

May 2021



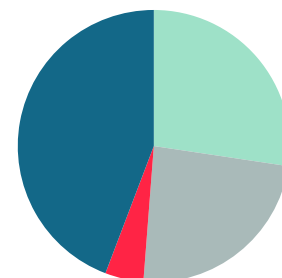
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	48	78	62.50%
Pending Listings	72	68	-5.56%
New Listings	87	93	6.90%
Average List Price	218,736	227,686	4.09%
Average Sale Price	212,213	221,434	4.35%
Average Percent of Selling Price to List Price	96.50%	97.25%	0.78%
Average Days on Market to Sale	42.56	37.05	-12.95%
End of Month Inventory	213	126	-40.85%
Months Supply of Inventory	3.51	1.81	-48.29%



■ Closed (27.37%)
■ Pending (23.86%)
■ Other OffMarket (4.56%)
■ Active (44.21%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of May 31, 2021 = **126**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **40.85%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **1.81** 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 **4.35%** in May 2021 to \$221,434 versus the previous year at \$212,213.

Average Days on Market Shortens

The average number of **37.05** days that homes spent on the market before selling decreased by 5.51 days or **12.95%** in May 2021 compared to last year's same month at **42.56** DOM.

Sales Success for May 2021 is Positive

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

There were 93 New Listings in May 2021, up **6.90%** from last year at 87. Furthermore, there were 78 Closed Listings this month versus last year at 48, a **62.50%** increase.

Closed versus Listed trends yielded a **83.9%** ratio, up from previous year's, May 2020, at **55.2%**, a **52.02%** upswing. This will certainly create pressure on a decreasing Month's 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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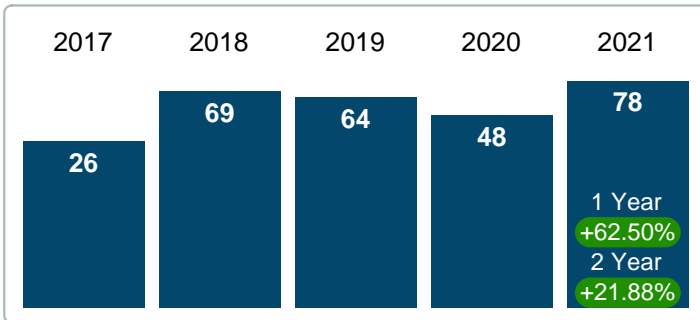
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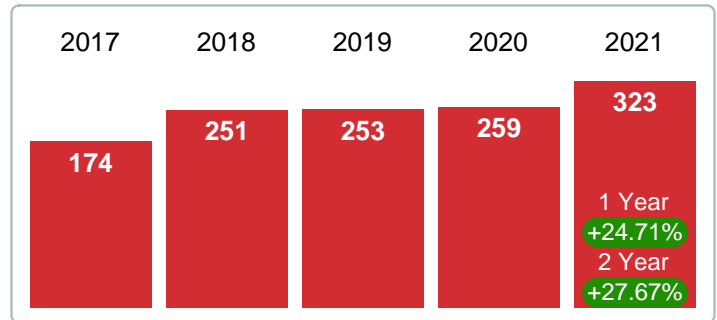
CLOSED LISTINGS

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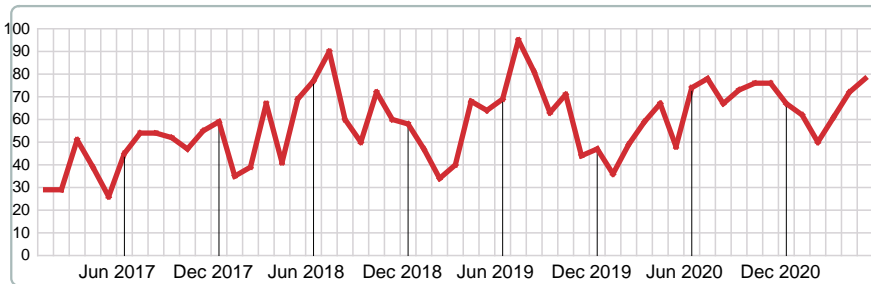
MAY



YEAR TO DATE (YTD)

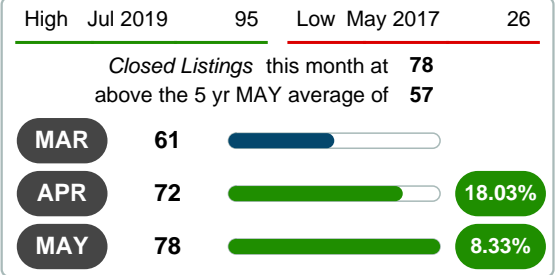


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.26%	87.4	3	3	2	0
\$50,001 - \$100,000	8	10.26%	21.8	4	4	0	0
\$100,001 - \$150,000	10	12.82%	66.0	2	4	4	0
\$150,001 - \$225,000	20	25.64%	14.8	2	15	2	1
\$225,001 - \$275,000	15	19.23%	25.5	0	14	1	0
\$275,001 - \$350,000	9	11.54%	32.9	1	3	5	0
\$350,001 and up	8	10.26%	47.8	1	3	2	2
Total Closed Units	78			13	46	16	3
Total Closed Volume	17,271,840	100%	37.1	1.71M	10.71M	3.60M	1.24M
Average Closed Price	\$221,434			\$131,643	\$232,930	\$225,051	\$414,967

