

June 2021



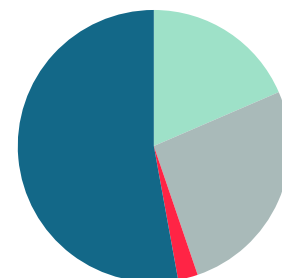
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	74	55	-25.68%
Pending Listings	78	78	0.00%
New Listings	99	115	16.16%
Median List Price	172,500	185,000	7.25%
Median Sale Price	170,750	185,000	8.35%
Median Percent of Selling Price to List Price	97.36%	100.00%	2.71%
Median Days on Market to Sale	22.00	4.00	-81.82%
End of Month Inventory	217	157	-27.65%
Months Supply of Inventory	3.55	2.31	-34.84%



■ Closed (18.52%)
■ Pending (26.26%)
■ Other OffMarket (2.36%)
■ Active (52.86%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of June 30, 2021 = **157**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **27.65%** to 157 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **2.31** 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 **8.35%** in June 2021 to \$185,000 versus the previous year at \$170,750.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 18.00 days or **81.82%** in June 2021 compared to last year's same month at **22.00** DOM.

Sales Success for June 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 115 New Listings in June 2021, up **16.16%** from last year at 99. Furthermore, there were 55 Closed Listings this month versus last year at 74, a **-25.68%** decrease.

Closed versus Listed trends yielded a **47.8%** ratio, down from previous year's, June 2020, at **74.7%**, a **36.02%** 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

June 2021



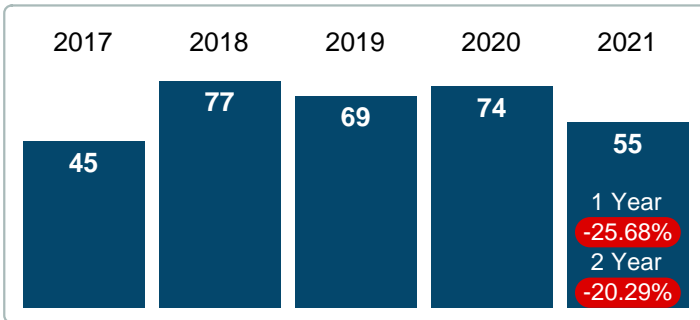
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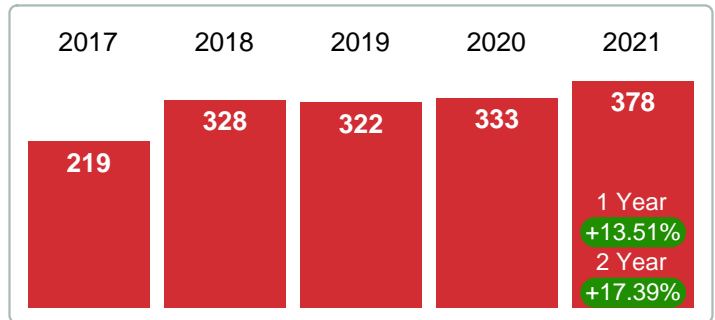
CLOSED LISTINGS

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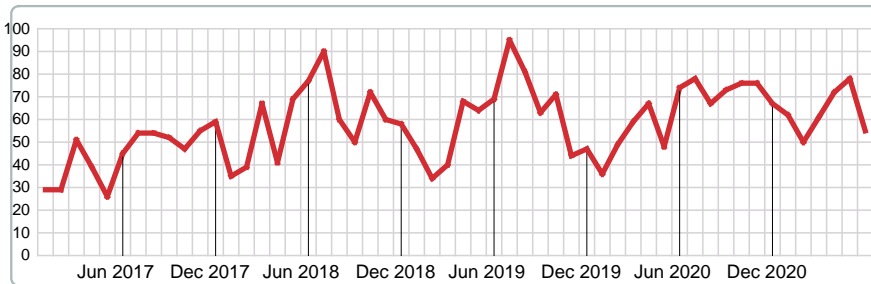
JUNE



YEAR TO DATE (YTD)

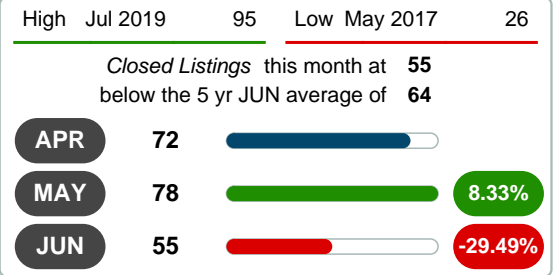


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.09%	1.0	1	4	0	0
\$100,001 - \$125,000	6	10.91%	3.0	4	2	0	0
\$125,001 - \$150,000	5	9.09%	4.0	0	3	1	1
\$150,001 - \$200,000	17	30.91%	4.0	3	12	2	0
\$200,001 - \$275,000	9	16.36%	10.0	0	7	1	1
\$275,001 - \$325,000	4	7.27%	10.5	0	4	0	0
\$325,001 and up	9	16.36%	11.0	1	3	4	1
Total Closed Units	55			9	35	8	3
Total Closed Volume	12,248,110	100%	4.0	1.37M	7.50M	2.59M	794.50K
Median Closed Price	\$185,000			\$117,000	\$193,062	\$299,250	\$214,500

