

July 2021



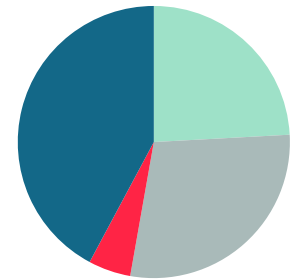
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	154,750	210,000	35.70%
Median Sale Price	146,250	202,500	38.46%
Median Percent of Selling Price to List Price	98.85%	100.00%	1.16%
Median Days on Market to Sale	18.50	5.00	-72.97%
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.

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 **38.46%** in July 2021 to \$202,500 versus the previous year at \$146,250.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 13.50 days or **72.97%** in July 2021 compared to last year's same month at **18.50** DOM.

Sales Success for July 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 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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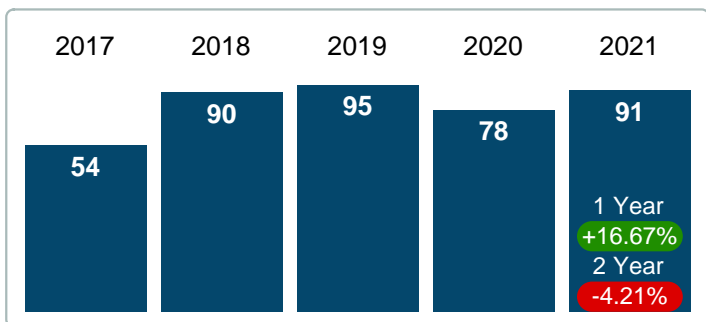
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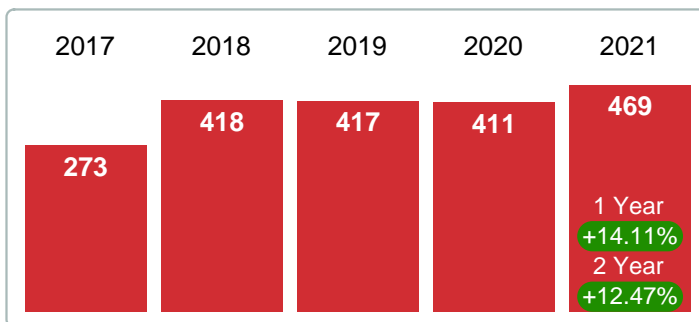
CLOSED LISTINGS

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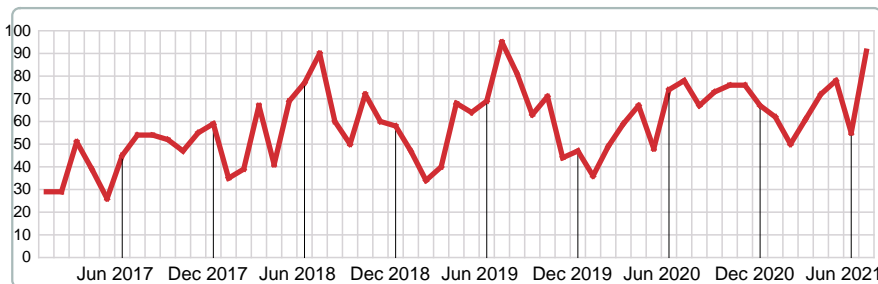
JULY



YEAR TO DATE (YTD)

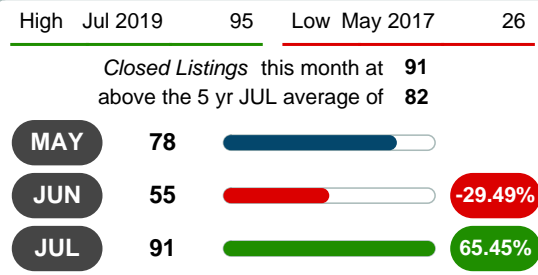


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 82



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.79%	8.0	2	6	0	0
\$75,001 - \$150,000	12	13.19%	9.0	3	6	2	1
\$150,001 - \$175,000	5	5.49%	8.0	1	3	1	0
\$175,001 - \$225,000	31	34.07%	2.0	0	27	4	0
\$225,001 - \$250,000	9	9.89%	8.0	0	5	4	0
\$250,001 - \$350,000	16	17.58%	5.0	0	7	8	1
\$350,001 and up	10	10.99%	6.0	1	4	3	2
Total Closed Units	91			7	58	22	4
Total Closed Volume	20,863,108	100%	5.0	1.32M	12.31M	5.94M	1.29M
Median Closed Price	\$202,500			\$112,200	\$200,000	\$254,072	\$310,000

