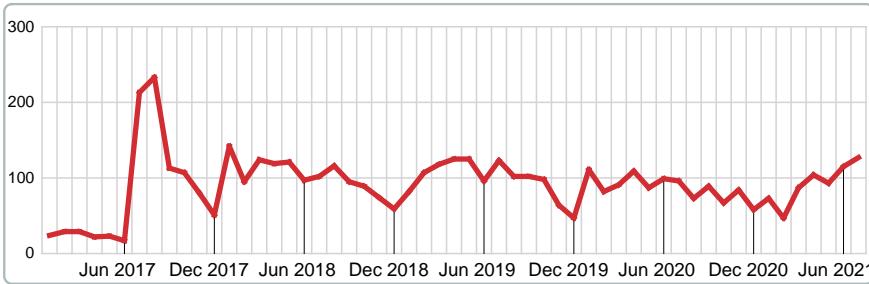
JULY



YEAR TO DATE (YTD)

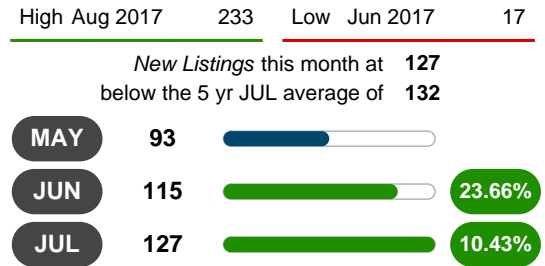


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132



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	4.72%	6	0	0	0
\$75,001 - \$125,000	14	11.02%	4	10	0	0
\$125,001 - \$175,000	25	19.69%	3	20	2	0
\$175,001 - \$250,000	32	25.20%	1	26	4	1
\$250,001 - \$325,000	21	16.54%	3	13	5	0
\$325,001 - \$575,000	17	13.39%	3	5	9	0
\$575,001 and up	12	9.45%	0	6	4	2
Total New Listed Units	127		20	80	24	3
Total New Listed Volume	42,786,310	100%	3.43M	22.74M	11.04M	5.58M
Average New Listed Listing Price	\$268,012		\$171,460	\$284,280	\$459,988	\$1,858,333

July 2021



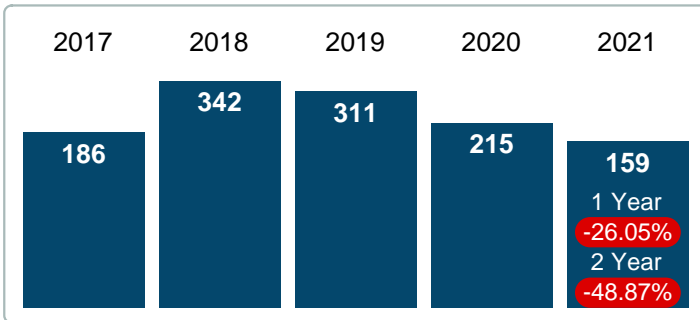
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



