

May 2021



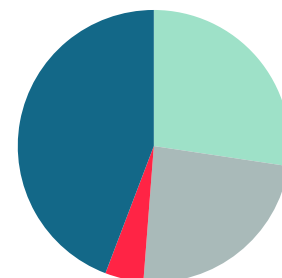
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	184,500	196,750	6.64%
Median Sale Price	183,500	195,250	6.40%
Median Percent of Selling Price to List Price	98.88%	98.28%	-0.60%
Median Days on Market to Sale	11.50	10.50	-8.70%
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.

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 **6.40%** in May 2021 to \$195,250 versus the previous year at \$183,500.

Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 1.00 days or **8.70%** in May 2021 compared to last year's same month at **11.50** DOM.

Sales Success for May 2021 is Positive

Overall, with Median 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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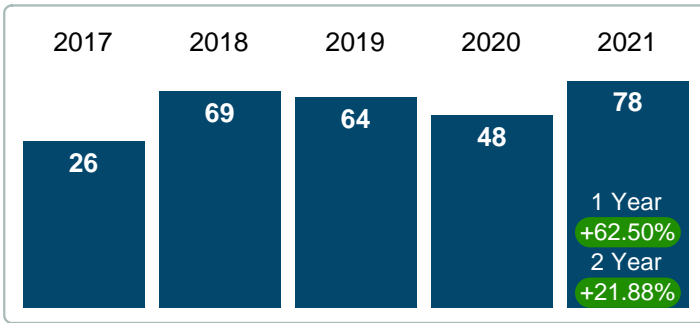
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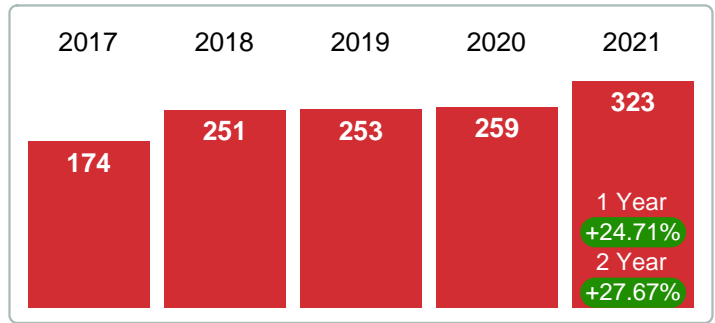
CLOSED LISTINGS

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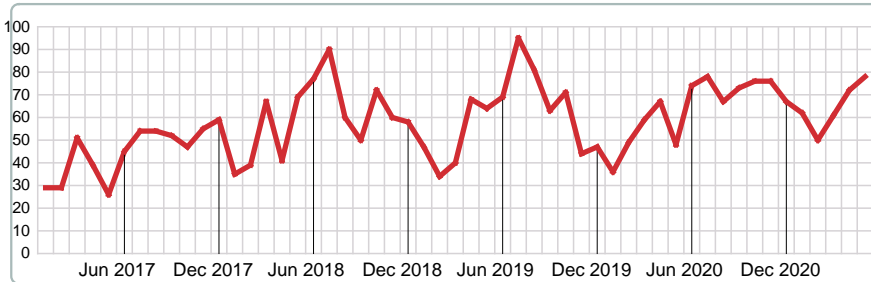
MAY



YEAR TO DATE (YTD)

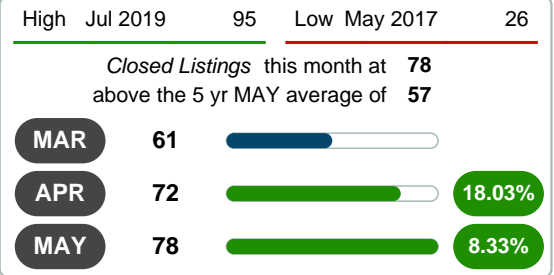


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.26%	68.0	3	3	2	0
\$50,001 - \$100,000	8	10.26%	13.5	4	4	0	0
\$100,001 - \$150,000	10	12.82%	61.5	2	4	4	0
\$150,001 - \$225,000	20	25.64%	4.0	2	15	2	1
\$225,001 - \$275,000	15	19.23%	8.0	0	14	1	0
\$275,001 - \$350,000	9	11.54%	4.0	1	3	5	0
\$350,001 and up	8	10.26%	16.0	1	3	2	2
Total Closed Units	78			13	46	16	3
Total Closed Volume	17,271,840	100%	10.5	1.71M	10.71M	3.60M	1.24M
Median Closed Price	\$195,250			\$83,855	\$204,500	\$205,000	\$460,000