July 2021



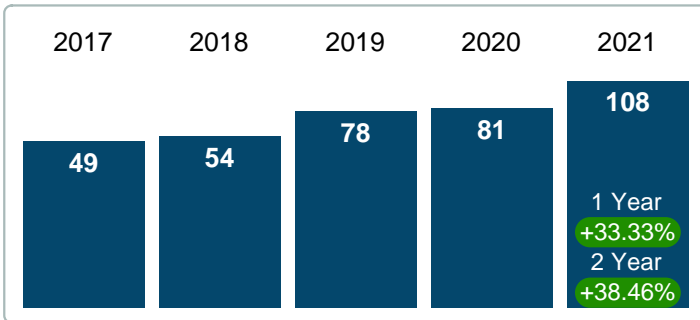
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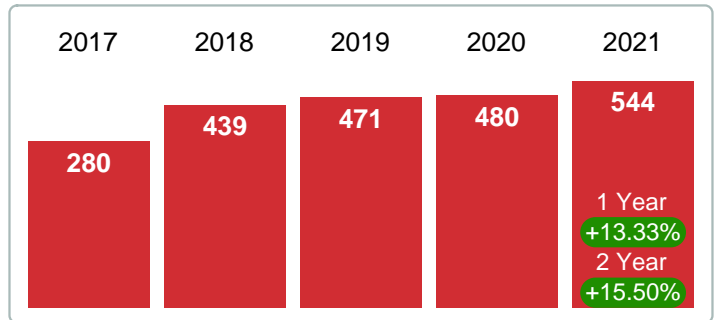
PENDING LISTINGS

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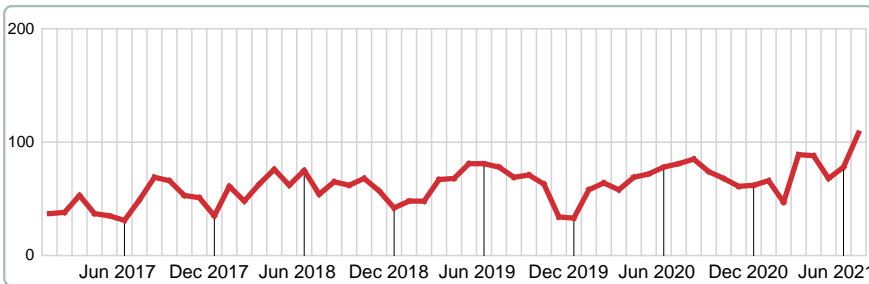
JULY



YEAR TO DATE (YTD)

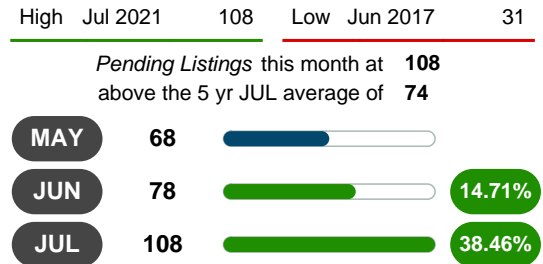


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.48%	13.0	6	1	0	0
\$75,001 - \$125,000	9	8.33%	9.0	6	2	1	0
\$125,001 - \$175,000	18	16.67%	6.5	1	14	3	0
\$175,001 - \$225,000	26	24.07%	5.5	0	23	2	1
\$225,001 - \$275,000	20	18.52%	18.5	2	9	8	1
\$275,001 - \$450,000	19	17.59%	8.0	0	10	8	1
\$450,001 and up	9	8.33%	60.0	0	7	2	0
Total Pending Units	108			15	66	24	3
Total Pending Volume	26,097,100	100%	10.5	1.56M	17.03M	6.74M	763.41K
Median Listing Price	\$215,000			\$84,900	\$215,000	\$255,000	\$269,410