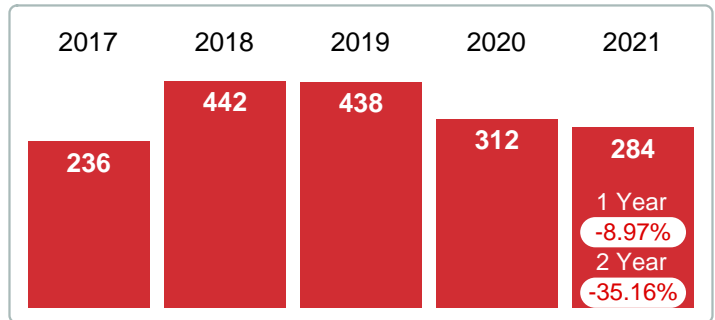
ACTIVE INVENTORY

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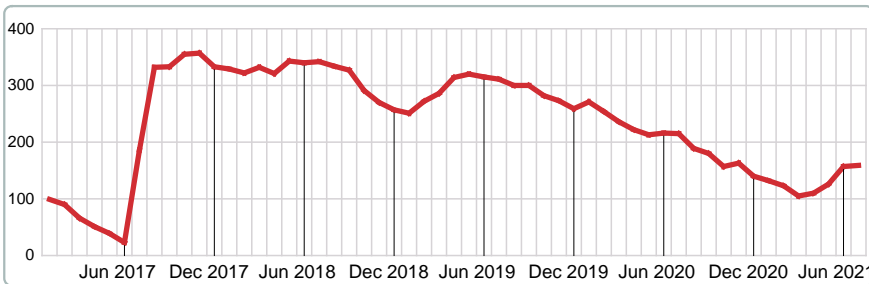
END OF JULY



ACTIVE DURING JULY

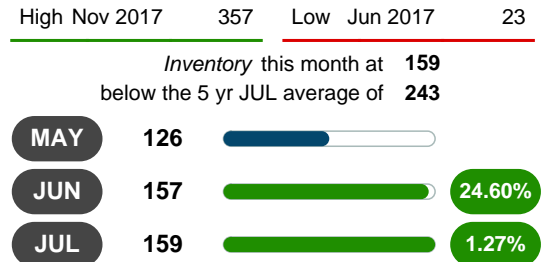


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 243



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	13	8.18%	37.6	7	5	1	0
\$100,001 - \$150,000	26	16.35%	60.4	6	18	2	0
\$150,001 - \$200,000	14	8.81%	41.1	1	11	2	0
\$200,001 - \$325,000	46	28.93%	54.3	7	27	11	1
\$325,001 - \$525,000	24	15.09%	72.3	5	8	11	0
\$525,001 - \$1,000,000	21	13.21%	77.9	0	14	6	1
\$1,000,001 and up	15	9.43%	90.8	1	4	5	5
Total Active Inventory by Units			159	27	87	38	7
Total Active Inventory by Volume			78,993,762	7.30M	36.97M	20.83M	13.89M
Average Active Inventory Listing Price			\$496,816	\$270,222	\$424,953	\$548,209	\$1,984,986

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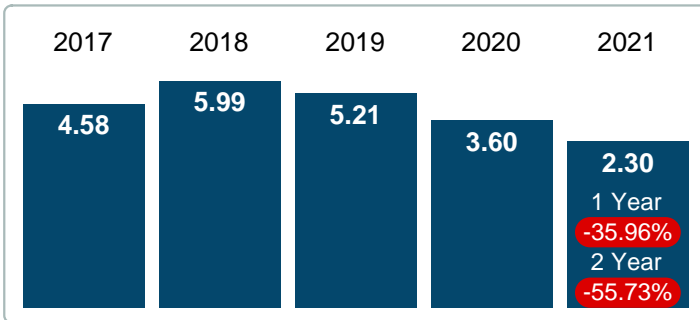
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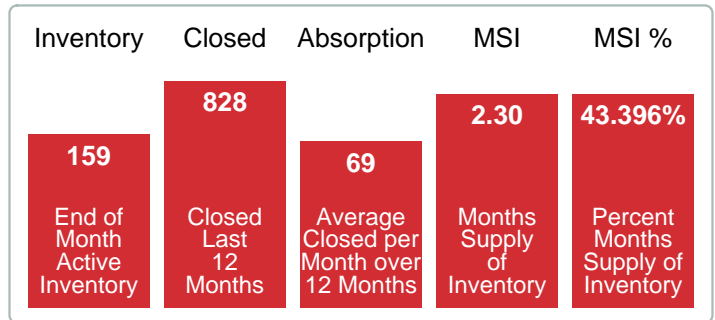
MONTHS SUPPLY of INVENTORY (MSI)