May 2021



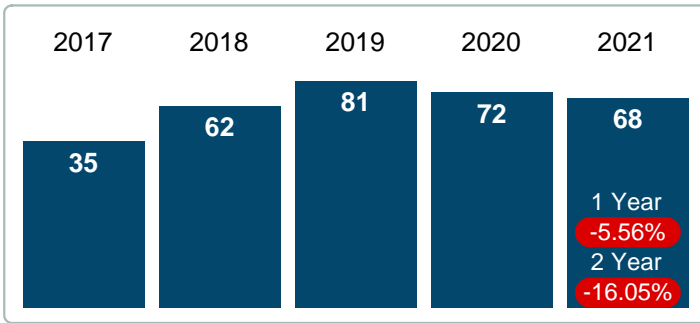
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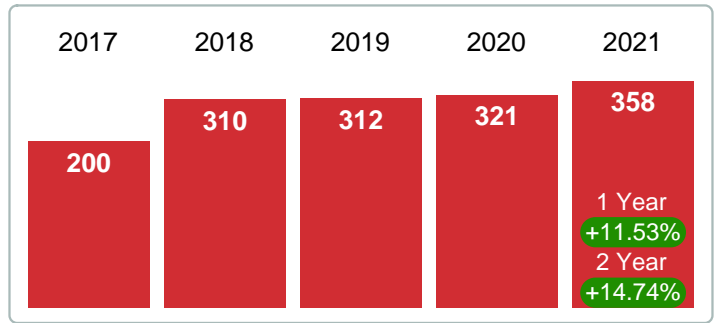
PENDING LISTINGS

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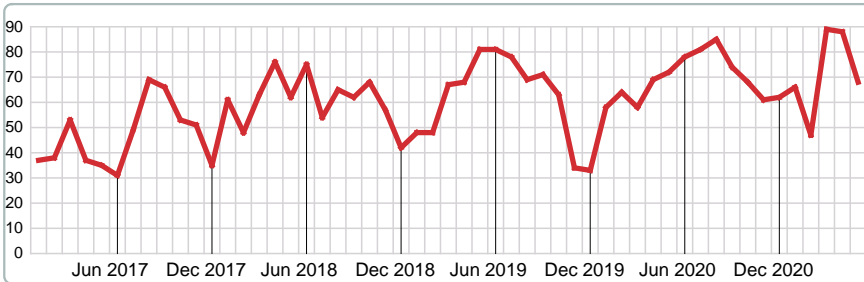
MAY



YEAR TO DATE (YTD)

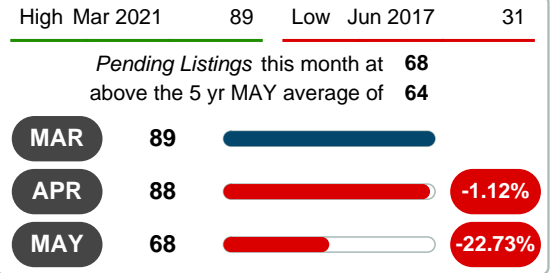


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 64



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.82%	6.0	1	3	2	0
\$75,001 - \$125,000	7	10.29%	4.0	2	4	1	0
\$125,001 - \$175,000	11	16.18%	3.0	3	7	1	0
\$175,001 - \$225,000	14	20.59%	4.5	0	12	2	0
\$225,001 - \$250,000	9	13.24%	9.0	0	9	0	0
\$250,001 - \$350,000	14	20.59%	10.0	1	8	3	2
\$350,001 and up	7	10.29%	32.0	0	3	2	2
Total Pending Units	68			7	46	11	4
Total Pending Volume	15,469,267	100%	7.0	1.08M	9.90M	2.76M	1.72M
Median Listing Price	\$215,500			\$155,000	\$217,950	\$215,000	\$377,250