July 2021



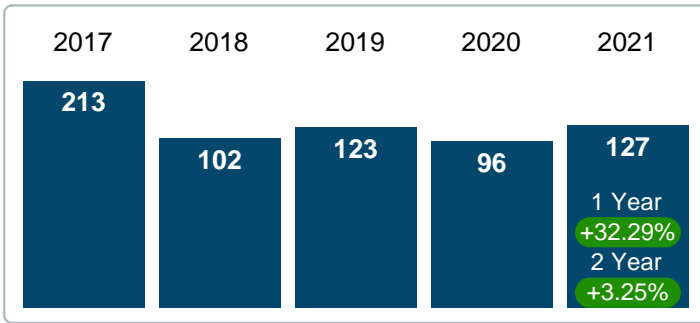
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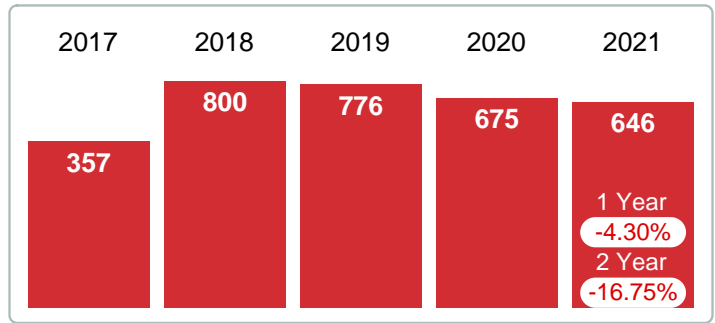
NEW LISTINGS

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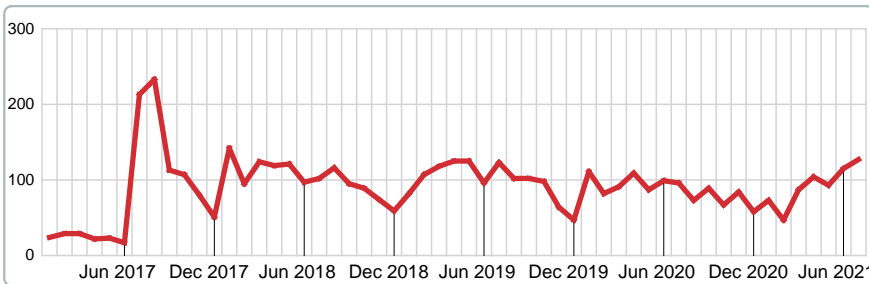
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 127
 below the 5 yr JUL average of 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
Median New Listed Listing Price	\$219,000		\$108,500	\$202,500	\$357,500	\$1,490,000

July 2021



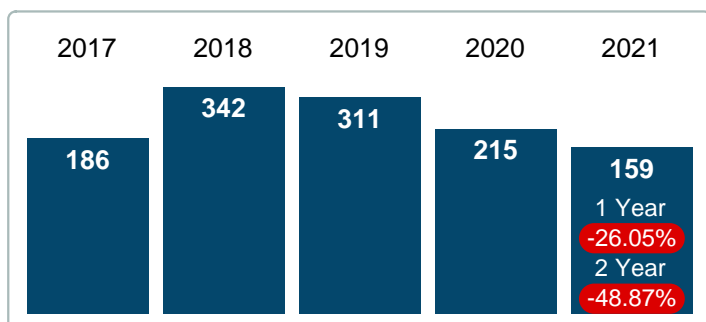
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



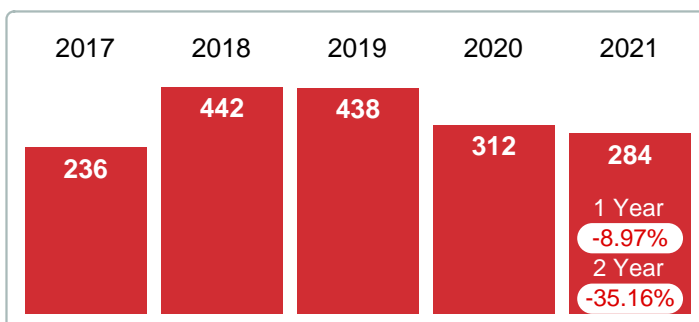
ACTIVE INVENTORY

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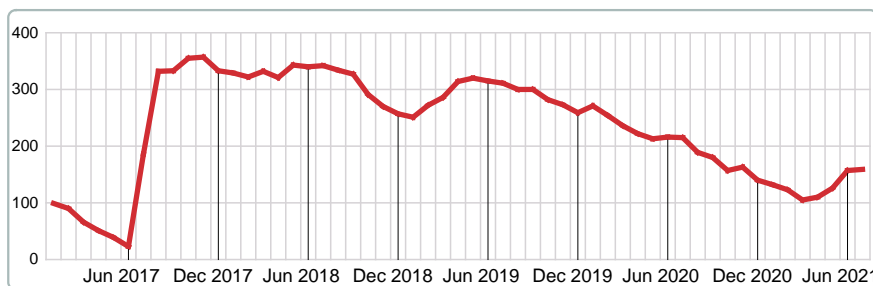
END OF JULY