June 2021



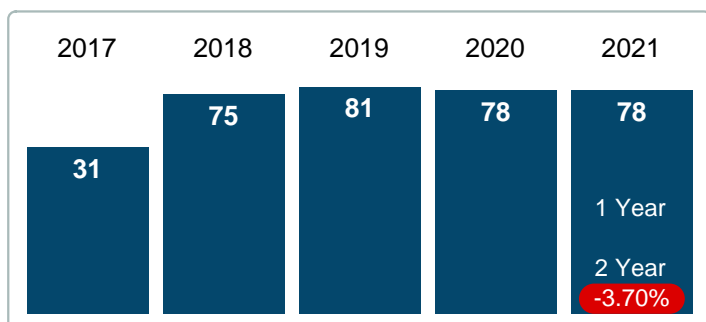
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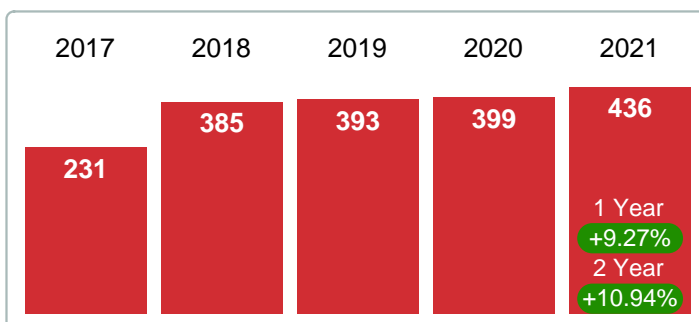
PENDING LISTINGS

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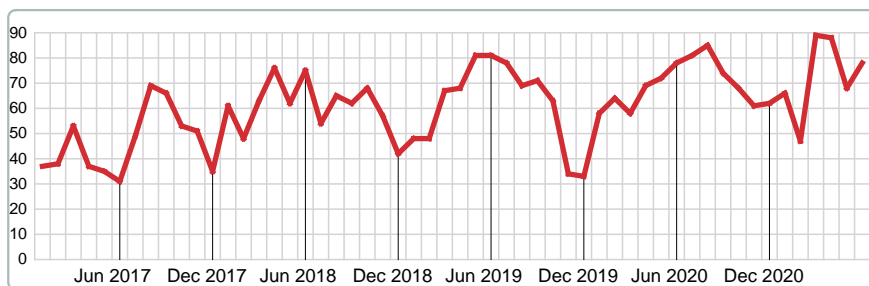
JUNE



YEAR TO DATE (YTD)

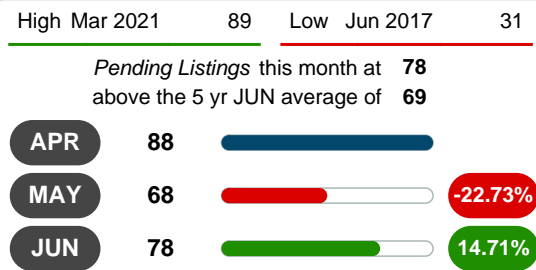


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 69



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	6	7.69%	4.5	2	4	0	0
\$75,001 - \$125,000	7	8.97%	8.0	2	5	0	0
\$125,001 - \$175,000	11	14.10%	4.0	4	6	1	0
\$175,001 - \$225,000	25	32.05%	4.0	2	21	2	0
\$225,001 - \$250,000	6	7.69%	6.0	0	5	1	0
\$250,001 - \$350,000	15	19.23%	6.0	1	6	6	2
\$350,001 and up	8	10.26%	11.0	0	3	2	3
Total Pending Units	78			11	50	12	5
Total Pending Volume	17,257,172	100%	5.0	1.67M	10.30M	3.31M	1.98M
Median Listing Price	\$208,500			\$159,000	\$197,450	\$268,500	\$360,000

