

March 2021



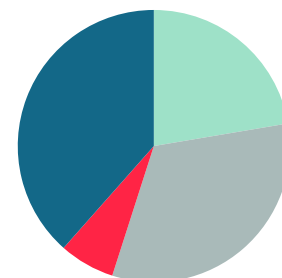
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	59	61	3.39%
Pending Listings	58	89	53.45%
New Listings	91	87	-4.40%
Median List Price	174,000	177,500	2.01%
Median Sale Price	169,000	175,000	3.55%
Median Percent of Selling Price to List Price	96.00%	97.48%	1.55%
Median Days on Market to Sale	20.00	30.00	50.00%
End of Month Inventory	236	105	-55.51%
Months Supply of Inventory	3.80	1.58	-58.46%



■ Closed (22.34%)
■ Pending (32.60%)
■ Other OffMarket (6.59%)
■ Active (38.46%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of March 31, 2021 = **105**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **55.51%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **1.58** 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 **3.55%** in March 2021 to \$175,000 versus the previous year at \$169,000.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 10.00 days or **50.00%** in March 2021 compared to last year's same month at **20.00** DOM.

Sales Success for March 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 87 New Listings in March 2021, down **4.40%** from last year at 91. Furthermore, there were 61 Closed Listings this month versus last year at 59, a **3.39%** increase.

Closed versus Listed trends yielded a **70.1%** ratio, up from previous year's, March 2020, at **64.8%**, a **8.14%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

March 2021



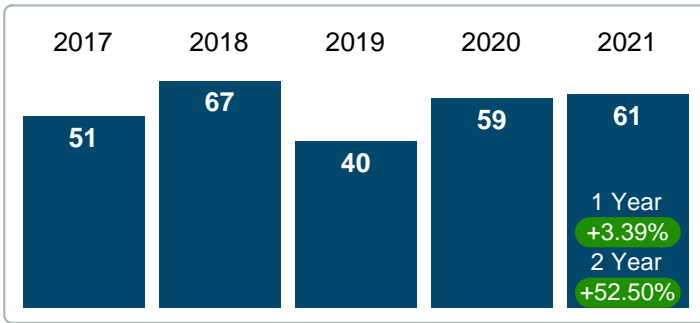
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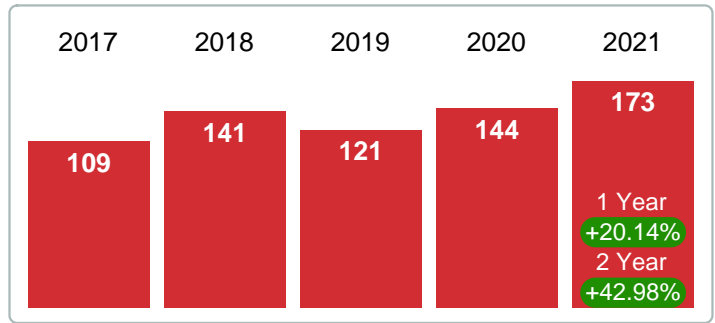
CLOSED LISTINGS

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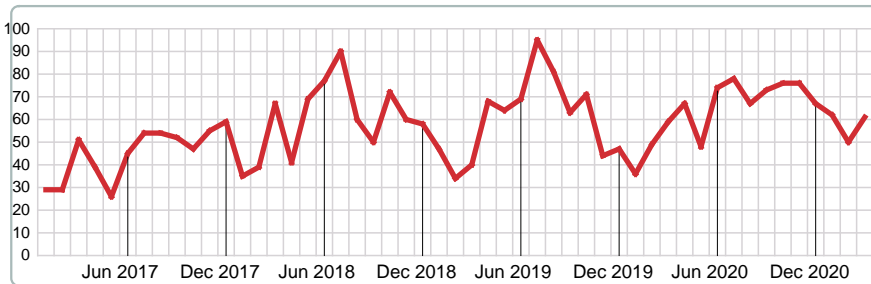
MARCH



YEAR TO DATE (YTD)

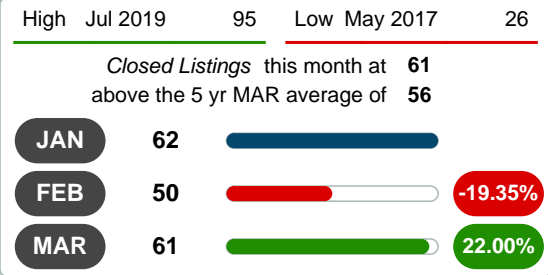


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



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	13.11%	49.5	0	7	1	0
\$75,001 - \$100,000	5	8.20%	60.0	2	3	0	0
\$100,001 - \$125,000	5	8.20%	54.0	0	4	1	0
\$125,001 - \$200,000	17	27.87%	12.0	3	10	4	0
\$200,001 - \$225,000	8	13.11%	52.5	0	7	1	0
\$225,001 - \$300,000	12	19.67%	12.0	0	8	4	0
\$300,001 and up	6	9.84%	36.5	0	2	2	2
Total Closed Units	61			5	41	13	2
Total Closed Volume	11,221,673	100%	30.0	628.50K	6.92M	2.81M	870.00K
Median Closed Price	\$175,000			\$133,000	\$172,500	\$225,000	\$435,000