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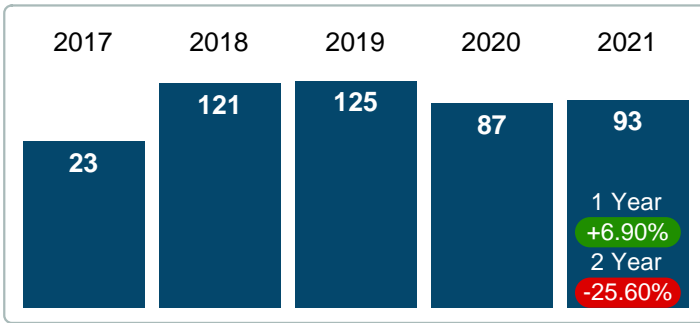
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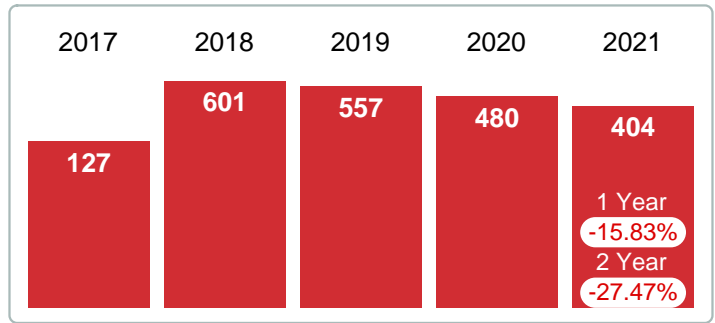
NEW LISTINGS

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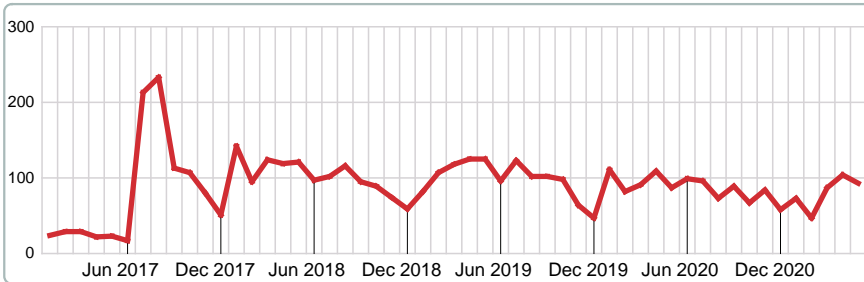
MAY



YEAR TO DATE (YTD)

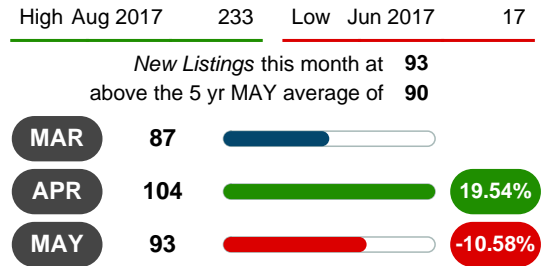


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$220,000		\$122,450	\$219,900	\$249,900	\$334,700

May 2021



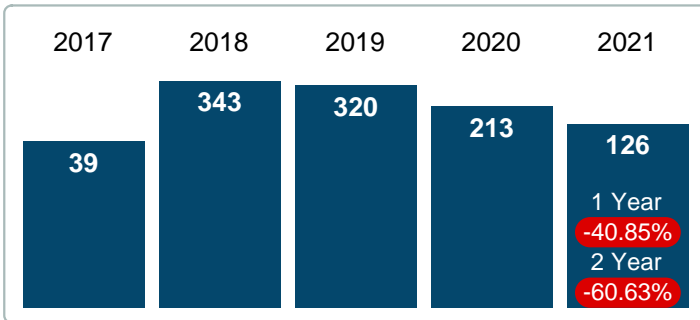
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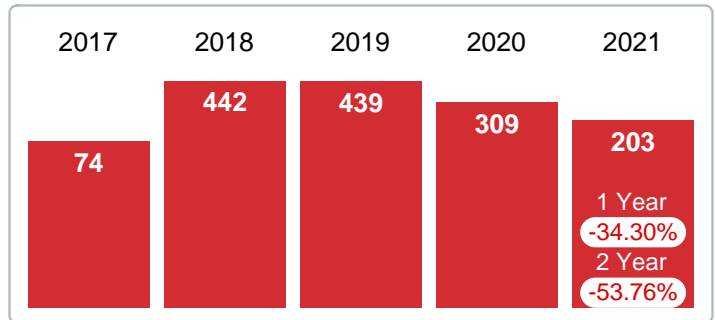
ACTIVE INVENTORY