May 2021



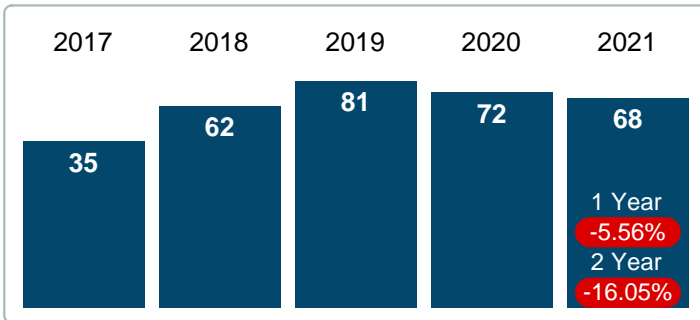
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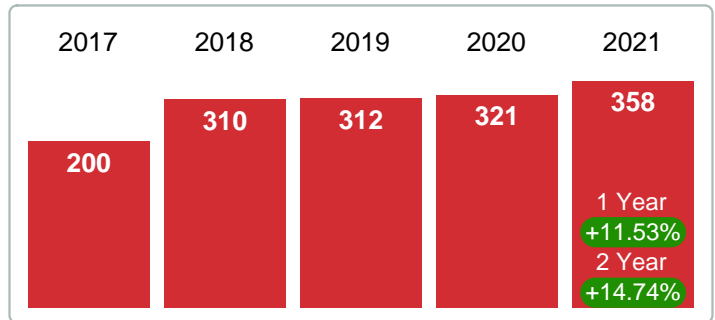
PENDING LISTINGS

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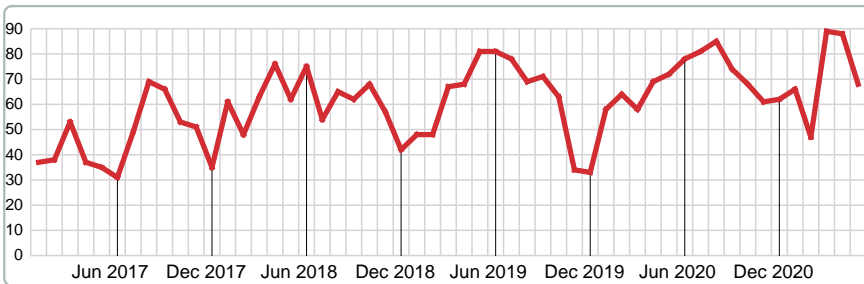
MAY



YEAR TO DATE (YTD)

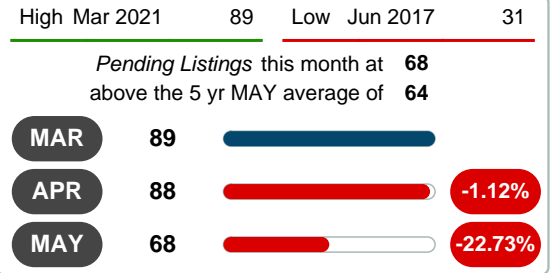


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 64



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	6	8.82%	17.5	1	3	2	0
\$75,001 - \$125,000	7	10.29%	32.4	2	4	1	0
\$125,001 - \$175,000	11	16.18%	11.2	3	7	1	0
\$175,001 - \$225,000	14	20.59%	26.4	0	12	2	0
\$225,001 - \$250,000	9	13.24%	17.9	0	9	0	0
\$250,001 - \$350,000	14	20.59%	39.1	1	8	3	2
\$350,001 and up	7	10.29%	39.9	0	3	2	2
Total Pending Units	68			7	46	11	4
Total Pending Volume	15,469,267	100%	25.2	1.08M	9.90M	2.76M	1.72M
Average Listing Price	\$228,207			\$154,829	\$215,266	\$250,939	\$430,728