ACTIVE DURING JULY

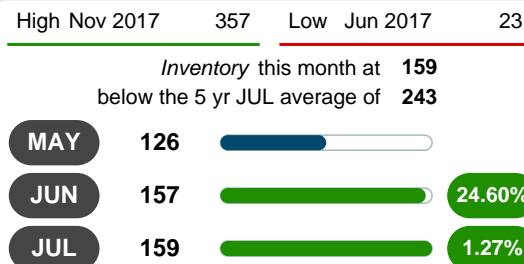


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 243



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	8.18%	22.0	7	5	1	0
\$100,001 - \$150,000	26	16.35%	29.5	6	18	2	0
\$150,001 - \$200,000	14	8.81%	22.0	1	11	2	0
\$200,001 - \$325,000	46	28.93%	32.0	7	27	11	1
\$325,001 - \$525,000	24	15.09%	47.0	5	8	11	0
\$525,001 - \$1,000,000	21	13.21%	38.0	0	14	6	1
\$1,000,001 and up	15	9.43%	68.0	1	4	5	5
Total Active Inventory by Units	159			27	87	38	7
Total Active Inventory by Volume	78,993,762	100%	36.0	7.30M	36.97M	20.83M	13.89M
Median Active Inventory Listing Price	\$269,000			\$175,000	\$239,000	\$367,000	\$1,400,000

July 2021



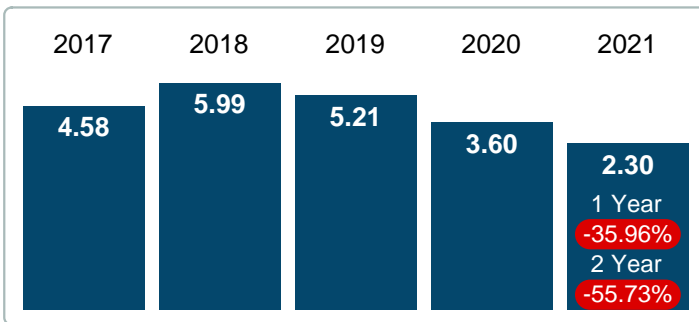
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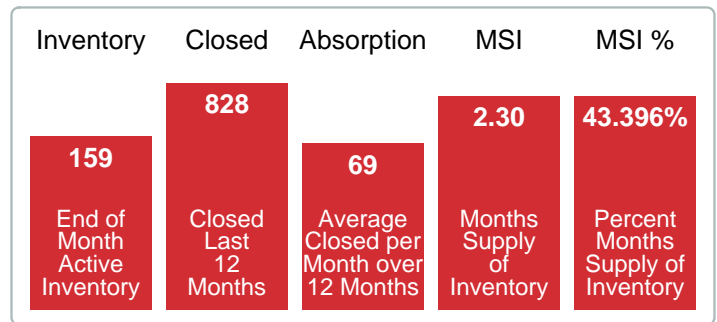
MONTHS SUPPLY of INVENTORY (MSI)

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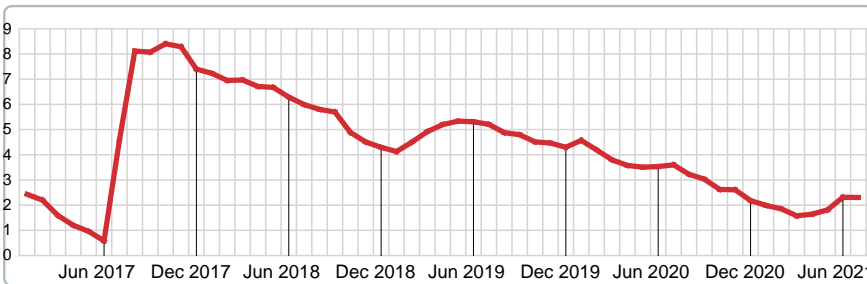
MSI FOR JULY