March 2021



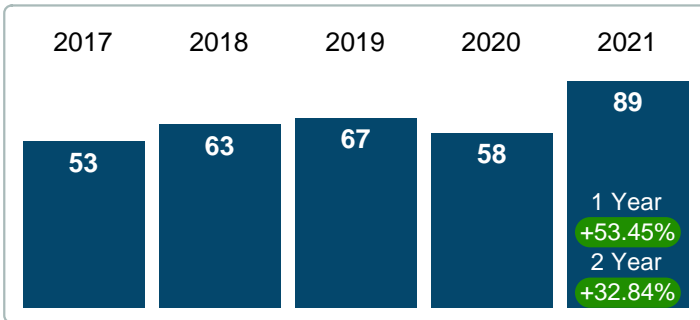
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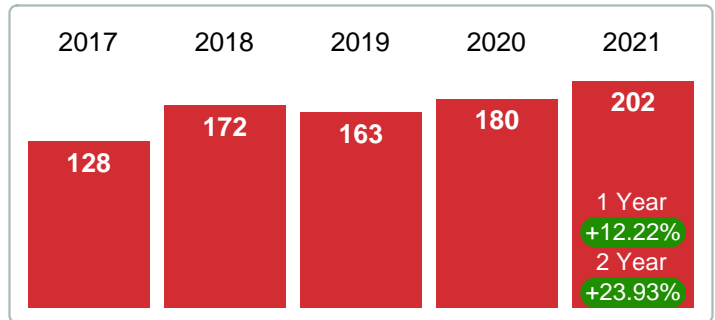
PENDING LISTINGS

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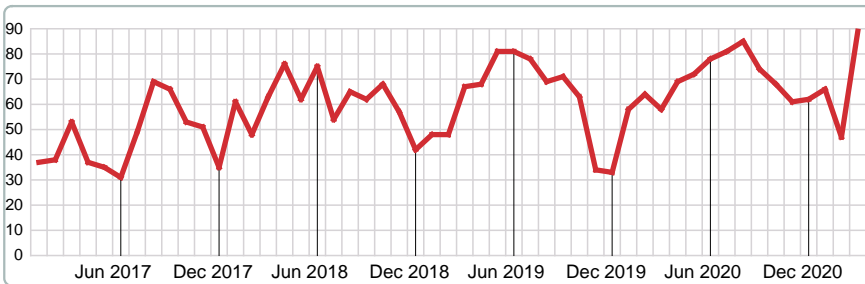
MARCH



YEAR TO DATE (YTD)

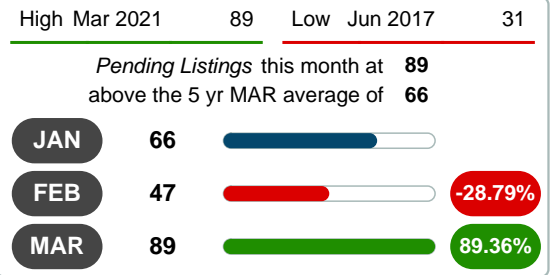


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



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	8	8.99%	35.0	5	2	1	0
\$75,001 - \$125,000	10	11.24%	72.5	4	5	1	0
\$125,001 - \$150,000	17	19.10%	12.0	3	9	5	0
\$150,001 - \$200,000	17	19.10%	3.0	2	13	2	0
\$200,001 - \$275,000	15	16.85%	3.0	0	10	5	0
\$275,001 - \$525,000	14	15.73%	15.0	1	4	8	1
\$525,001 and up	8	8.99%	43.0	0	4	0	4
Total Pending Units	89			15	47	22	5
Total Pending Volume	22,323,223	100%	6.0	1.75M	11.30M	5.43M	3.85M
Median Listing Price	\$177,500			\$119,900	\$177,500	\$231,750	\$599,000

March 2021



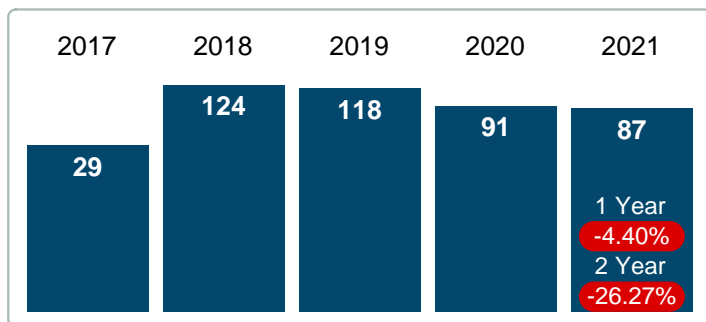
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