June 2021



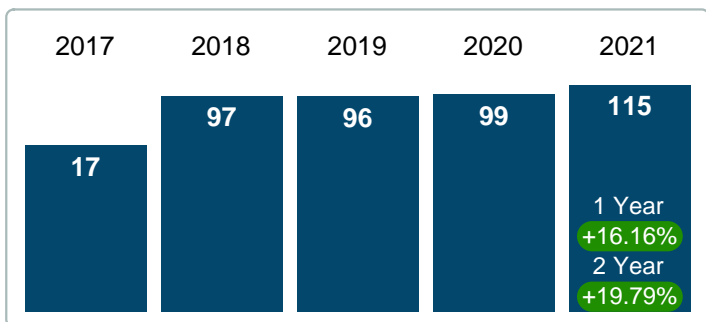
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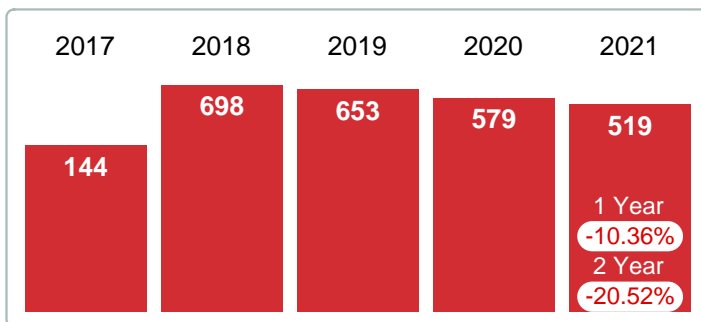
NEW LISTINGS

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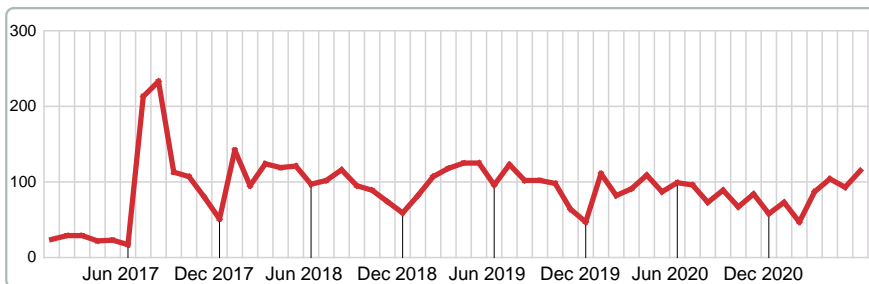
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 115
above the 5 yr JUN average of 85



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.83%	3	5	1	0
\$100,001 - \$150,000	16	13.91%	6	7	3	0
\$150,001 - \$175,000	11	9.57%	3	6	2	0
\$175,001 - \$250,000	34	29.57%	0	28	6	0
\$250,001 - \$275,000	10	8.70%	0	4	5	1
\$275,001 - \$375,000	23	20.00%	2	12	7	2
\$375,001 and up	12	10.43%	0	4	8	0
Total New Listed Units	115		14	66	32	3
Total New Listed Volume	35,106,526	100%	2.03M	21.64M	10.52M	919.80K
Median New Listed Listing Price	\$219,900		\$117,500	\$212,000	\$268,500	\$299,900

June 2021



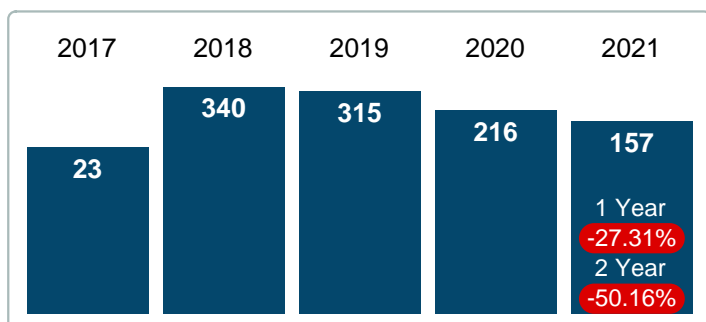
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



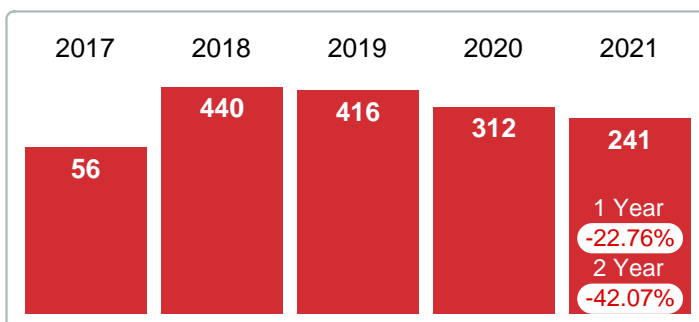
ACTIVE INVENTORY

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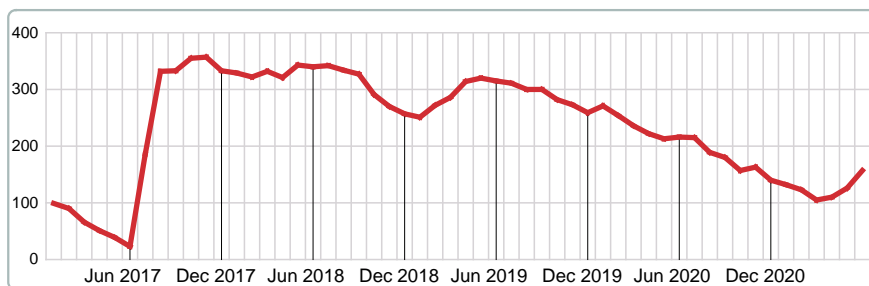
END OF JUNE