INDICATORS FOR JULY 2021

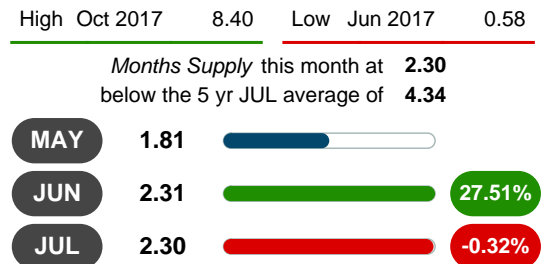


5 YEAR MARKET ACTIVITY TRENDS



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

July 2021



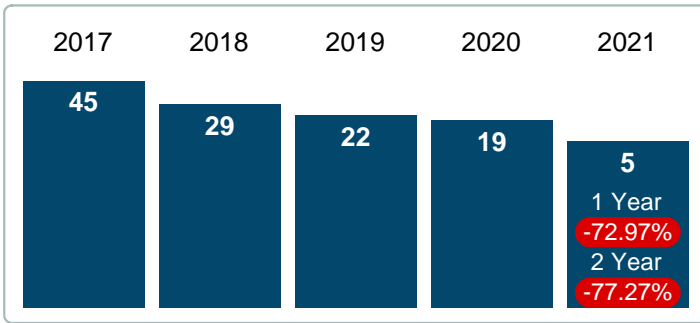
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



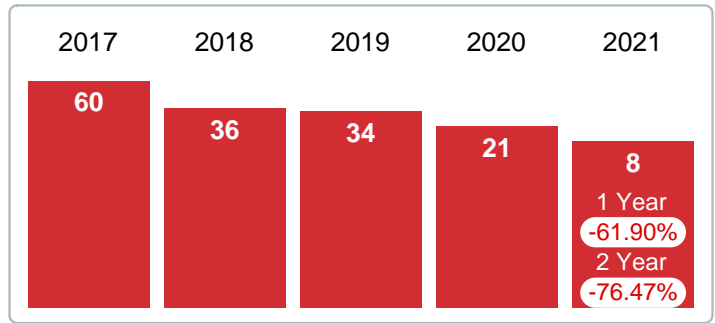
MEDIAN DAYS ON MARKET TO SALE

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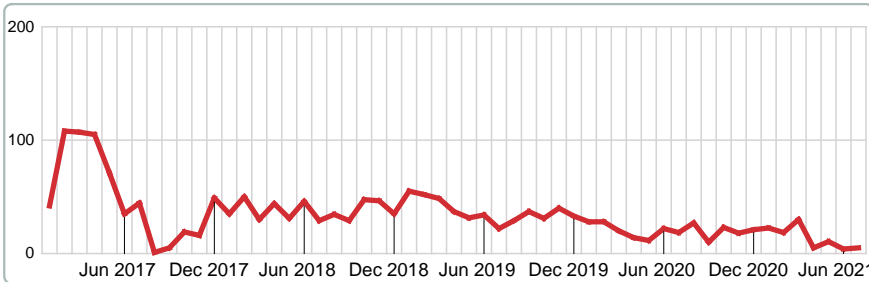
JULY



YEAR TO DATE (YTD)

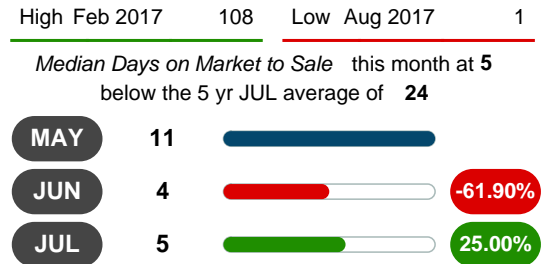


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 24



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
\$75,000 and less	8.79%	8	61	7	0	0
\$75,001 - \$150,000	13.19%	9	12	5	103	10
\$150,001 - \$175,000	5.49%	8	17	4	10	0
\$175,001 - \$225,000	34.07%	2	0	2	4	0
\$225,001 - \$250,000	9.89%	8	0	8	24	0
\$250,001 - \$350,000	17.58%	5	0	6	6	1
\$350,001 and up	10.99%	6	7	5	5	7
Median Closed DOM		5	17	4	6	7
Total Closed Units	100%	91	7	58	22	4
Total Closed Volume		20,863,108	1.32M	12.31M	5.94M	1.29M

July 2021



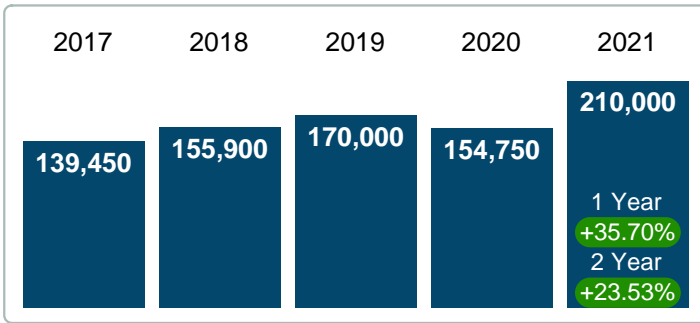
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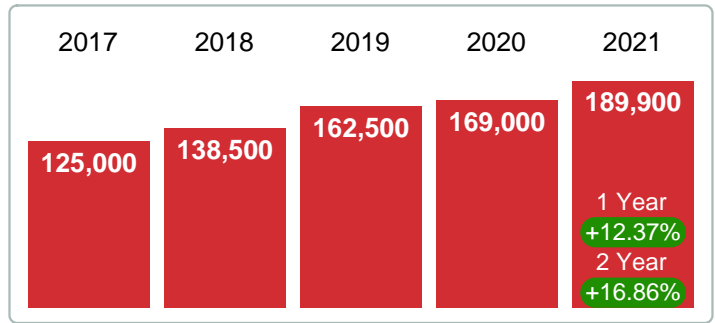
MEDIAN LIST PRICE AT CLOSING