May 2021



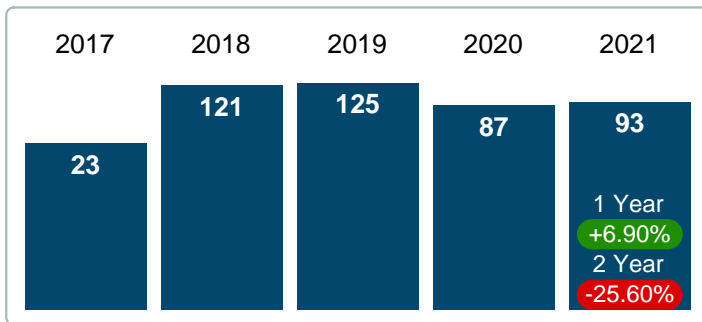
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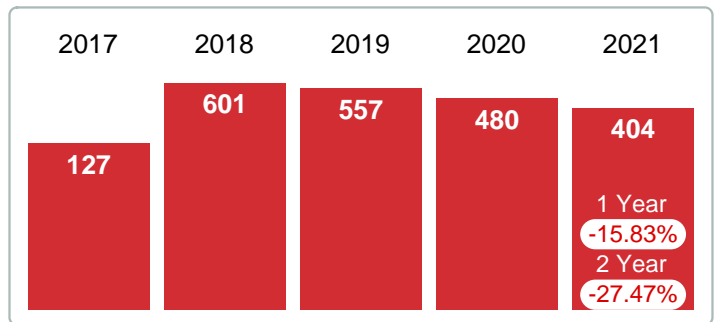
NEW LISTINGS

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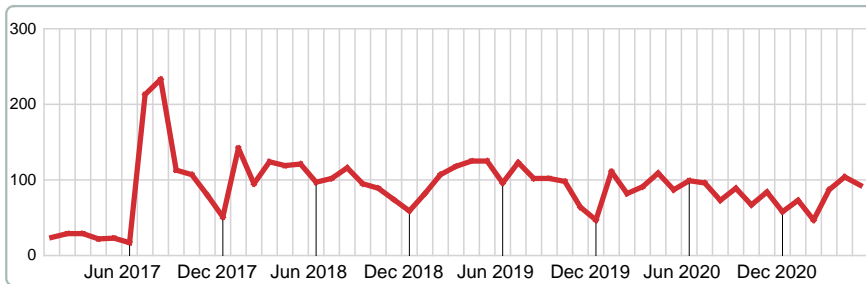
MAY



YEAR TO DATE (YTD)

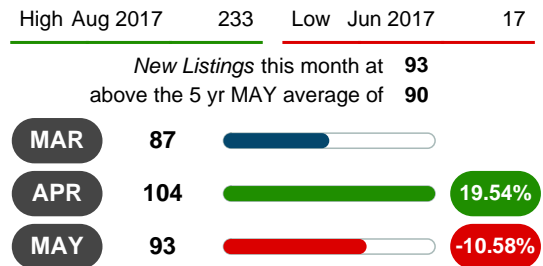


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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	6	6.45%	1	4	1	0
\$75,001 - \$100,000	8	8.60%	4	4	0	0
\$100,001 - \$175,000	19	20.43%	4	12	3	0
\$175,001 - \$225,000	19	20.43%	3	13	3	0
\$225,001 - \$275,000	19	20.43%	0	13	3	3
\$275,001 - \$525,000	12	12.90%	2	5	4	1
\$525,001 and up	10	10.75%	0	4	4	2
Total New Listed Units	93		14	55	18	6
Total New Listed Volume	27,048,320	100%	2.20M	12.36M	8.68M	3.81M
Average New Listed Listing Price	\$235,775		\$157,136	\$224,645	\$482,483	\$634,703

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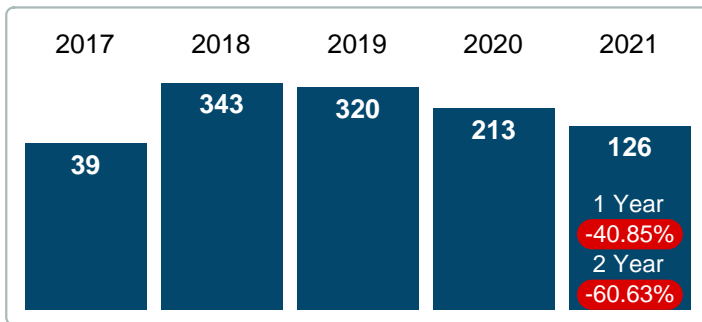
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