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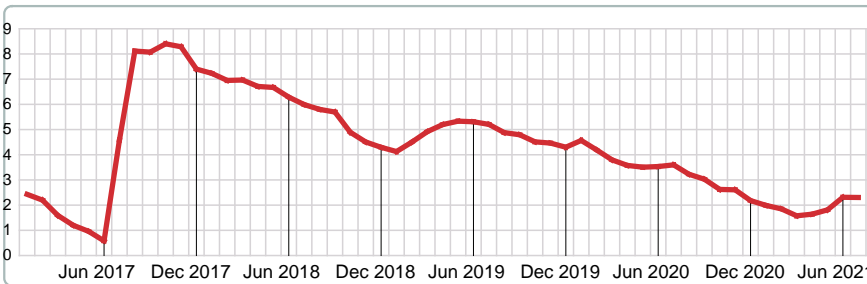
MSI FOR JULY



INDICATORS FOR JULY 2021

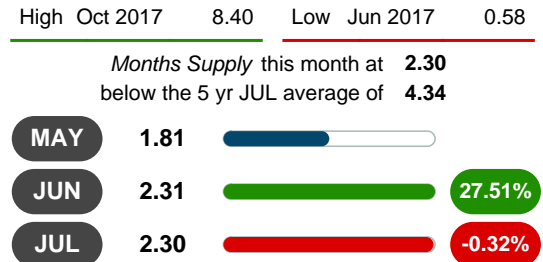


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.34



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	13	8.18%	1.07	1.68	0.74	0.80	0.00
\$100,001 - \$150,000	26	16.35%	1.97	2.18	2.04	1.50	0.00
\$150,001 - \$200,000	14	8.81%	0.85	0.92	0.85	0.96	0.00
\$200,001 - \$325,000	46	28.93%	2.59	16.80	2.15	2.59	2.00
\$325,001 - \$525,000	24	15.09%	3.39	10.00	3.00	4.00	0.00
\$525,001 - \$1,000,000	21	13.21%	10.08	0.00	24.00	12.00	1.20
\$1,000,001 and up	15	9.43%	60.00	0.00	24.00	0.00	60.00
Market Supply of Inventory (MSI)			2.30	2.97	1.95	3.12	2.21
Total Active Inventory by Units		100%	2.30	27	87	38	7

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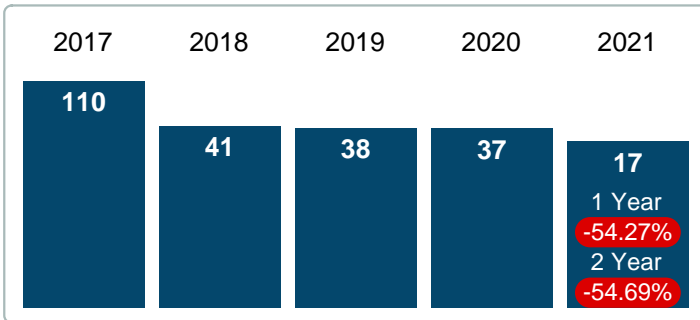
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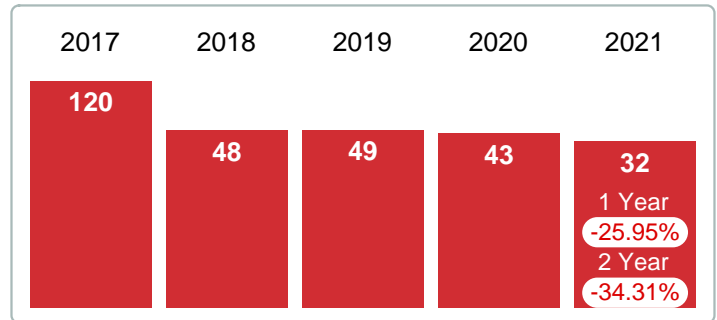
AVERAGE DAYS ON MARKET TO SALE

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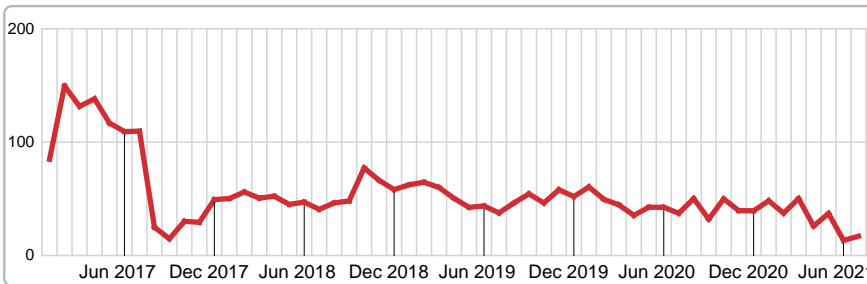
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 48