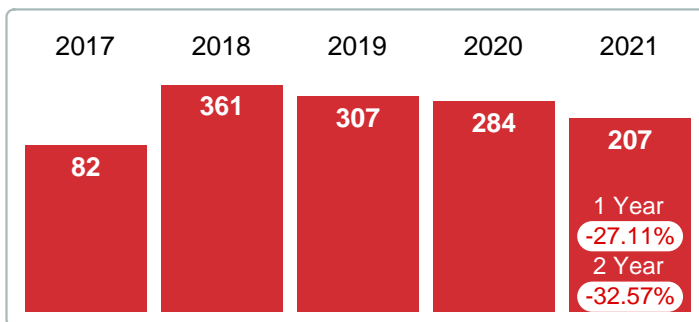
NEW LISTINGS

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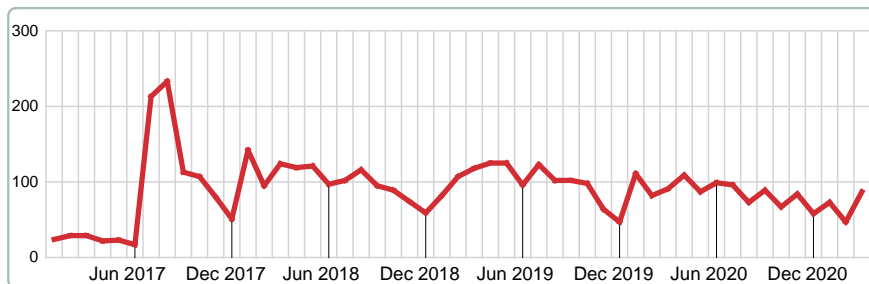
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 90

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **87**
below the 5 yr MAR average of **90**



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	9	10.34%	6	1	2	0
\$75,001 - \$125,000	7	8.05%	4	3	0	0
\$125,001 - \$150,000	11	12.64%	4	5	1	1
\$150,001 - \$225,000	24	27.59%	4	18	2	0
\$225,001 - \$275,000	14	16.09%	1	10	3	0
\$275,001 - \$450,000	13	14.94%	2	6	5	0
\$450,001 and up	9	10.34%	0	4	1	4
Total New Listed Units	87		21	47	14	5
Total New Listed Volume	21,384,422	100%	2.96M	12.37M	3.70M	2.36M
Median New Listed Listing Price	\$189,900		\$129,000	\$199,900	\$252,000	\$500,000

March 2021



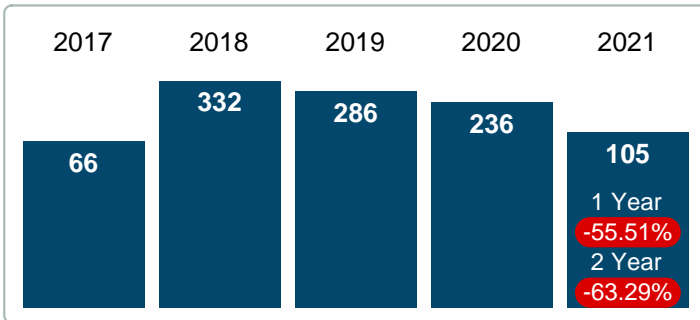
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



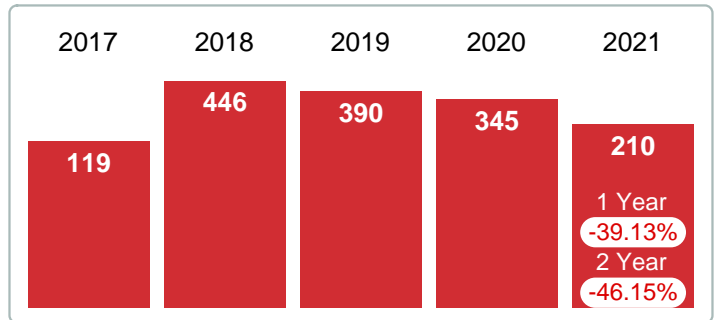
ACTIVE INVENTORY

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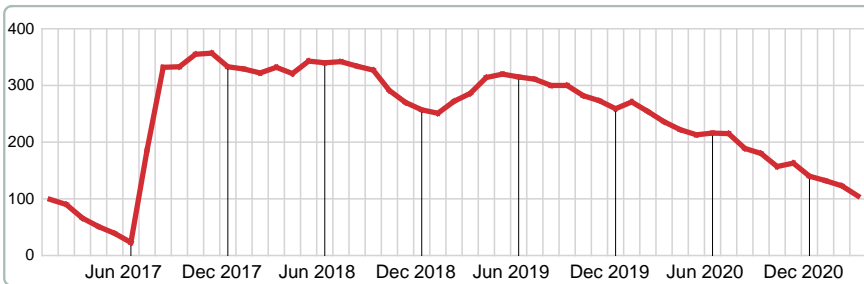
END OF MARCH