ACTIVE DURING JUNE

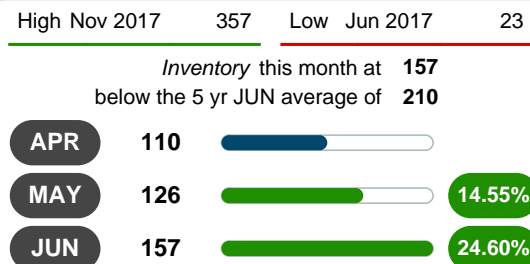


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 210



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	12	7.64%	46.5	8	3	1	0
\$100,001 - \$150,000	22	14.01%	34.0	7	11	4	0
\$150,001 - \$200,000	18	11.46%	21.5	2	11	5	0
\$200,001 - \$300,000	45	28.66%	41.0	7	23	13	2
\$300,001 - \$450,000	23	14.65%	29.0	2	12	8	1
\$450,001 - \$875,000	21	13.38%	49.0	0	12	7	2
\$875,001 and up	16	10.19%	96.0	1	7	5	3
Total Active Inventory by Units	157			27	79	43	8
Total Active Inventory by Volume	69,880,842	100%	44.0	6.35M	33.31M	20.65M	9.57M
Median Active Inventory Listing Price	\$259,900			\$150,000	\$259,000	\$299,000	\$590,000

June 2021



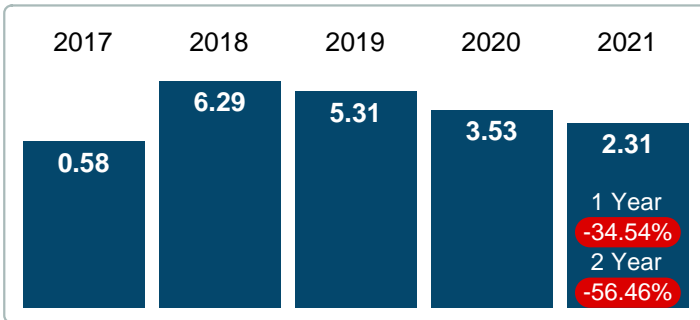
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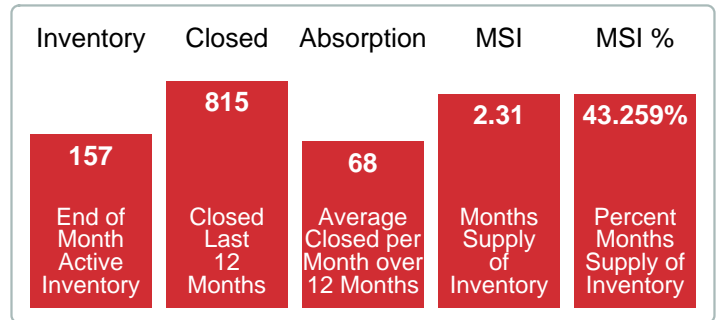
MONTHS SUPPLY of INVENTORY (MSI)

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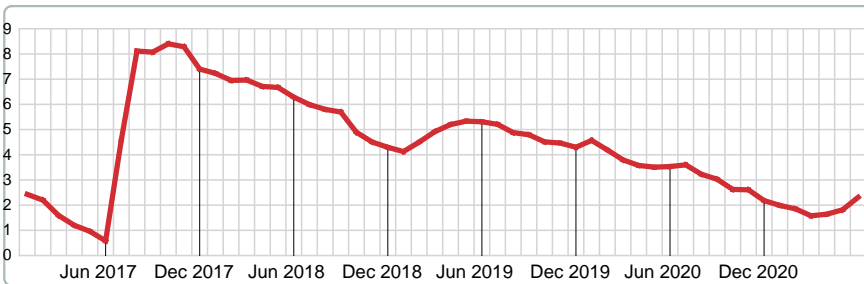
MSI FOR JUNE