High Feb 2017 150 Low Jun 2021 13

Average Days on Market to Sale this month at 17 below the 5 yr JUL average of 48



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	8.79%	27	61	16	0	0
\$75,001 - \$150,000	13.19%	25	14	6	103	10
\$150,001 - \$175,000	5.49%	9	17	5	10	0
\$175,001 - \$225,000	34.07%	11	0	12	4	0
\$225,001 - \$250,000	9.89%	31	0	19	47	0
\$250,001 - \$350,000	17.58%	16	0	14	20	1
\$350,001 and up	10.99%	12	7	17	12	7
Average Closed DOM		17	27	13	28	6
Total Closed Units	100%	17	7	58	22	4
Total Closed Volume		20,863,108	1.32M	12.31M	5.94M	1.29M

July 2021



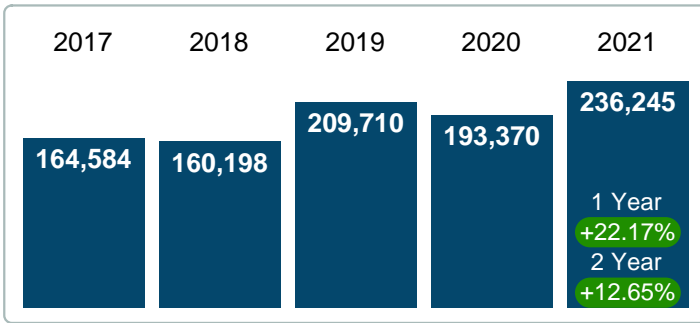
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



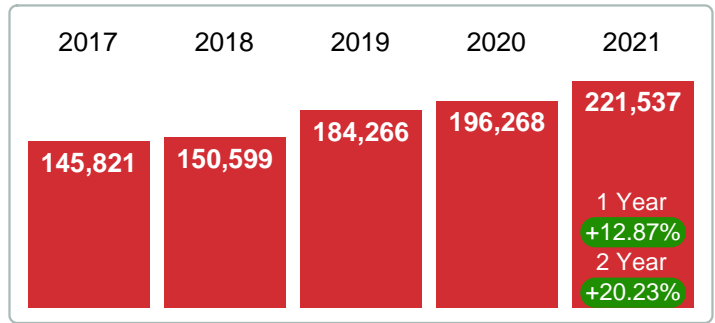
AVERAGE LIST PRICE AT CLOSING

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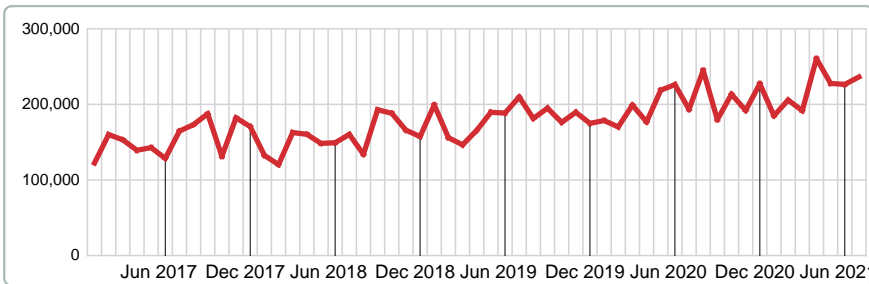
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

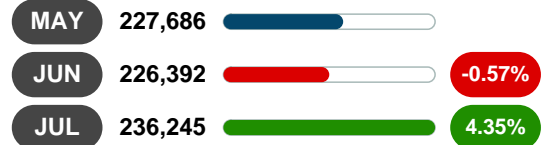


3 MONTHS

5 year JUL AVG = 192,821

High Apr 2021 260,469 Low Feb 2018 120,246

Average List Price at Closing this month at **236,245** above the 5 yr JUL average of **192,821**