ACTIVE DURING MARCH

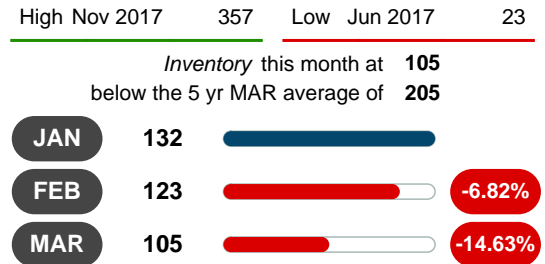


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 205



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	7	6.67%	18.0	4	1	2	0
\$75,001 - \$150,000	17	16.19%	55.0	7	7	0	3
\$150,001 - \$200,000	12	11.43%	9.0	4	6	2	0
\$200,001 - \$325,000	29	27.62%	43.0	3	19	6	1
\$325,001 - \$500,000	17	16.19%	58.0	3	5	6	3
\$500,001 - \$700,000	12	11.43%	113.0	0	5	3	4
\$700,001 and up	11	10.48%	93.0	1	5	4	1
Total Active Inventory by Units	105			22	48	23	12
Total Active Inventory by Volume	45,649,433	100%	57.0	5.71M	17.16M	13.01M	9.77M
Median Active Inventory Listing Price	\$262,134			\$154,500	\$239,250	\$339,000	\$492,500

March 2021



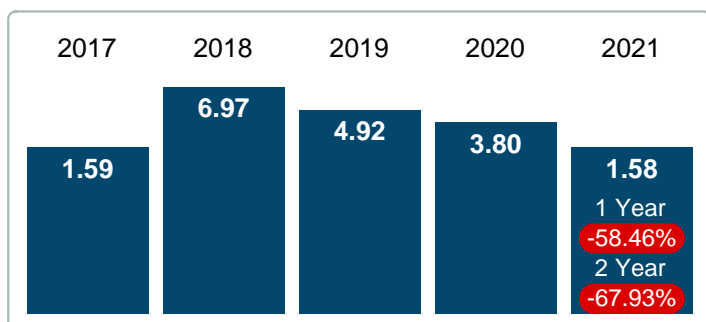
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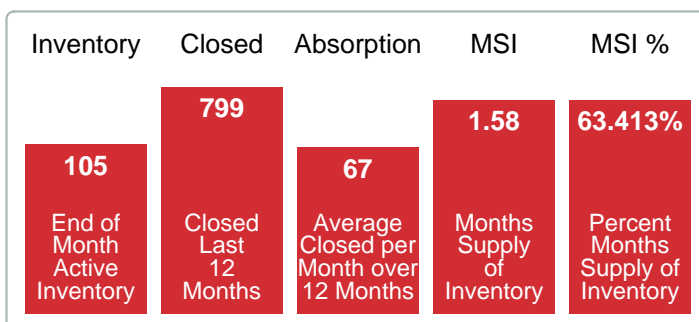
MONTHS SUPPLY of INVENTORY (MSI)

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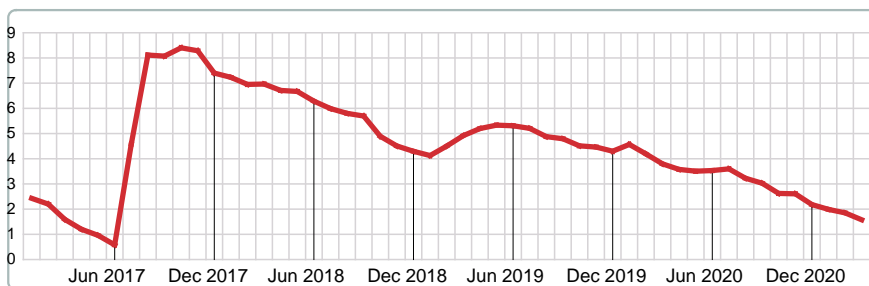
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