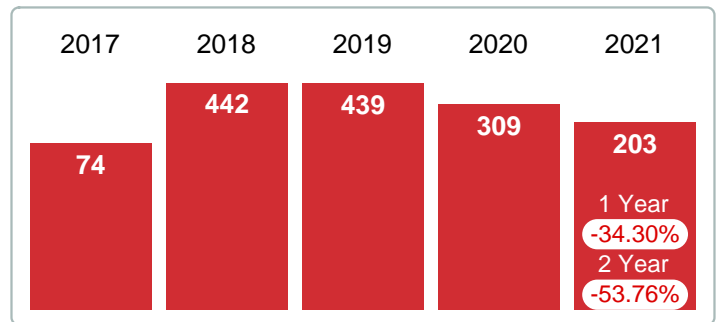
ACTIVE INVENTORY

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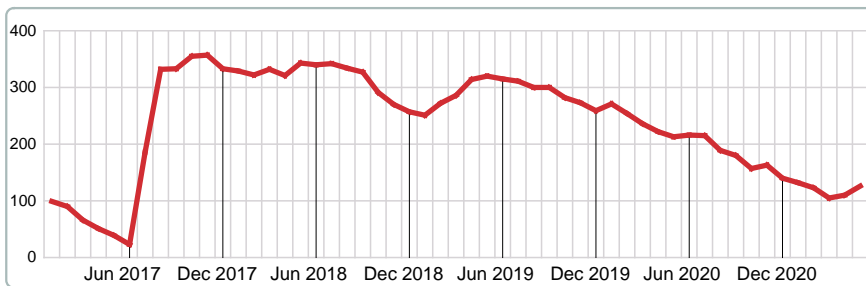
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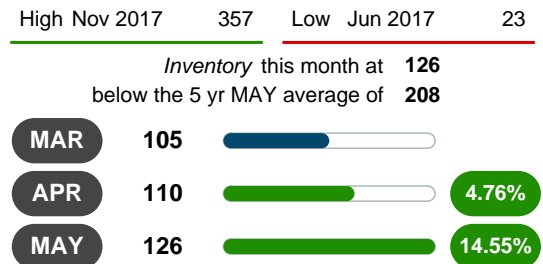


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 208



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	4.76%	53.5	3	3	0	0
\$75,001 - \$150,000	23	18.25%	48.0	8	13	2	0
\$150,001 - \$200,000	13	10.32%	60.0	3	7	3	0
\$200,001 - \$300,000	36	28.57%	54.3	8	18	7	3
\$300,001 - \$525,000	20	15.87%	83.2	1	10	6	3
\$525,001 - \$975,000	15	11.90%	112.7	0	10	3	2
\$975,001 and up	13	10.32%	118.6	1	4	5	3
Total Active Inventory by Units	126			24	65	26	11
Total Active Inventory by Volume	56,078,888	100%	71.9	5.99M	22.56M	16.60M	10.93M
Average Active Inventory Listing Price	\$445,071			\$249,688	\$347,026	\$638,542	\$993,420

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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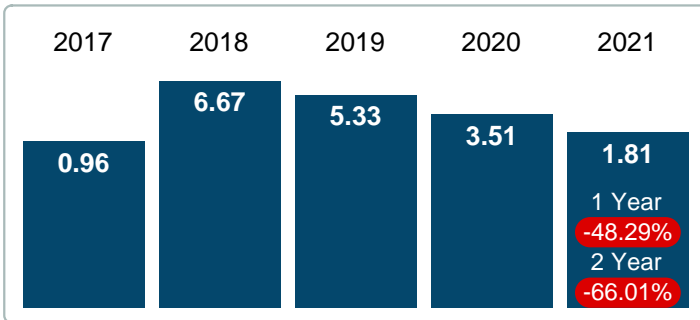
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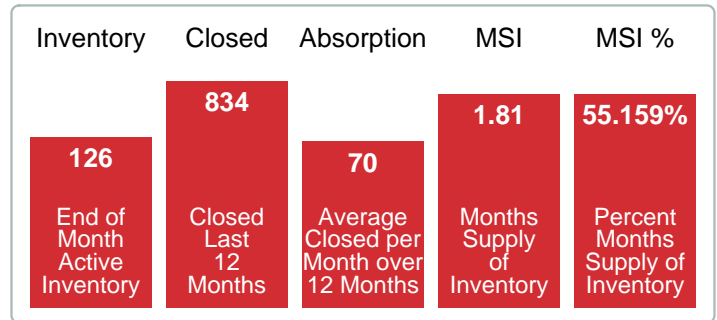
MONTHS SUPPLY of INVENTORY (MSI)

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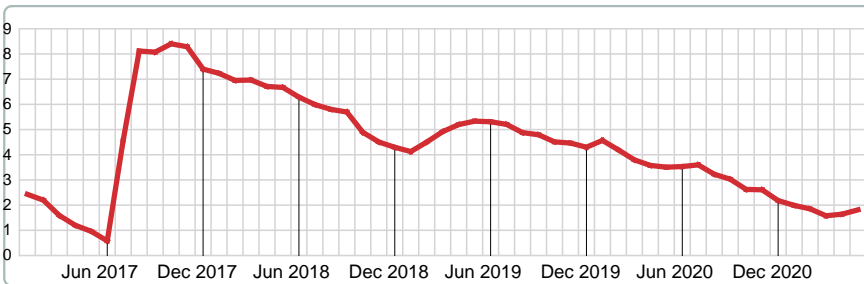
MSI FOR MAY