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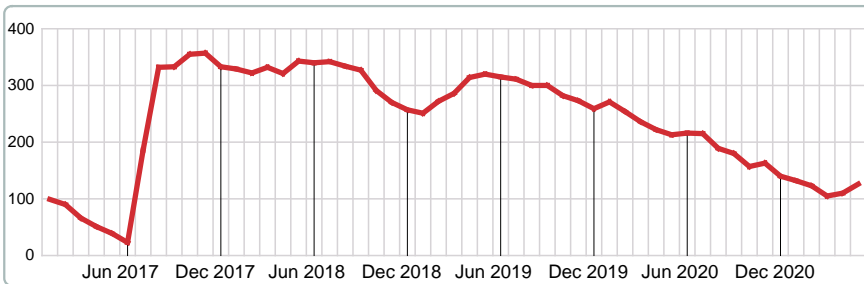
END OF MAY



ACTIVE DURING MAY

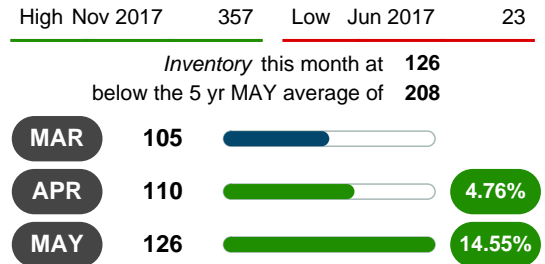


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 208



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	6	4.76%	40.0	3	3	0	0
\$75,001 - \$150,000	23	18.25%	25.0	8	13	2	0
\$150,001 - \$200,000	13	10.32%	39.0	3	7	3	0
\$200,001 - \$300,000	36	28.57%	25.0	8	18	7	3
\$300,001 - \$525,000	20	15.87%	59.0	1	10	6	3
\$525,001 - \$975,000	15	11.90%	65.0	0	10	3	2
\$975,001 and up	13	10.32%	119.0	1	4	5	3
Total Active Inventory by Units	126			24	65	26	11
Total Active Inventory by Volume	56,078,888	100%	39.0	5.99M	22.56M	16.60M	10.93M
Median Active Inventory Listing Price	\$249,900			\$167,500	\$239,000	\$344,450	\$485,000

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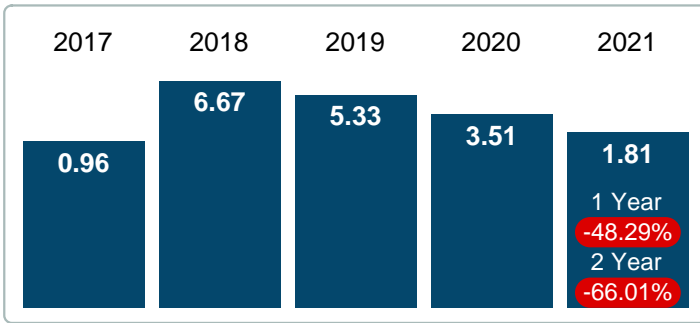
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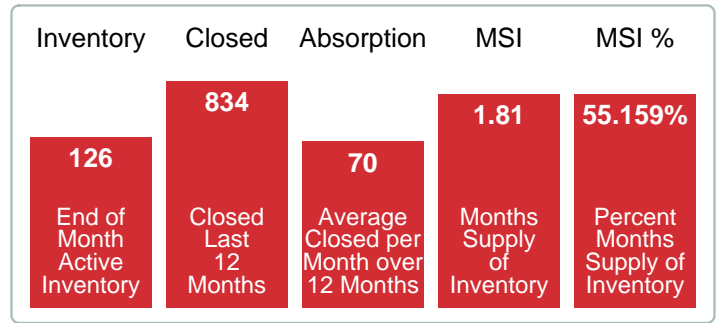
MONTHS SUPPLY of INVENTORY (MSI)

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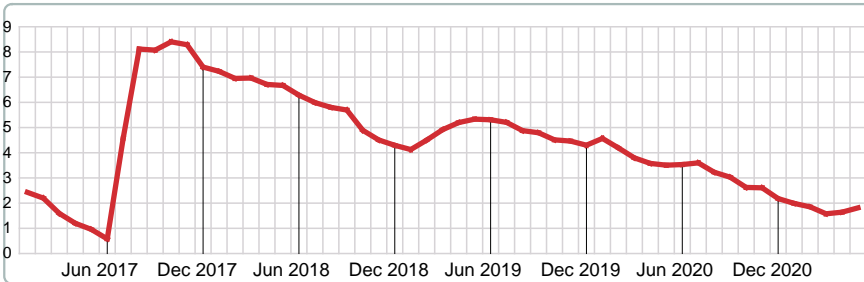
MSI FOR MAY