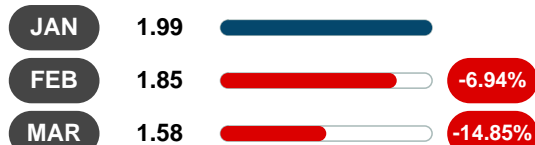


3 MONTHS

5 year MAR AVG = 3.77

High Oct 2017 8.40 Low Jun 2017 0.58

Months Supply this month at 1.58 below the 5 yr MAR average of 3.77



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	7	6.67%	0.93	1.66	0.22	3.43	0.00
\$75,001 - \$150,000	17	16.19%	0.81	1.38	0.50	0.00	0.00
\$150,001 - \$200,000	12	11.43%	0.78	6.86	0.47	1.20	0.00
\$200,001 - \$325,000	29	27.62%	2.05	5.14	2.07	1.53	2.00
\$325,001 - \$500,000	17	16.19%	2.79	12.00	2.14	2.67	2.40
\$500,001 - \$700,000	12	11.43%	6.26	0.00	8.57	3.27	12.00
\$700,001 and up	11	10.48%	22.00	0.00	60.00	16.00	6.00
Market Supply of Inventory (MSI)			1.58	2.44	1.11	1.97	4.80
Total Active Inventory by Units		100%	105	22	48	23	12

March 2021



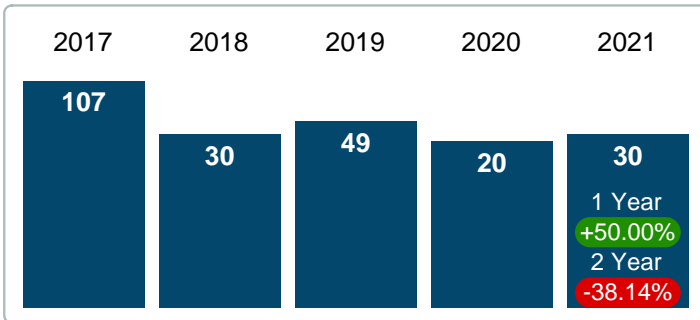
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



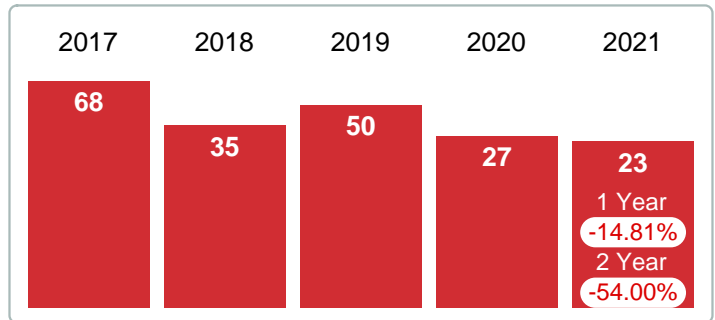
MEDIAN DAYS ON MARKET TO SALE

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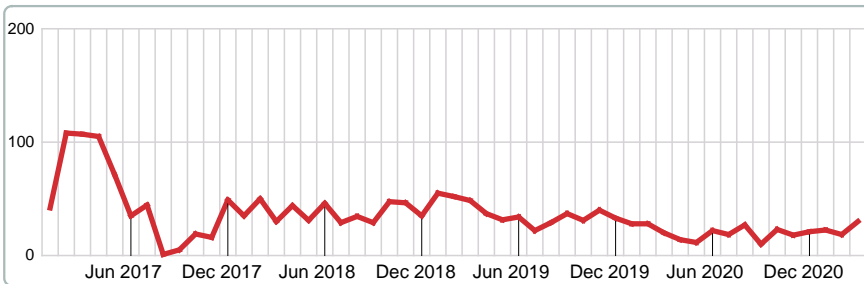
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 30 below the 5 yr MAR average of 47



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	13.11%	50	0	64	1	0
\$75,001 - \$100,000	5	8.20%	60	82	21	0	0
\$100,001 - \$125,000	5	8.20%	54	0	43	54	0
\$125,001 - \$200,000	17	27.87%	12	30	8	52	0
\$200,001 - \$225,000	8	13.11%	53	0	61	29	0
\$225,001 - \$300,000	12	19.67%	12	0	18	9	0
\$300,001 and up	6	9.84%	37	0	96	24	50
Median Closed DOM			30	60	28	16	50
Total Closed Units		100%	30.0	5	41	13	2
Total Closed Volume			11,221,673	628.50K	6.92M	2.81M	870.00K

March 2021



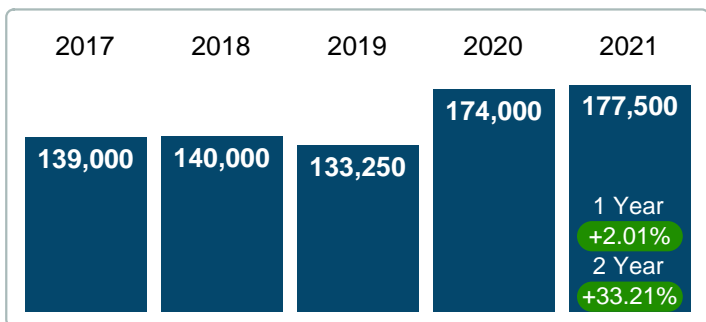
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