INDICATORS FOR MAY 2021

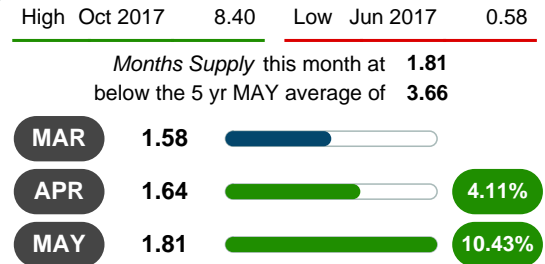


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.66



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	6	4.76%	0.79	1.09	0.73	0.00	0.00
\$75,001 - \$150,000	23	18.25%	1.11	1.48	1.00	0.92	0.00
\$150,001 - \$200,000	13	10.32%	0.83	4.00	0.56	1.57	0.00
\$200,001 - \$300,000	36	28.57%	2.45	16.00	1.80	1.91	6.00
\$300,001 - \$525,000	20	15.87%	2.33	1.71	3.00	1.80	2.25
\$525,001 - \$975,000	15	11.90%	7.20	0.00	15.00	4.50	3.00
\$975,001 and up	13	10.32%	39.00	0.00	48.00	60.00	18.00
Market Supply of Inventory (MSI)			1.81	2.38	1.49	2.07	3.57
Total Active Inventory by Units		100%	126	24	65	26	11

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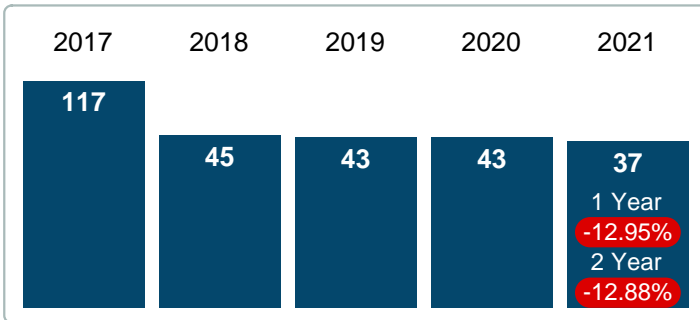
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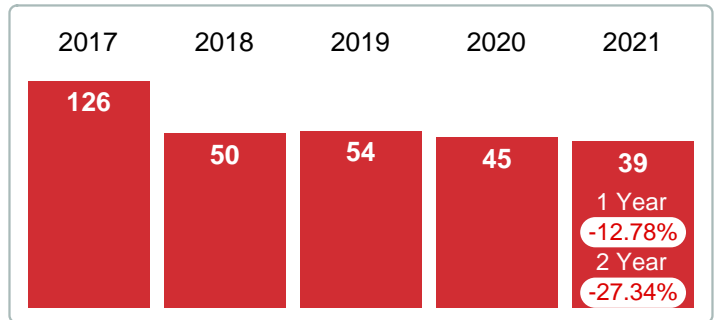
AVERAGE DAYS ON MARKET TO SALE

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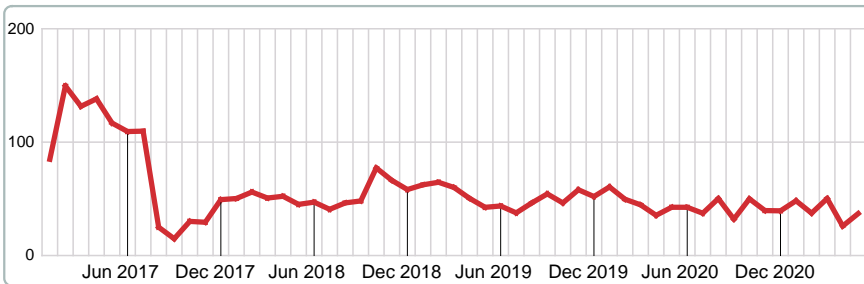
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 57

High Feb 2017 150 Low Sep 2017 15

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 57



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
\$50,000 and less	10.26%	87	83	132	27	0
\$50,001 - \$100,000	10.26%	22	30	14	0	0
\$100,001 - \$150,000	12.82%	66	10	93	67	0
\$150,001 - \$225,000	25.64%	15	12	17	8	1
\$225,001 - \$275,000	19.23%	26	0	27	3	0
\$275,001 - \$350,000	11.54%	33	171	2	24	0
\$350,001 and up	10.26%	48	11	25	77	72
Average Closed DOM		37	46	33	38	48
Total Closed Units	100%	37	13	46	16	3
Total Closed Volume		17,271,840	1.71M	10.71M	3.60M	1.24M