INDICATORS FOR MAY 2021

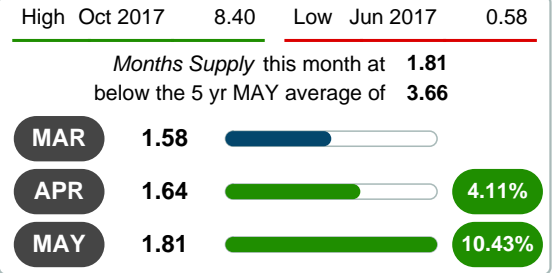


5 YEAR MARKET ACTIVITY TRENDS



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

May 2021



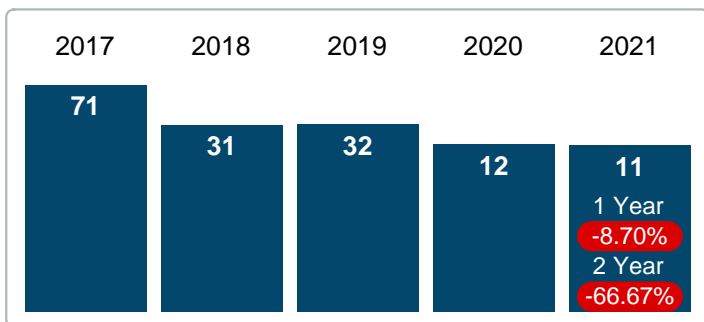
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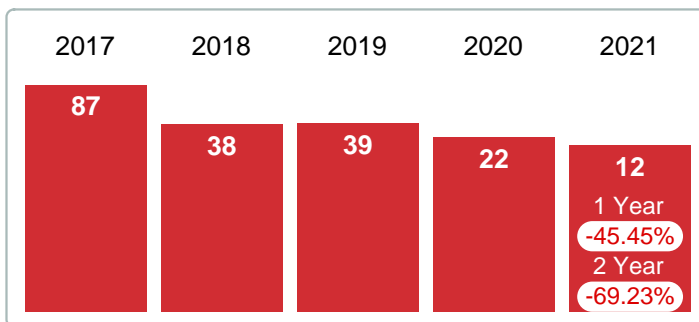
MEDIAN DAYS ON MARKET TO SALE

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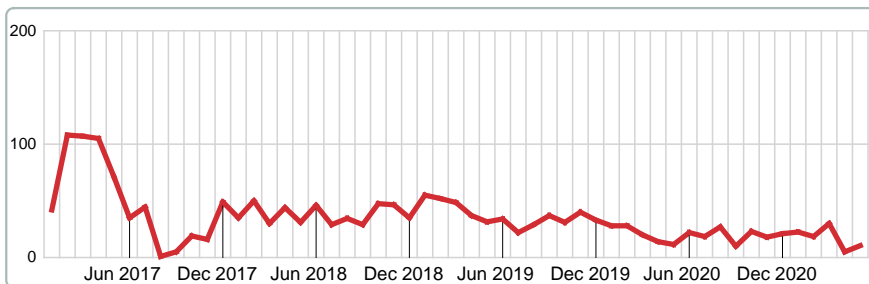
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 31

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 11 below the 5 yr MAY average of 31



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
\$50,000 and less	10.26%	68	86	193	27	0
\$50,001 - \$100,000	10.26%	14	23	9	0	0
\$100,001 - \$150,000	12.82%	62	10	116	66	0
\$150,001 - \$225,000	25.64%	4	12	4	8	1
\$225,001 - \$275,000	19.23%	8	0	9	3	0
\$275,001 - \$350,000	11.54%	4	171	2	4	0
\$350,001 and up	10.26%	16	11	21	77	72
Median Closed DOM		11	14	7	13	10
Total Closed Units	100%	78	13	46	16	3
Total Closed Volume		17,271,840	1.71M	10.71M	3.60M	1.24M