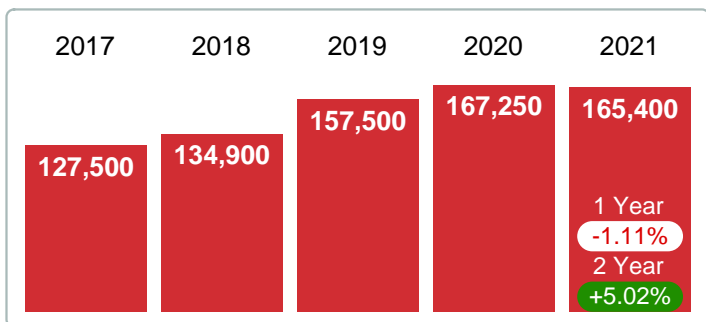
MEDIAN LIST PRICE AT CLOSING

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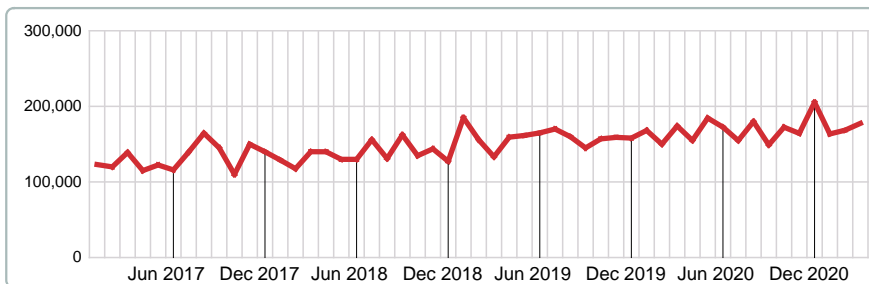
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

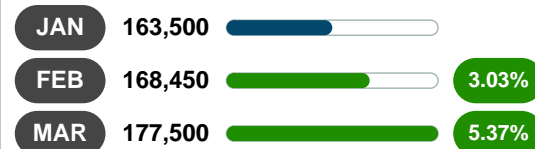


3 MONTHS

5 year MAR AVG = 152,750

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

Median List Price at Closing this month at **177,500**
above the 5 yr MAR average of **152,750**



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	13.11%	57,450	0	55,000	68,000	0
\$75,001 - \$100,000	4.92%	89,900	0	89,900	0	0
\$100,001 - \$125,000	8.20%	110,000	110,000	114,000	0	0
\$125,001 - \$200,000	32.79%	160,950	141,250	167,500	159,900	0
\$200,001 - \$225,000	8.20%	209,900	0	209,900	0	0
\$225,001 - \$300,000	19.67%	249,950	0	249,950	242,950	0
\$300,001 and up	13.11%	369,250	0	359,900	369,000	459,000
Median List Price		177,500	133,000	171,900	229,900	459,000
Total Closed Units		61	5	41	13	2
Total Closed Volume		11,688,723	701.00K	7.18M	2.89M	918.00K

March 2021



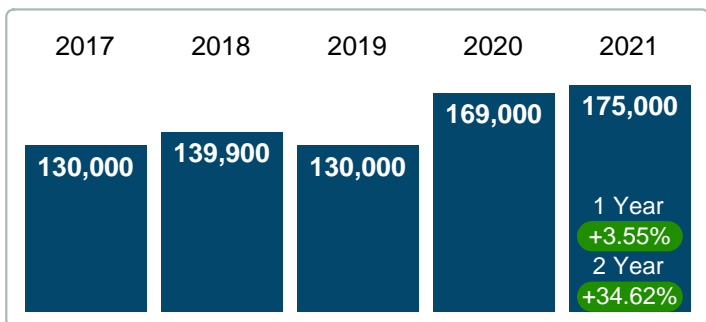
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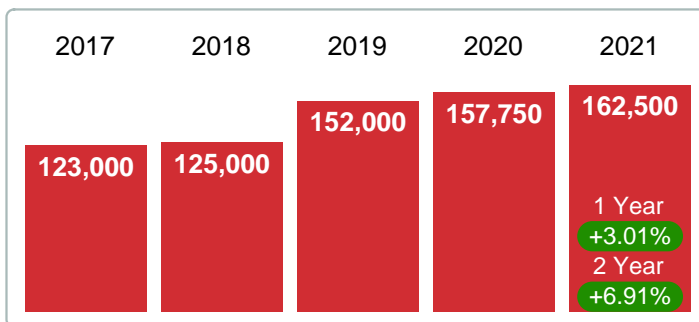
MEDIAN SOLD PRICE AT CLOSING