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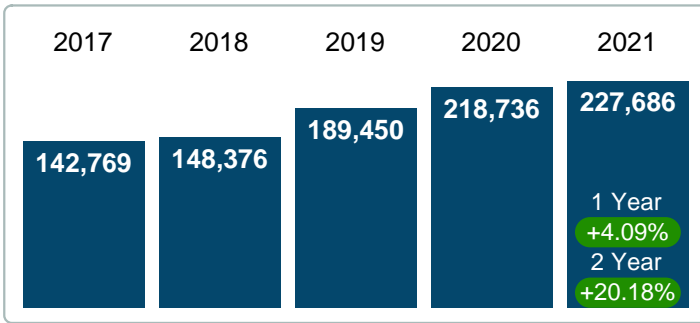
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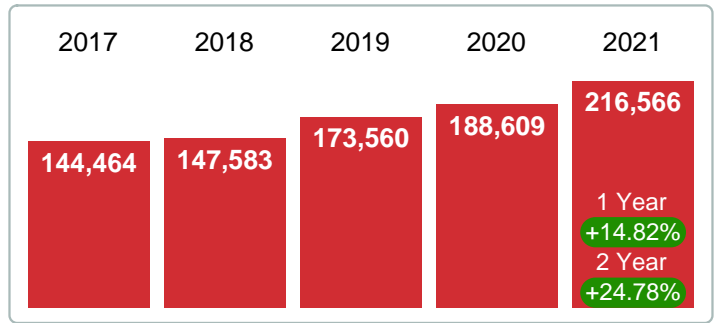
AVERAGE LIST PRICE AT CLOSING

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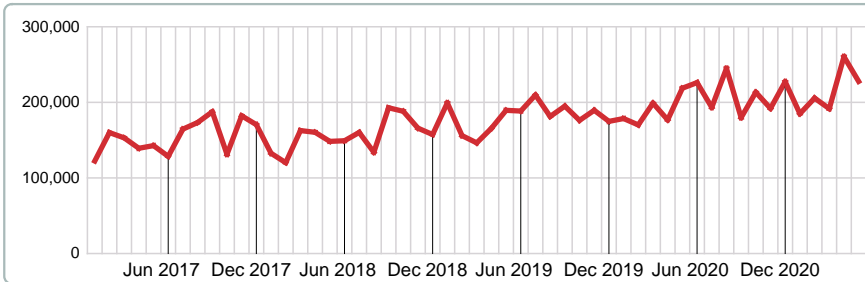
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

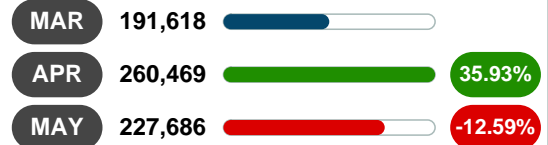


3 MONTHS

5 year MAY AVG = 185,403

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

Average List Price at Closing this month at **227,686** above the 5 yr MAY average of **185,403**



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
\$50,000 and less	8.97%	37,443	30,767	43,300	47,450	0
\$50,001 - \$100,000	11.54%	77,100	78,000	81,725	0	0
\$100,001 - \$150,000	12.82%	132,300	121,250	132,125	138,000	0
\$150,001 - \$225,000	23.08%	187,228	186,250	194,613	176,655	199,999
\$225,001 - \$275,000	17.95%	248,471	0	258,764	235,000	0
\$275,001 - \$350,000	15.38%	300,733	350,000	301,000	300,360	0
\$350,001 and up	10.26%	627,875	370,000	868,333	492,000	532,000
Average List Price		227,686	133,792	239,896	232,563	421,333
Total Closed Units	100%	227,686	13	46	16	3
Total Closed Volume		17,759,509	1.74M	11.04M	3.72M	1.26M

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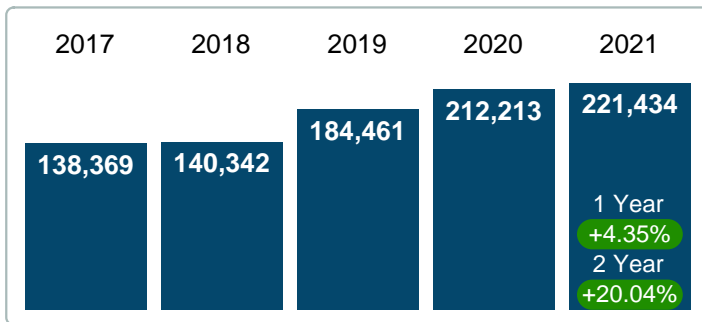
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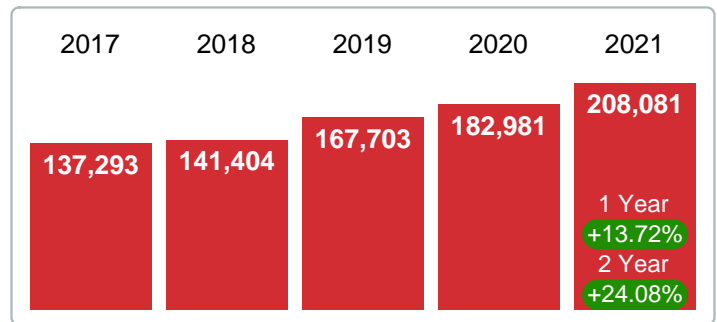
AVERAGE SOLD PRICE AT CLOSING