May 2021



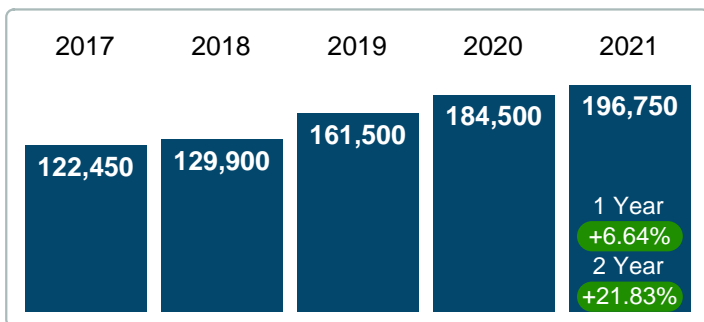
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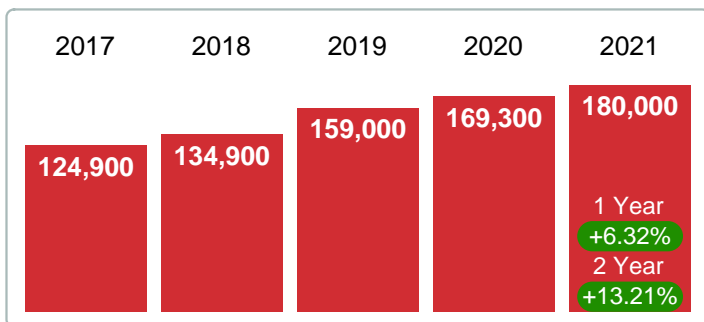
MEDIAN LIST PRICE AT CLOSING

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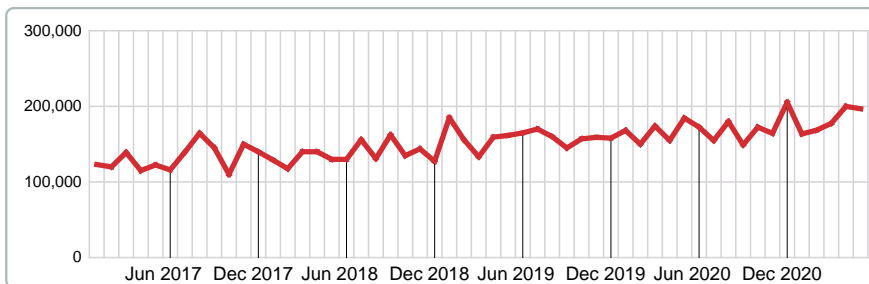
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 159,020

High Dec 2020 205,250 Low Oct 2017 110,000
 Median List Price at Closing this month at **196,750**
 above the 5 yr MAY average of **159,020**

- MAR 177,500
- APR 199,950 **12.65%**
- MAY 196,750 **-1.60%**

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
\$50,000 and less	8.97%	40,000	28,900	40,000	39,900	0
\$50,001 - \$100,000	11.54%	84,000	84,500	84,950	55,000	0
\$100,001 - \$150,000	12.82%	142,500	121,250	137,250	148,000	0
\$150,001 - \$225,000	23.08%	185,750	186,250	187,500	176,655	199,999
\$225,001 - \$275,000	17.95%	244,950	0	250,000	235,000	0
\$275,001 - \$350,000	15.38%	297,000	350,000	287,500	299,900	0
\$350,001 and up	10.26%	537,000	370,000	756,000	492,000	532,000
Median List Price		196,750	85,000	209,750	207,500	479,000
Total Closed Units	100%	196,750	13	46	16	3
Total Closed Volume		17,759,509	1.74M	11.04M	3.72M	1.26M

May 2021



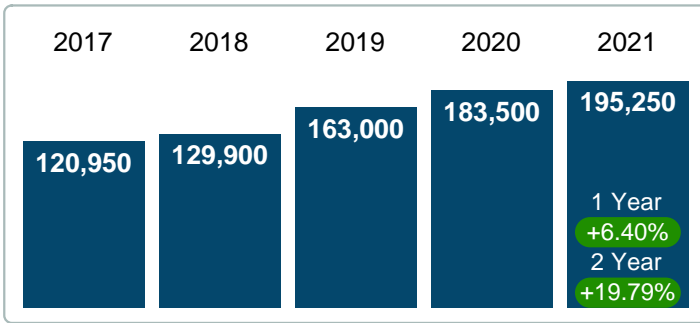
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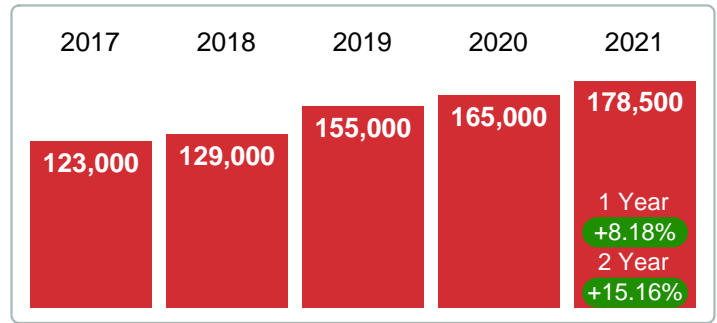
MEDIAN SOLD PRICE AT CLOSING