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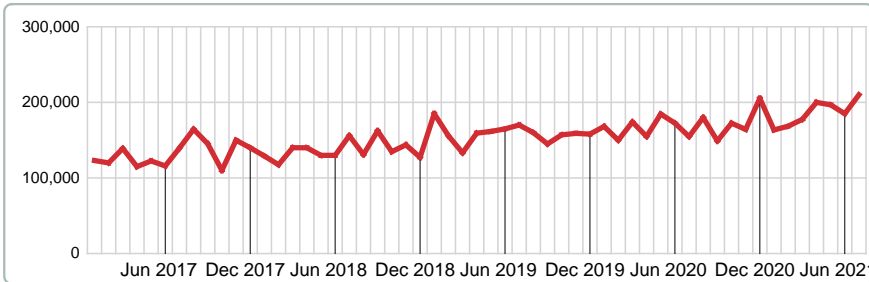
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

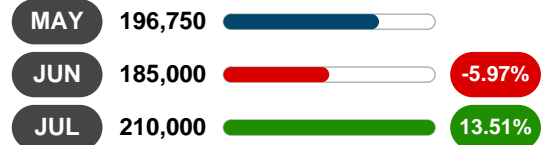


3 MONTHS

5 year JUL AVG = 166,020

High Jul 2021 210,000 Low Oct 2017 110,000

Median List Price at Closing this month at **210,000**
above the 5 yr JUL average of **166,020**



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
\$75,000 and less	7	7.69%	38,000	47,000	38,000	0	0
\$75,001 - \$150,000	12	13.19%	120,000	112,500	125,000	109,950	129,900
\$150,001 - \$175,000	4	4.40%	159,950	175,000	157,450	159,900	0
\$175,001 - \$225,000	31	34.07%	199,900	179,900	199,950	206,750	0
\$225,001 - \$250,000	9	9.89%	239,000	0	239,000	235,822	0
\$250,001 - \$350,000	17	18.68%	270,000	0	279,000	274,500	269,500
\$350,001 and up	11	12.09%	409,000	750,000	409,000	400,000	474,950
Median List Price			210,000	115,000	202,500	261,067	314,750
Total Closed Units		100%	210,000	7	58	22	4
Total Closed Volume			21,498,325	1.42M	12.64M	6.09M	1.35M

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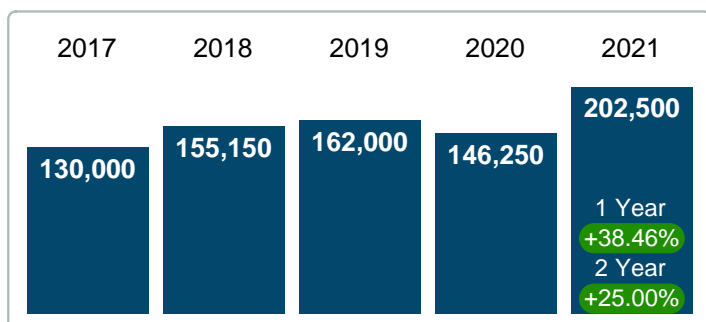
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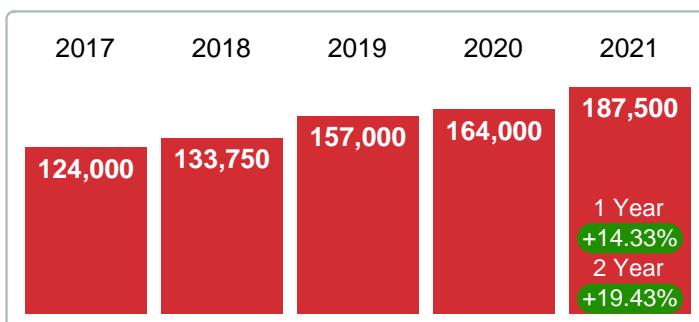
MEDIAN SOLD PRICE AT CLOSING