INDICATORS FOR JUNE 2021

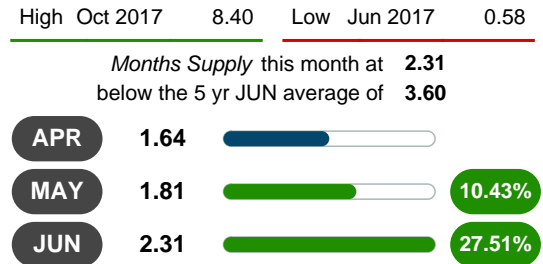


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.60



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	12	7.64%	0.95	1.78	0.44	0.71	0.00
\$100,001 - \$150,000	22	14.01%	1.53	2.40	1.10	3.00	0.00
\$150,001 - \$200,000	18	11.46%	1.14	2.00	0.88	2.61	0.00
\$200,001 - \$300,000	45	28.66%	3.12	16.80	2.21	4.33	3.43
\$300,001 - \$450,000	23	14.65%	3.29	3.43	4.11	3.00	1.20
\$450,001 - \$875,000	21	13.38%	6.15	0.00	11.08	5.60	2.00
\$875,001 and up	16	10.19%	64.00	0.00	84.00	0.00	18.00
Market Supply of Inventory (MSI)			2.31	2.84	1.81	3.71	2.59
Total Active Inventory by Units		100%	2.31	27	79	43	8

June 2021



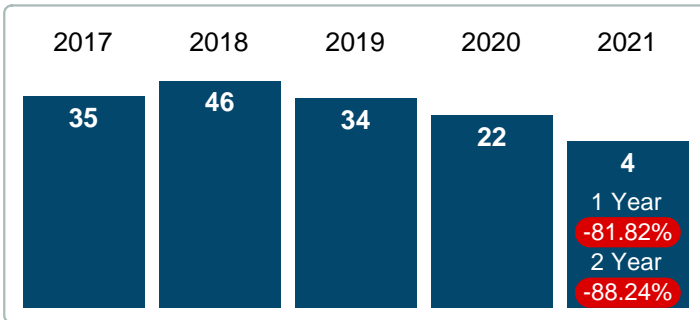
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



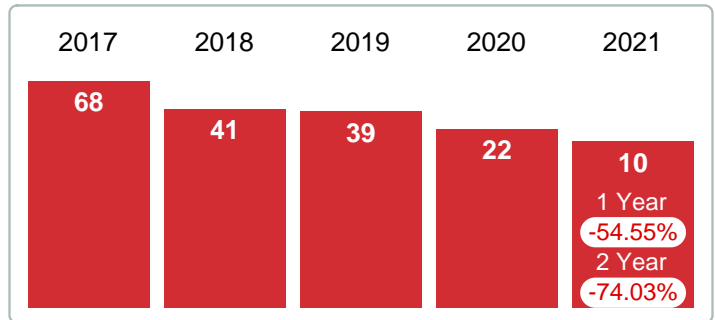
MEDIAN DAYS ON MARKET TO SALE

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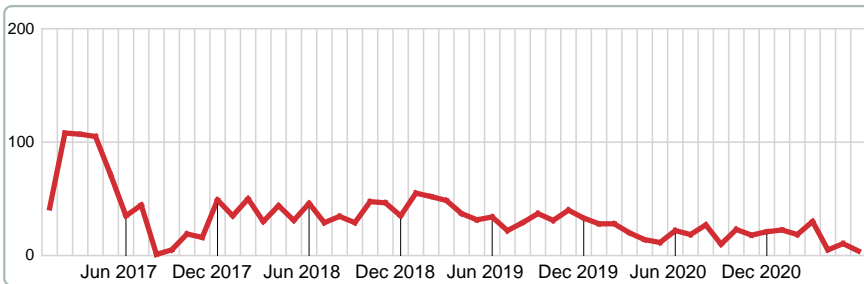
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

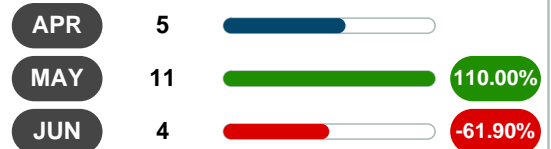


3 MONTHS

5 year JUN AVG = 28

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 28



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
\$100,000 and less	9.09%	1	1	10	0	0
\$100,001 - \$125,000	10.91%	3	3	3	0	0
\$125,001 - \$150,000	9.09%	4	0	1	13	4
\$150,001 - \$200,000	30.91%	4	18	3	3	0
\$200,001 - \$275,000	16.36%	10	0	10	85	4
\$275,001 - \$325,000	7.27%	11	0	11	0	0
\$325,001 and up	16.36%	11	10	7	29	11
Median Closed DOM		4	3	4	20	4
Total Closed Units	100%	55	9	35	8	3
Total Closed Volume		12,248,110	1.37M	7.50M	2.59M	794.50K