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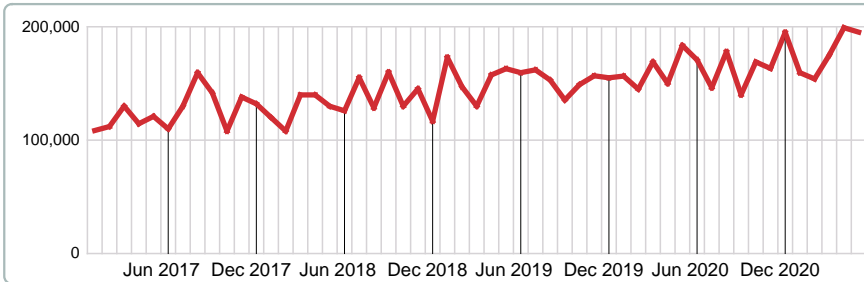
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

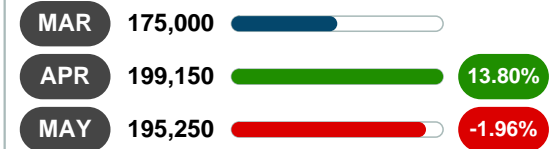


3 MONTHS

5 year MAY AVG = 158,520

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

Median Sold Price at Closing this month at **195,250** above the 5 yr MAY average of **158,520**



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
\$50,000 and less	10.26%	37,250	32,500	38,000	40,750	0
\$50,001 - \$100,000	10.26%	80,000	80,000	79,950	0	0
\$100,001 - \$150,000	12.82%	136,000	126,250	130,500	145,000	0
\$150,001 - \$225,000	25.64%	187,500	181,500	190,000	176,655	199,900
\$225,001 - \$275,000	19.23%	248,000	0	249,000	230,000	0
\$275,001 - \$350,000	11.54%	295,000	328,500	298,000	280,000	0
\$350,001 and up	10.26%	532,500	370,000	684,000	470,000	522,500
Median Sold Price		195,250	83,855	204,500	205,000	460,000
Total Closed Units	100%	195,250	13	46	16	3
Total Closed Volume		17,271,840	1.71M	10.71M	3.60M	1.24M

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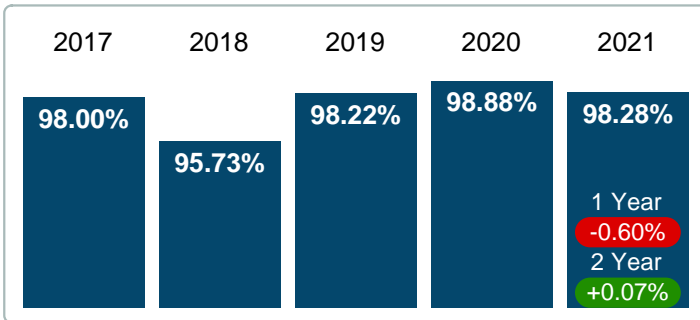
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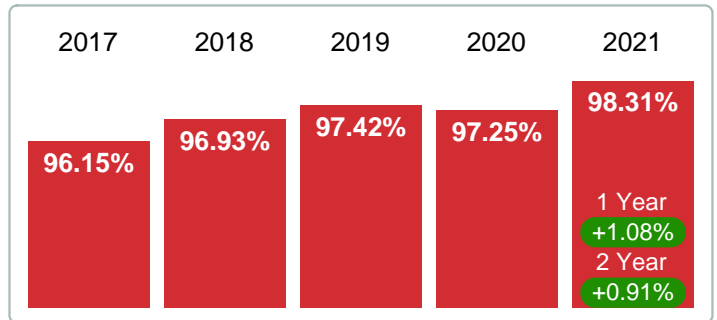
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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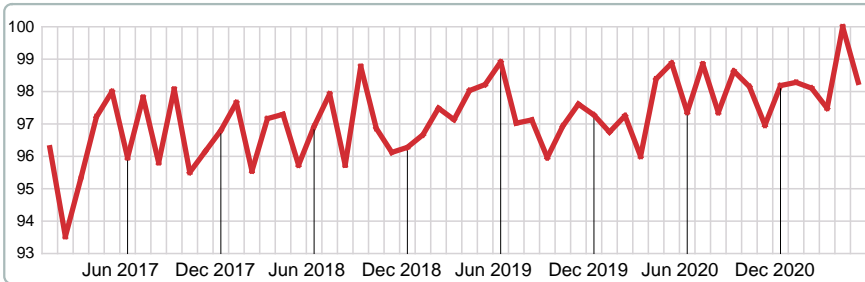
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