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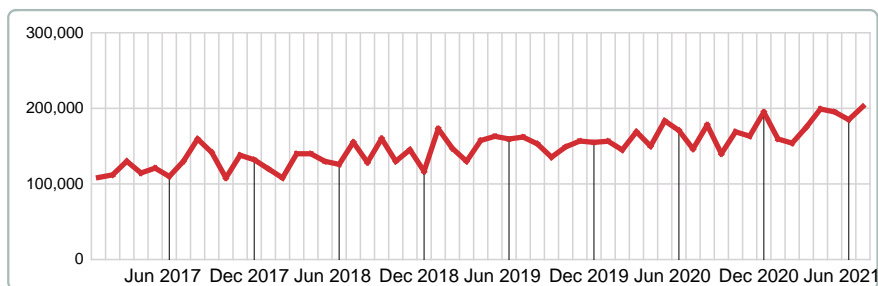
JULY



YEAR TO DATE (YTD)

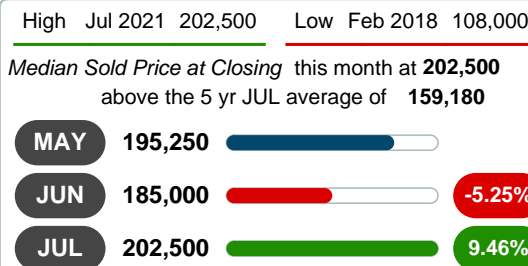


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 159,180



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
\$75,000 and less	8	8.79%	41,500	47,000	41,500	0	0
\$75,001 - \$150,000	12	13.19%	118,600	112,200	112,500	105,000	129,900
\$150,001 - \$175,000	5	5.49%	164,000	165,000	164,000	159,000	0
\$175,001 - \$225,000	31	34.07%	200,000	0	200,000	198,148	0
\$225,001 - \$250,000	9	9.89%	235,000	0	230,000	239,100	0
\$250,001 - \$350,000	16	17.58%	272,500	0	290,000	272,500	260,000
\$350,001 and up	10	10.99%	449,500	690,000	445,750	400,000	452,500
Median Sold Price			202,500	112,200	200,000	254,072	310,000
Total Closed Units		100%	202,500	7	58	22	4
Total Closed Volume			20,863,108	1.32M	12.31M	5.94M	1.29M

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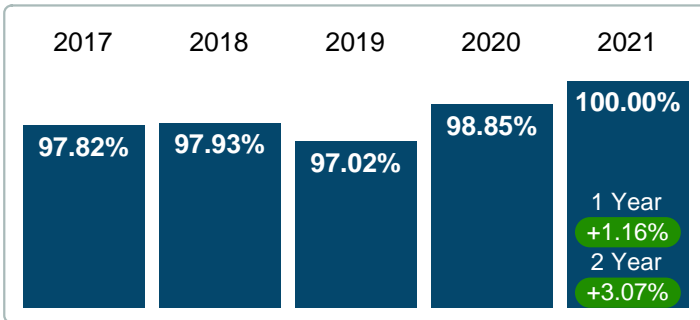
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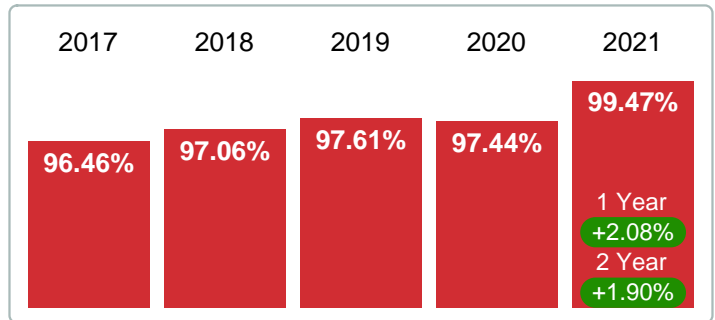
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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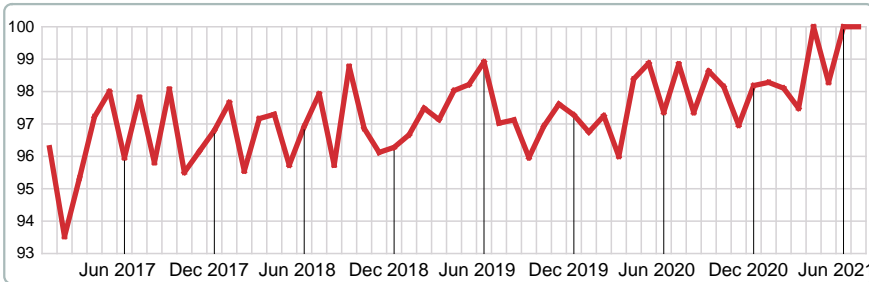
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