June 2021



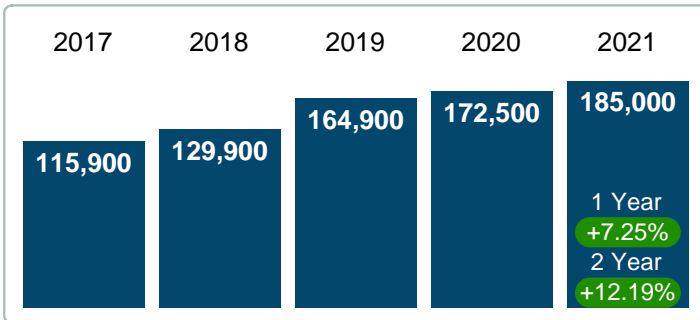
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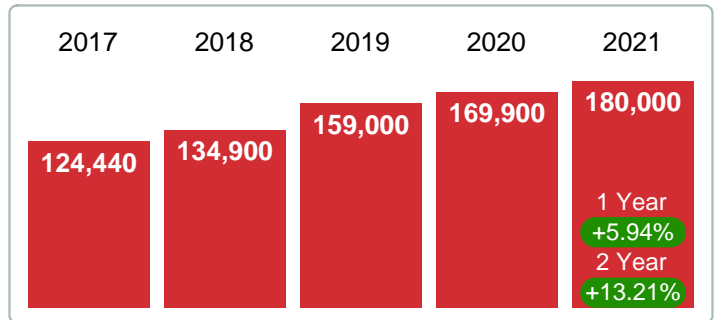
MEDIAN LIST PRICE AT CLOSING

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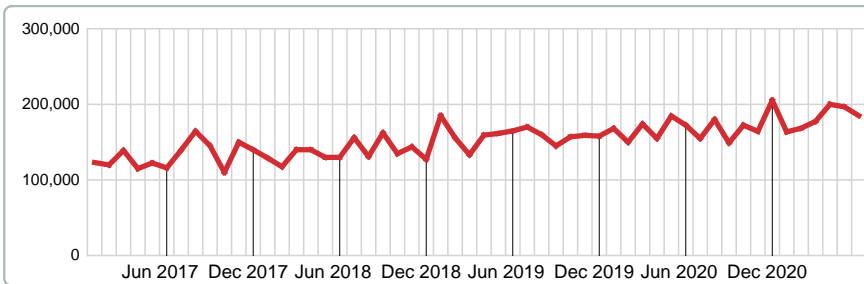
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

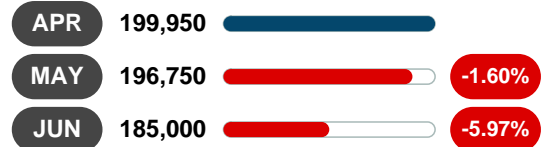


3 MONTHS

5 year JUN AVG = 153,640

High Dec 2020 205,250 Low Oct 2017 110,000

Median List Price at Closing this month at **185,000**
above the 5 yr JUN average of **153,640**



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
\$100,000 and less	6	10.91%	82,000	58,000	85,000	0	0
\$100,001 - \$125,000	4	7.27%	117,200	117,200	0	0	0
\$125,001 - \$150,000	8	14.55%	146,750	0	146,750	139,900	149,998
\$150,001 - \$200,000	15	27.27%	175,000	169,900	172,000	192,000	0
\$200,001 - \$275,000	9	16.36%	230,000	0	230,000	265,000	214,500
\$275,001 - \$325,000	4	7.27%	289,000	0	289,000	0	0
\$325,001 and up	9	16.36%	450,000	349,900	525,000	395,000	500,000
Median List Price			185,000	125,000	193,062	297,500	214,500
Total Closed Units		100%	185,000	9	35	8	3
Total Closed Volume			12,451,560	1.38M	7.60M	2.61M	864.50K

June 2021



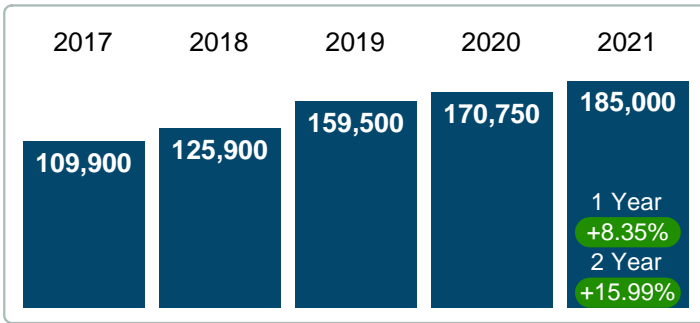
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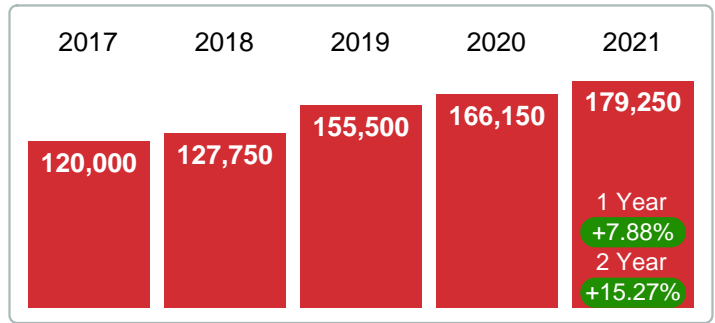
MEDIAN SOLD PRICE AT CLOSING