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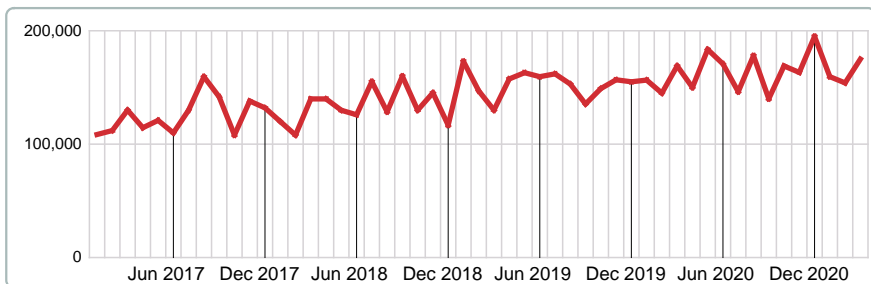
MARCH



YEAR TO DATE (YTD)

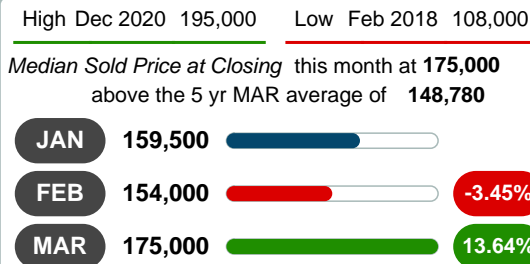


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 148,780



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	13.11%	65,000	0	65,000	68,000	0
\$75,001 - \$100,000	5	8.20%	90,000	95,000	77,500	0	0
\$100,001 - \$125,000	5	8.20%	112,000	0	109,000	117,000	0
\$125,001 - \$200,000	17	27.87%	160,000	145,500	166,250	158,500	0
\$200,001 - \$225,000	8	13.11%	211,450	0	210,000	225,000	0
\$225,001 - \$300,000	12	19.67%	248,200	0	248,200	249,000	0
\$300,001 and up	6	9.84%	393,500	0	370,000	366,000	435,000
Median Sold Price			175,000	133,000	172,500	225,000	435,000
Total Closed Units		100%	175,000	5	41	13	2
Total Closed Volume			11,221,673	628.50K	6.92M	2.81M	870.00K

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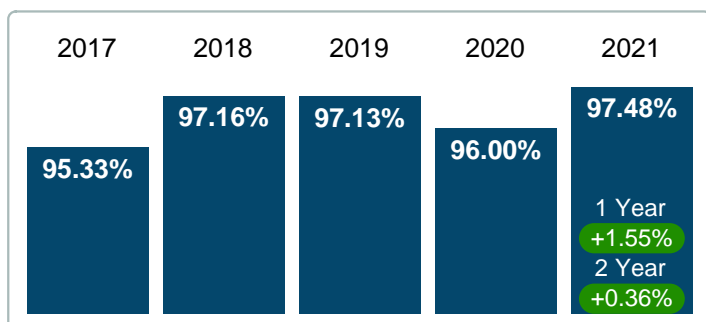
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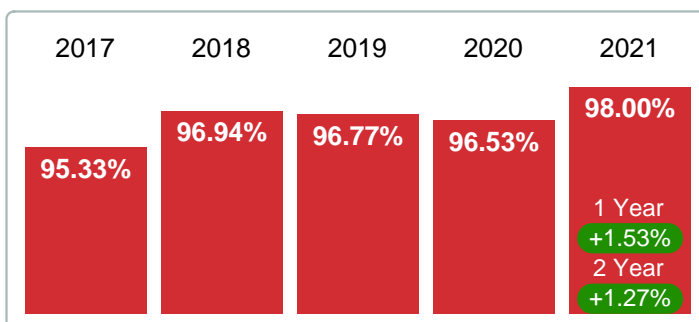
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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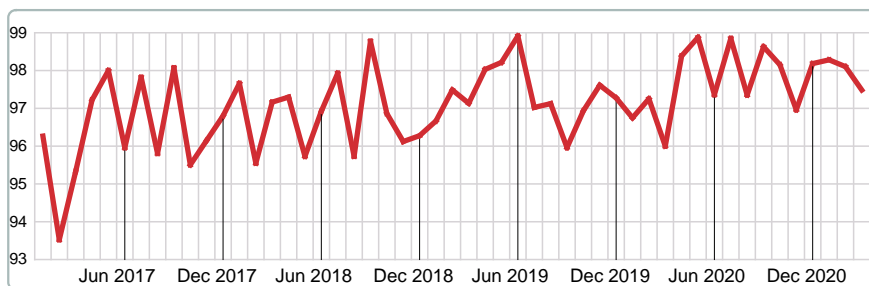
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