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	7.69%	42,886	47,000	47,700	0	0
\$75,001 - \$150,000	13.19%	115,250	134,967	121,367	109,950	129,900
\$150,001 - \$175,000	4.40%	162,450	175,000	168,267	159,900	0
\$175,001 - \$225,000	34.07%	201,995	0	204,991	207,824	0
\$225,001 - \$250,000	9.89%	237,627	0	238,600	251,386	0
\$250,001 - \$350,000	18.68%	284,584	0	295,071	295,504	269,500
\$350,001 and up	12.09%	538,809	750,000	581,750	501,667	474,950
Average List Price		236,245	203,414	217,922	276,622	337,325
Total Closed Units	100%	236,245	7	58	22	4
Total Closed Volume		21,498,325	1.42M	12.64M	6.09M	1.35M

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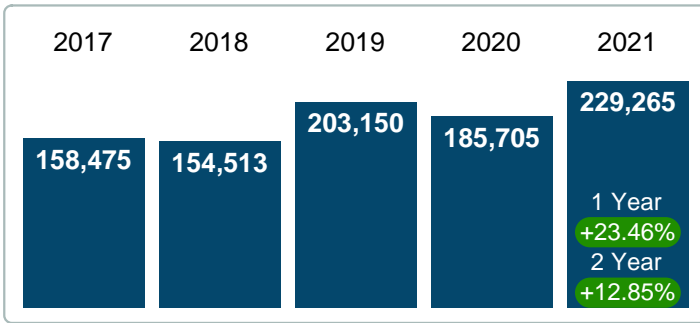
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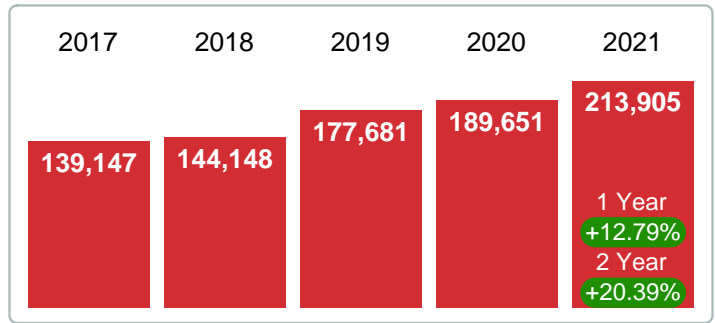
AVERAGE SOLD PRICE AT CLOSING

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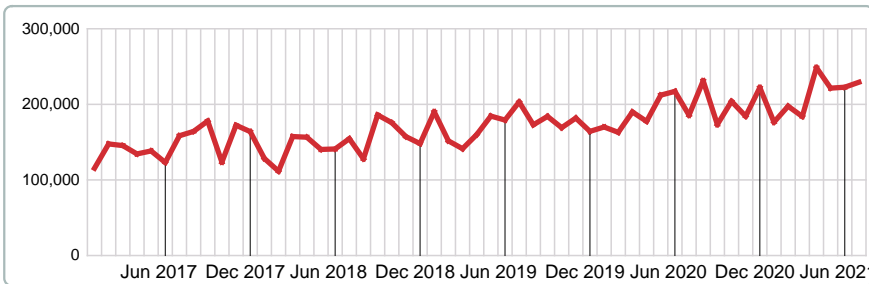
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

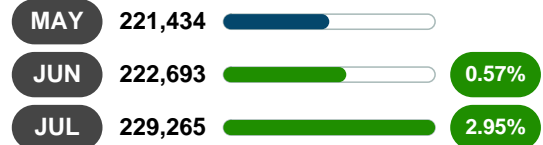


3 MONTHS

5 year JUL AVG = 186,221

High Apr 2021 248,616 Low Feb 2018 111,591

Average Sold Price at Closing this month at **229,265** above the 5 yr JUL average of **186,221**