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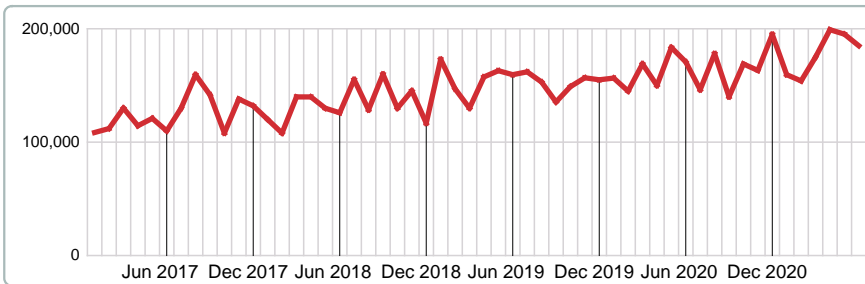
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

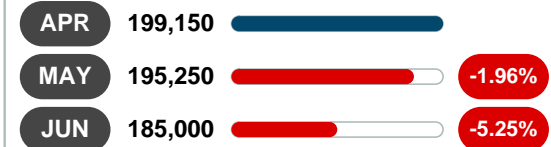


3 MONTHS

5 year JUN AVG = 150,210

High Apr 2021 199,150 Low Feb 2018 108,000

Median Sold Price at Closing this month at **185,000** above the 5 yr JUN average of **150,210**



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
\$100,000 and less	9.09%	72,500	58,000	73,750	0	0
\$100,001 - \$125,000	10.91%	115,500	115,500	115,250	0	0
\$125,001 - \$150,000	9.09%	145,000	0	145,000	139,900	149,998
\$150,001 - \$200,000	30.91%	171,000	169,900	170,500	192,000	0
\$200,001 - \$275,000	16.36%	230,000	0	230,000	268,500	214,500
\$275,001 - \$325,000	7.27%	287,200	0	287,200	0	0
\$325,001 and up	16.36%	430,000	349,900	525,000	396,750	430,000
Median Sold Price		185,000	117,000	193,062	299,250	214,500
Total Closed Units	100%	185,000	9	35	8	3
Total Closed Volume		12,248,110	1.37M	7.50M	2.59M	794.50K

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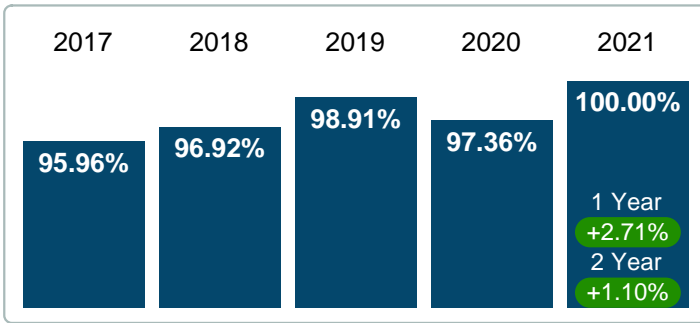
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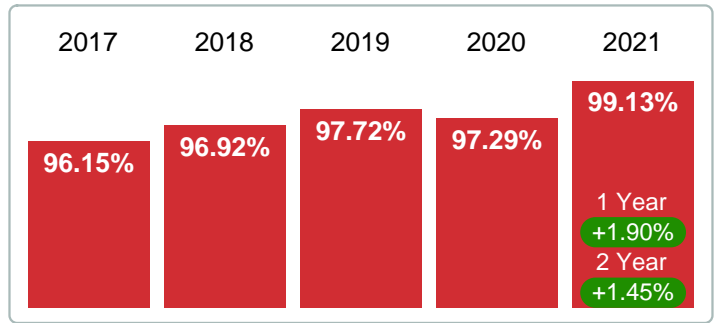
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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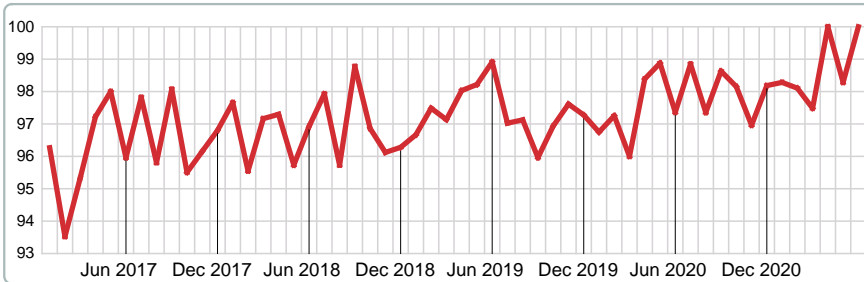
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