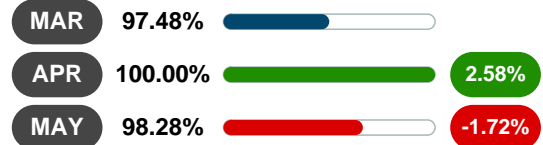


3 MONTHS

5 year MAY AVG = 97.82%

High Apr 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.28%**
 equal to 5 yr MAY average of **97.82%**



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
\$50,000 and less	8	10.26%	91.08%	87.25%	95.00%	84.93%	0.00%
\$50,001 - \$100,000	8	10.26%	98.52%	96.95%	99.19%	0.00%	0.00%
\$100,001 - \$150,000	10	12.82%	98.95%	104.22%	96.12%	98.33%	0.00%
\$150,001 - \$225,000	20	25.64%	100.00%	97.38%	100.00%	100.00%	99.95%
\$225,001 - \$275,000	15	19.23%	97.96%	0.00%	97.98%	97.87%	0.00%
\$275,001 - \$350,000	9	11.54%	97.26%	93.86%	99.67%	97.26%	0.00%
\$350,001 and up	8	10.26%	99.18%	100.00%	98.36%	95.21%	98.02%
Median Sold/List Ratio		98.28%		98.48%	98.32%	97.57%	99.95%
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



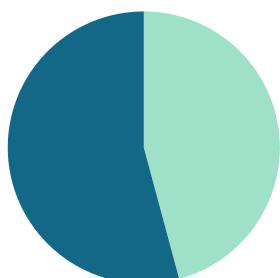
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

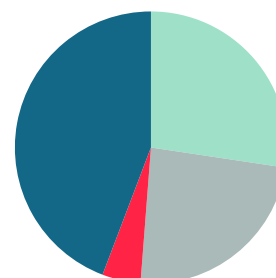


Inventory
 New Listings
93 = 45.81%
 Start Inventory
110
 Total Inventory Units
203
 Volume
\$73,961,955

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%
Median List Price	184,500	196,750	6.64%	169,300	180,000	6.32%
Median Sale Price	183,500	195,250	6.40%	165,000	178,500	8.18%
Median Percent of Selling Price to List Price	98.88%	98.28%	-0.60%	97.25%	98.31%	1.08%
Median Days on Market to Sale	11.50	10.50	-8.70%	22.00	12.00	-45.45%
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

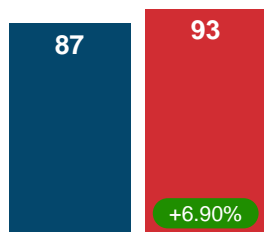
Inventory on May 31, 2021 = **126**

2020 **2021**

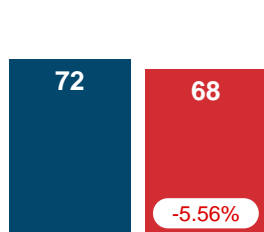
MAY MARKET

MEDIAN PRICES

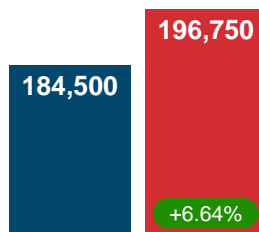
New Listings



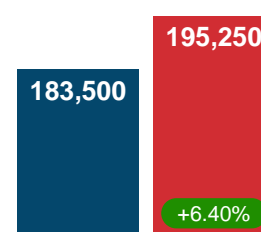
Pending Listings



List Price



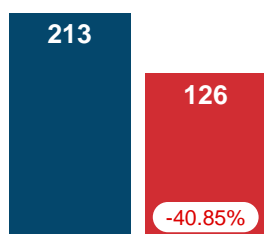
Sale Price



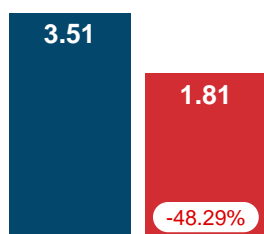
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

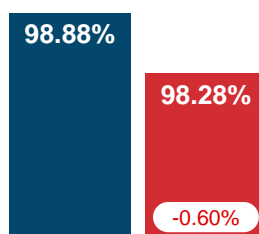
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