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	8.79%	41,250	47,000	39,333	0	0
\$75,001 - \$150,000	13.19%	115,975	124,067	113,267	105,000	129,900
\$150,001 - \$175,000	5.49%	161,580	165,000	161,300	159,000	0
\$175,001 - \$225,000	34.07%	200,691	0	200,393	202,699	0
\$225,001 - \$250,000	9.89%	237,927	0	237,800	238,086	0
\$250,001 - \$350,000	17.58%	287,016	0	286,321	291,000	260,000
\$350,001 and up	10.99%	537,850	690,000	575,875	493,333	452,500
Average Sold Price		229,265	188,743	212,187	270,006	323,725
Total Closed Units	100%	229,265	7	58	22	4
Total Closed Volume		20,863,108	1.32M	12.31M	5.94M	1.29M

July 2021



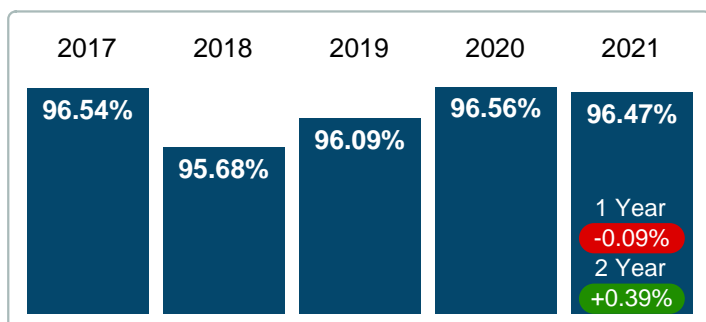
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



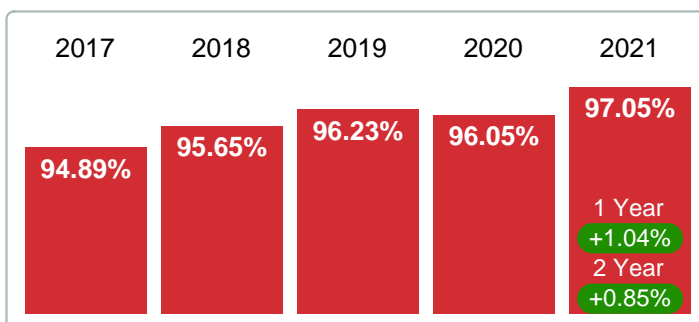
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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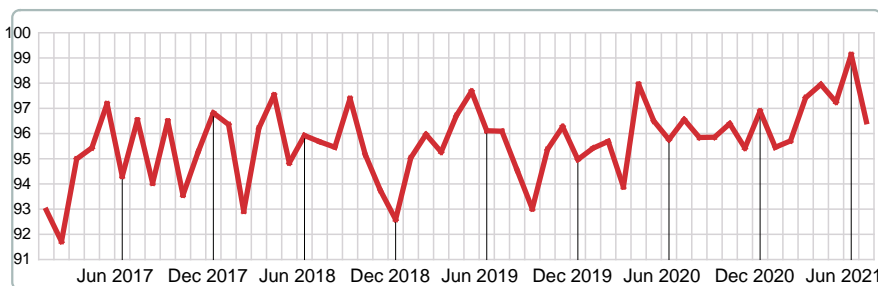
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

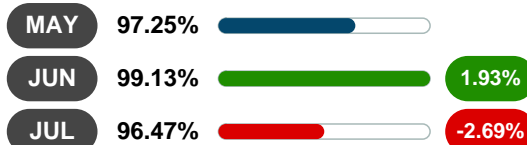


3 MONTHS

5 year JUL AVG = 96.27%

High Jun 2021 99.13% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.47%** equal to 5 yr JUL average of **96.27%**