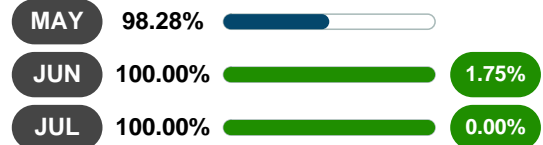


3 MONTHS

5 year JUL AVG = 98.32%

High Jul 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.32%**



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
\$75,000 and less	8	8.79%	87.99%	100.00%	84.49%	0.00%	0.00%
\$75,001 - \$150,000	12	13.19%	96.11%	97.57%	94.01%	96.46%	100.00%
\$150,001 - \$175,000	5	5.49%	99.44%	94.29%	100.00%	99.44%	0.00%
\$175,001 - \$225,000	31	34.07%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 - \$250,000	9	9.89%	100.00%	0.00%	100.00%	97.16%	0.00%
\$250,001 - \$350,000	16	17.58%	100.00%	0.00%	100.00%	100.00%	96.47%
\$350,001 and up	10	10.99%	99.05%	92.00%	99.05%	100.00%	96.19%
Median Sold/List Ratio		100.00%		97.57%	100.00%	100.00%	98.24%
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



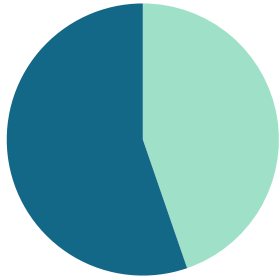
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

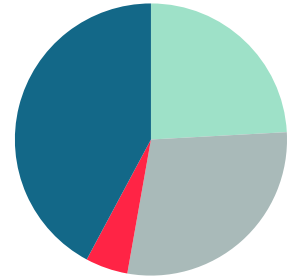


Inventory
 New Listings
127 = 44.72%
 Start Inventory
157
 Total Inventory Units
284
 Volume
\$112,667,152

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%
Median List Price	154,750	210,000	35.70%	169,000	189,900	12.37%
Median Sale Price	146,250	202,500	38.46%	164,000	187,500	14.33%
Median Percent of Selling Price to List Price	98.85%	100.00%	1.16%	97.44%	99.47%	2.08%
Median Days on Market to Sale	18.50	5.00	-72.97%	21.00	8.00	-61.90%
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

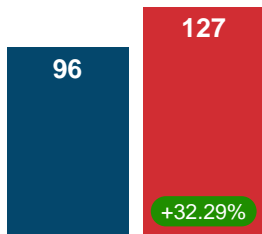
Inventory on July 31, 2021 = **159**

2020 **2021**

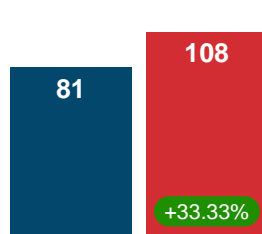
JULY MARKET

MEDIAN PRICES

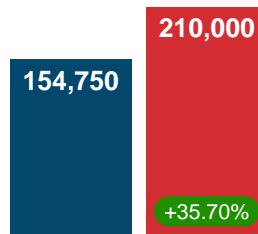
New Listings



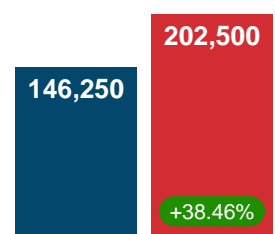
Pending Listings



List Price



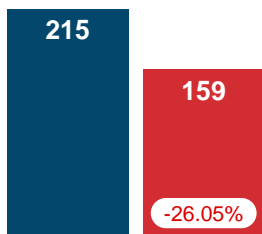
Sale Price



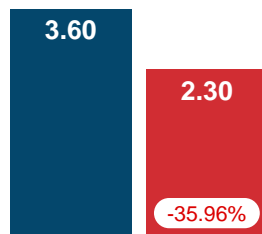
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

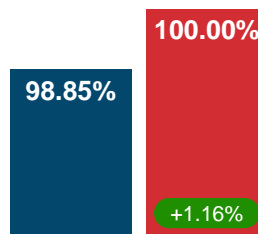
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