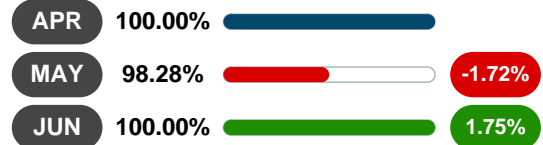


3 MONTHS

5 year JUN AVG = 97.83%

High Jun 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **97.83%**



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
\$100,000 and less	5	9.09%	95.29%	100.00%	95.12%	0.00%	0.00%
\$100,001 - \$125,000	6	10.91%	98.45%	96.80%	101.25%	0.00%	0.00%
\$125,001 - \$150,000	5	9.09%	100.00%	0.00%	100.00%	100.00%	100.00%
\$150,001 - \$200,000	17	30.91%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	9	16.36%	100.00%	0.00%	100.00%	101.32%	100.00%
\$275,001 - \$325,000	4	7.27%	99.93%	0.00%	99.93%	0.00%	0.00%
\$325,001 and up	9	16.36%	100.00%	100.00%	100.00%	99.06%	86.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		55	100%	9	35	8	3
Total Closed Volume		12,248,110		1.37M	7.50M	2.59M	794.50K

June 2021



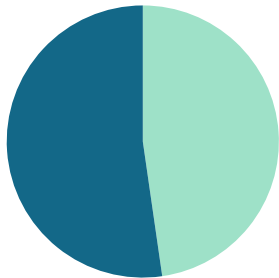
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY



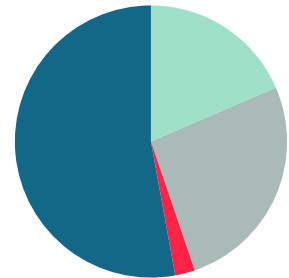
Inventory

- New Listings **115 = 47.72%**
- Start Inventory **126**
- Total Inventory Units **241**
- Volume **\$91,185,414**

Market Activity

- Closed Sales **55 = 18.52%**
- Pending Sales **78 = 26.26%**
- Other Off Market **7 = 2.36%**
- Active Inventory **157 = 52.86%**

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	74	55	-25.68%	333	378	13.51%
Pending Sales	78	78	0.00%	399	436	9.27%
New Listings	99	115	16.16%	579	519	-10.36%
Median List Price	172,500	185,000	7.25%	169,900	180,000	5.94%
Median Sale Price	170,750	185,000	8.35%	166,150	179,250	7.88%
Median Percent of Selling Price to List Price	97.36%	100.00%	2.71%	97.29%	99.13%	1.90%
Median Days on Market to Sale	22.00	4.00	-81.82%	22.00	10.00	-54.55%
Monthly Inventory	217	157	-27.65%	217	157	-27.65%
Months Supply of Inventory	3.55	2.31	-34.84%	3.55	2.31	-34.84%

Absorption: Last 12 months, an Average of **68** Sales/Month

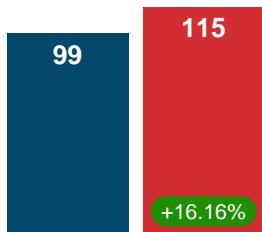
Inventory on June 30, 2021 = **157**

2020 **2021**

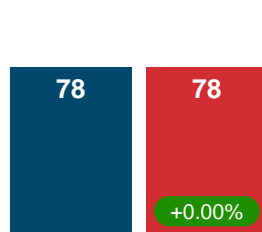
JUNE MARKET

MEDIAN PRICES

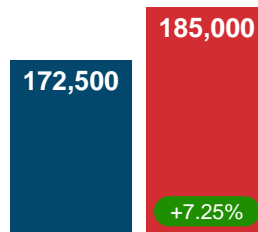
New Listings



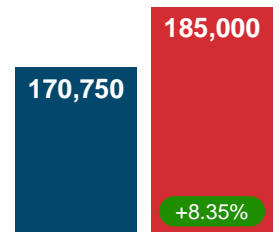
Pending Listings



List Price



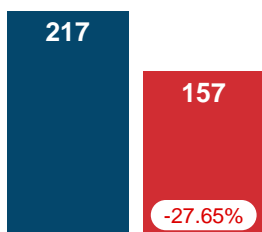
Sale Price



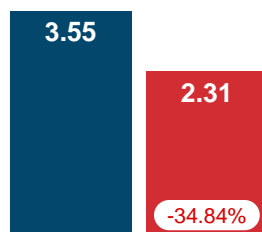
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

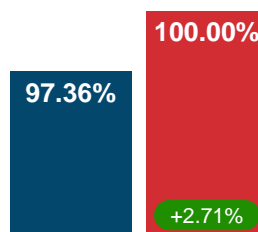
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