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	8	8.79%	88.44%	100.00%	84.59%	0.00%	0.00%
\$75,001 - \$150,000	12	13.19%	94.29%	93.65%	92.93%	96.46%	100.00%
\$150,001 - \$175,000	5	5.49%	96.64%	94.29%	96.50%	99.44%	0.00%
\$175,001 - \$225,000	31	34.07%	97.85%	0.00%	97.87%	97.68%	0.00%
\$225,001 - \$250,000	9	9.89%	97.65%	0.00%	99.66%	95.15%	0.00%
\$250,001 - \$350,000	16	17.58%	98.08%	0.00%	97.73%	98.58%	96.47%
\$350,001 and up	10	10.99%	97.51%	92.00%	98.52%	98.87%	96.19%
Average Sold/List Ratio		96.50%		95.32%	96.10%	97.68%	97.22%
Total Closed Units		91	100%	7	58	22	4
Total Closed Volume		20,863,108		1.32M	12.31M	5.94M	1.29M

July 2021



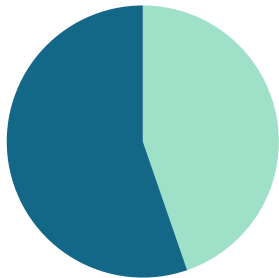
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

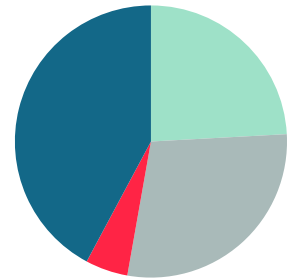


Inventory
 New Listings
127 = 44.72%
 Start Inventory
157
 Total Inventory Units
284
 Volume
\$112,667,152

Market Activity

Closed Sales
91 = 24.14%
 Pending Sales
108 = 28.65%
 Other Off Market
19 = 5.04%
 Active Inventory
159 = 42.18%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	91	16.67%	411	469	14.11%
Pending Sales	81	108	33.33%	480	544	13.33%
New Listings	96	127	32.29%	675	646	-4.30%
Average List Price	193,370	236,245	22.17%	196,268	221,537	12.87%
Average Sale Price	185,705	229,265	23.46%	189,651	213,905	12.79%
Average Percent of Selling Price to List Price	96.56%	96.47%	-0.09%	96.05%	97.05%	1.04%
Average Days on Market to Sale	37.29	17.05	-54.27%	43.13	31.94	-25.95%
Monthly Inventory	215	159	-26.05%	215	159	-26.05%
Months Supply of Inventory	3.60	2.30	-35.96%	3.60	2.30	-35.96%

Absorption: Last 12 months, an Average of **69** Sales/Month

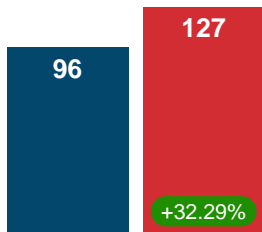
Inventory on July 31, 2021 = **159**

2020 **2021**

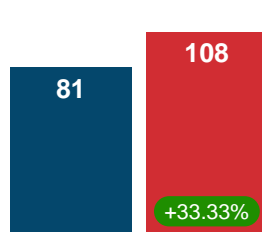
JULY MARKET

AVERAGE PRICES

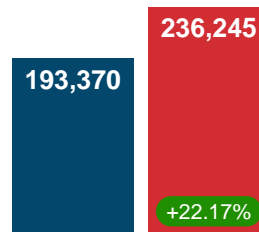
New Listings



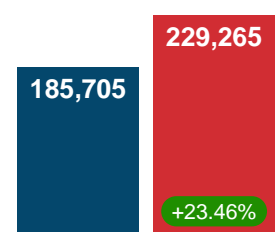
Pending Listings



List Price



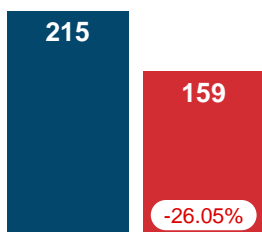
Sale Price



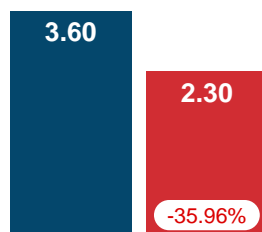
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

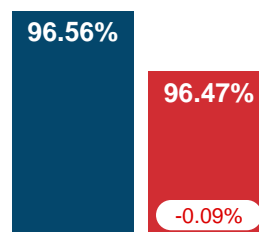
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