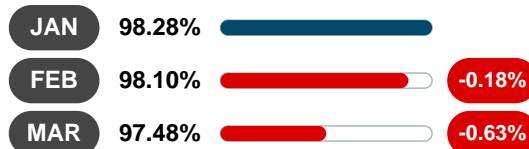


3 MONTHS

5 year MAR AVG = 96.62%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.48%**
equal to 5 yr MAR average of **96.62%**



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	13.11%	89.33%	0.00%	86.67%	100.00%	0.00%
\$75,001 - \$100,000	5	8.20%	81.82%	79.67%	97.48%	0.00%	0.00%
\$100,001 - \$125,000	5	8.20%	90.07%	0.00%	92.19%	90.07%	0.00%
\$125,001 - \$200,000	17	27.87%	100.00%	97.32%	100.00%	100.00%	0.00%
\$200,001 - \$225,000	8	13.11%	100.00%	0.00%	100.00%	97.87%	0.00%
\$225,001 - \$300,000	12	19.67%	96.83%	0.00%	94.80%	98.03%	0.00%
\$300,001 and up	6	9.84%	94.83%	0.00%	91.26%	99.12%	94.96%
Median Sold/List Ratio		97.48%		89.14%	97.48%	100.00%	94.96%
Total Closed Units		61	100%	5	41	13	2
Total Closed Volume		11,221,673		628.50K	6.92M	2.81M	870.00K

March 2021



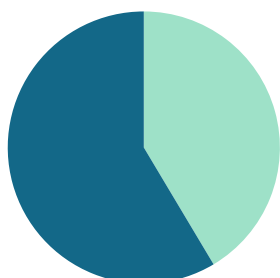
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

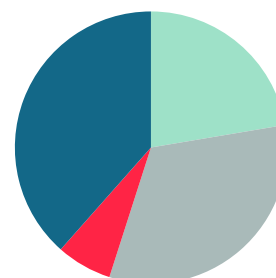


Inventory
 New Listings **87 = 41.43%**
 Start Inventory **123**
 Total Inventory Units **210**
 Volume **\$76,716,156**

Market Activity

Closed Sales **61 = 22.34%**
 Pending Sales **89 = 32.60%**
 Other Off Market **18 = 6.59%**
 Active Inventory **105 = 38.46%**

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	61	3.39%	144	173	20.14%
Pending Sales	58	89	53.45%	180	202	12.22%
New Listings	91	87	-4.40%	284	207	-27.11%
Median List Price	174,000	177,500	2.01%	167,250	165,400	-1.11%
Median Sale Price	169,000	175,000	3.55%	157,750	162,500	3.01%
Median Percent of Selling Price to List Price	96.00%	97.48%	1.55%	96.53%	98.00%	1.53%
Median Days on Market to Sale	20.00	30.00	50.00%	27.00	23.00	-14.81%
Monthly Inventory	236	105	-55.51%	236	105	-55.51%
Months Supply of Inventory	3.80	1.58	-58.46%	3.80	1.58	-58.46%

Absorption: Last 12 months, an Average of **67** Sales/Month

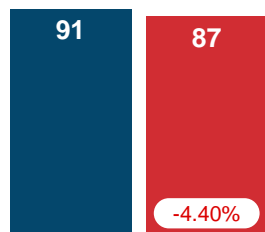
Inventory on March 31, 2021 = **105**

2020 **2021**

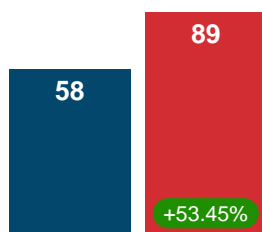
MARCH MARKET

MEDIAN PRICES

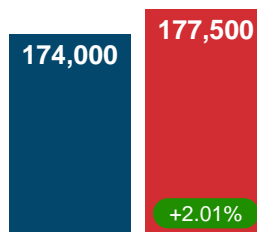
New Listings



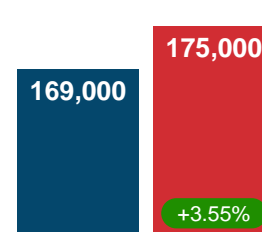
Pending Listings



List Price



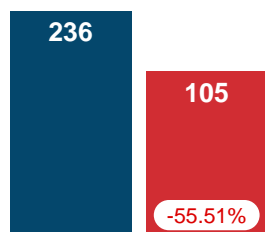
Sale Price



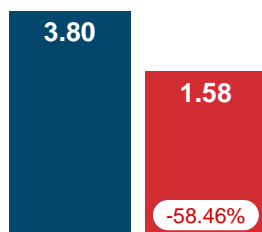
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

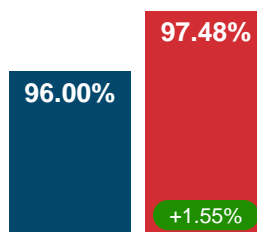
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