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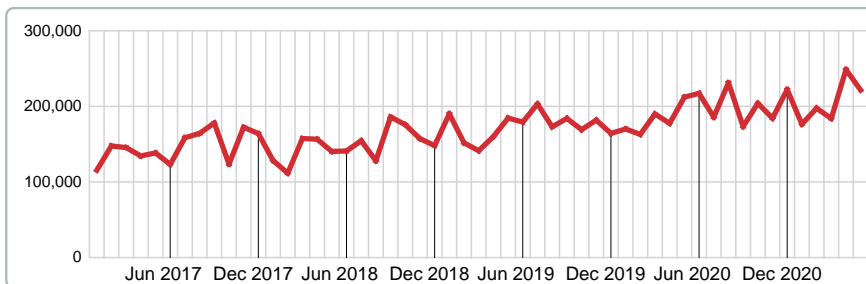
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

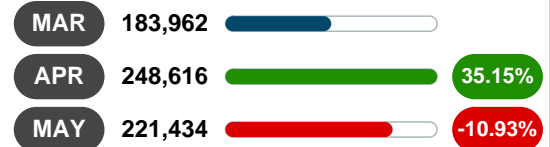


3 MONTHS

5 year MAY AVG = 179,364

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

Average Sold Price at Closing this month at **221,434** above the 5 yr MAY average of **179,364**



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
\$50,000 and less	10.26%	36,438	28,500	41,500	40,750	0
\$50,001 - \$100,000	10.26%	78,594	77,964	79,225	0	0
\$100,001 - \$150,000	12.82%	129,870	126,250	126,050	135,500	0
\$150,001 - \$225,000	25.64%	188,549	181,500	190,318	176,655	199,900
\$225,001 - \$275,000	19.23%	248,260	0	249,564	230,000	0
\$275,001 - \$350,000	11.54%	297,667	328,500	298,833	290,800	0
\$350,001 and up	10.26%	609,875	370,000	841,333	470,000	522,500
Average Sold Price		221,434	131,643	232,930	225,051	414,967
Total Closed Units	100%	221,434	13	46	16	3
Total Closed Volume		17,271,840	1.71M	10.71M	3.60M	1.24M

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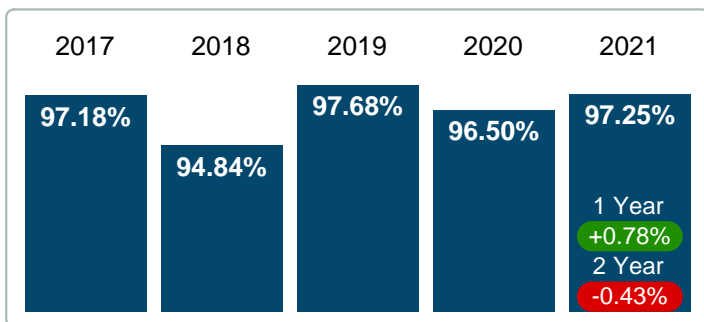
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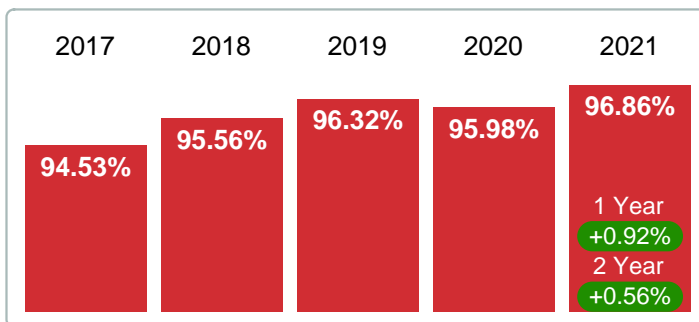
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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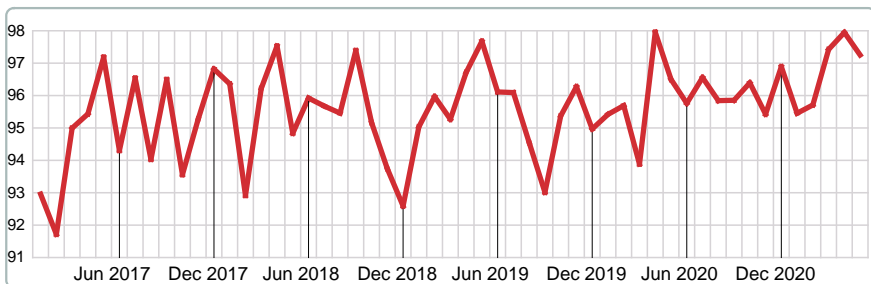
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

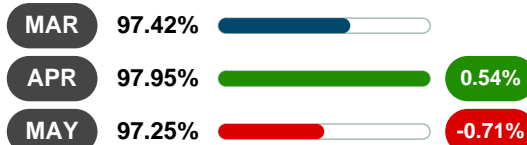


3 MONTHS

5 year MAY AVG = 96.69%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.25%** equal to 5 yr MAY average of **96.69%**



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
\$50,000 and less	8	10.26%	92.31%	94.06%	95.48%	84.93%	0.00%
\$50,001 - \$100,000	8	10.26%	99.27%	101.31%	97.23%	0.00%	0.00%
\$100,001 - \$150,000	10	12.82%	98.47%	104.22%	95.72%	98.33%	0.00%
\$150,001 - \$225,000	20	25.64%	98.25%	97.38%	98.02%	100.00%	99.95%
\$225,001 - \$275,000	15	19.23%	96.77%	0.00%	96.69%	97.87%	0.00%
\$275,001 - \$350,000	9	11.54%	97.38%	93.86%	99.40%	96.88%	0.00%
\$350,001 and up	8	10.26%	96.91%	100.00%	96.28%	95.21%	98.02%
Average Sold/List Ratio		97.30%		98.81%	97.16%	95.99%	98.66%
Total Closed Units		78	100%	13	46	16	3
Total Closed Volume		17,271,840		1.71M	10.71M	3.60M	1.24M

May 2021



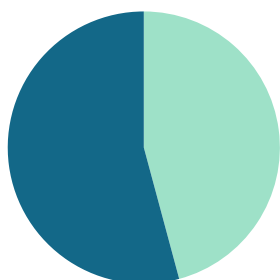
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

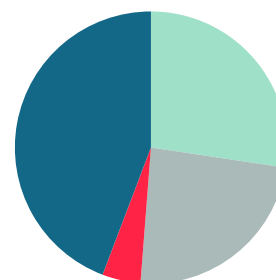


Inventory
 New Listings
93 = 45.81%
 Start Inventory
110
 Total Inventory Units
203
 Volume
\$73,961,955

Market Activity

Closed Sales
78 = 27.37%
 Pending Sales
68 = 23.86%
 Other Off Market
13 = 4.56%
 Active Inventory
126 = 44.21%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	78	62.50%	259	323	24.71%
Pending Sales	72	68	-5.56%	321	358	11.53%
New Listings	87	93	6.90%	480	404	-15.83%
Average List Price	218,736	227,686	4.09%	188,609	216,566	14.82%
Average Sale Price	212,213	221,434	4.35%	182,981	208,081	13.72%
Average Percent of Selling Price to List Price	96.50%	97.25%	0.78%	95.98%	96.86%	0.92%
Average Days on Market to Sale	42.56	37.05	-12.95%	45.05	39.29	-12.78%
Monthly Inventory	213	126	-40.85%	213	126	-40.85%
Months Supply of Inventory	3.51	1.81	-48.29%	3.51	1.81	-48.29%

Absorption: Last 12 months, an Average of **70** Sales/Month

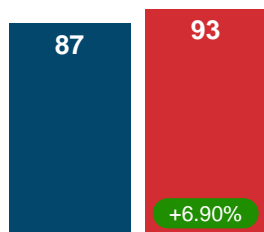
Inventory on May 31, 2021 = **126**

2020 **2021**

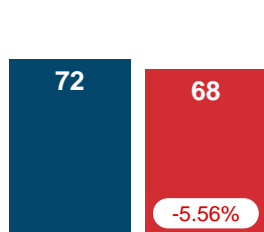
MAY MARKET

AVERAGE PRICES

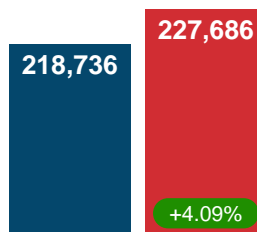
New Listings



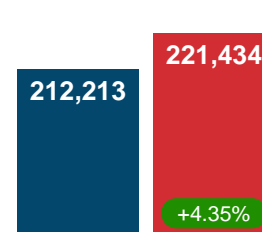
Pending Listings



List Price



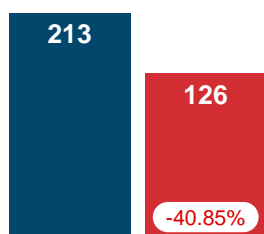
Sale Price



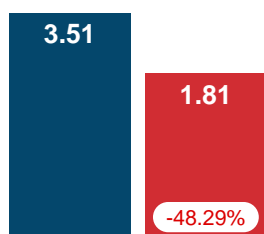
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

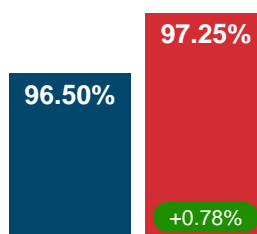
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

