

# November 2021



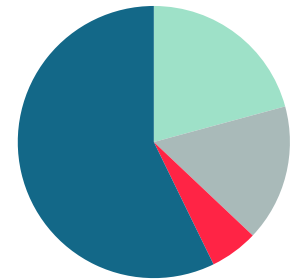
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	76	69	-9.21%
Pending Listings	61	54	-11.48%
New Listings	84	73	-13.10%
Average List Price	191,987	267,050	39.10%
Average Sale Price	184,298	255,668	38.73%
Average Percent of Selling Price to List Price	95.42%	95.74%	0.33%
Average Days on Market to Sale	39.64	35.78	-9.74%
End of Month Inventory	163	190	16.56%
Months Supply of Inventory	2.61	2.62	0.49%



■ Closed (20.78%)  
■ Pending (16.27%)  
■ Other OffMarket (5.72%)  
■ Active (57.23%)

**Absorption:** Last 12 months, an Average of **73 Sales/Month Active Inventory** as of November 30, 2021 = **190**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2021 rose **16.56%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **2.62** 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 **38.73%** in November 2021 to \$255,668 versus the previous year at \$184,298.

#### Average Days on Market Shortens

The average number of **35.78** days that homes spent on the market before selling decreased by 3.86 days or **9.74%** in November 2021 compared to last year's same month at **39.64** DOM.

#### Sales Success for November 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 73 New Listings in November 2021, down **13.10%** from last year at 84. Furthermore, there were 69 Closed Listings this month versus last year at 76, a **-9.21%** decrease.

Closed versus Listed trends yielded a **94.5%** ratio, up from previous year's, November 2020, at **90.5%**, a **4.47%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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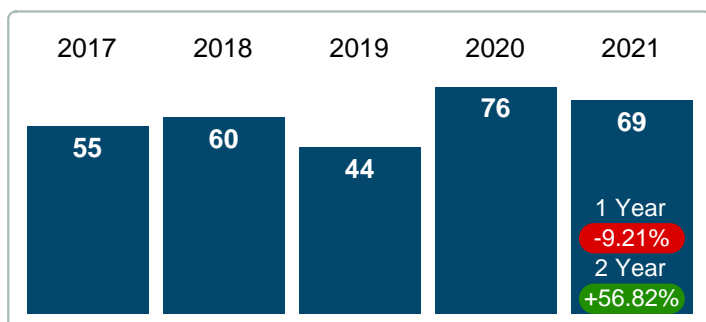
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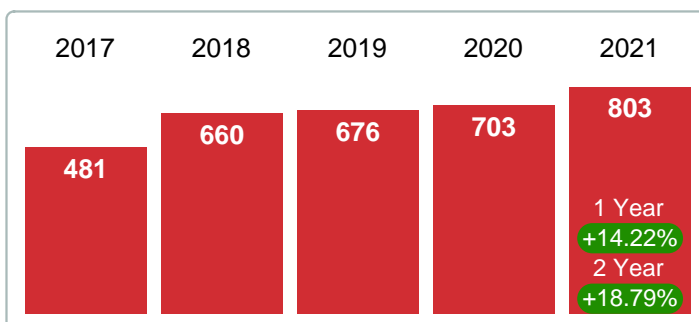
## CLOSED LISTINGS

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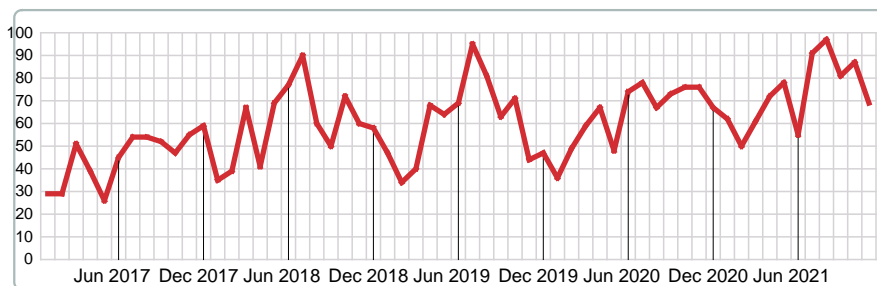
### NOVEMBER



### YEAR TO DATE (YTD)

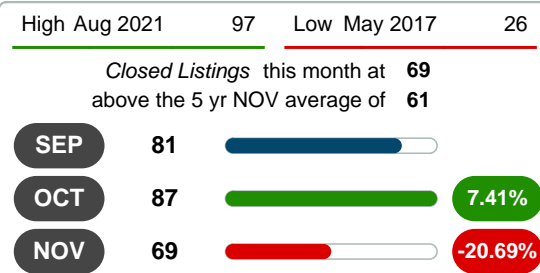


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 61



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.35%	13.0	2	1	0	0
\$75,001 - \$125,000	11	15.94%	38.1	1	9	1	0
\$125,001 - \$150,000	8	11.59%	19.0	2	6	0	0
\$150,001 - \$225,000	18	26.09%	32.2	2	13	3	0
\$225,001 - \$300,000	13	18.84%	30.2	0	8	3	2
\$300,001 - \$500,000	9	13.04%	53.6	1	5	3	0
\$500,001 and up	7	10.14%	58.0	0	3	2	2
<b>Total Closed Units</b>	<b>69</b>			<b>8</b>	<b>45</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>17,641,084</b>	<b>100%</b>	<b>35.8</b>	<b>1.19M</b>	<b>10.79M</b>	<b>3.91M</b>	<b>1.75M</b>
<b>Average Closed Price</b>	<b>\$255,668</b>			<b>\$148,688</b>	<b>\$239,685</b>	<b>\$326,079</b>	<b>\$438,205</b>

# November 2021



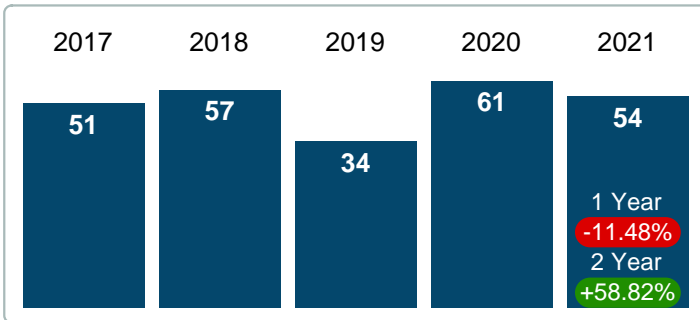
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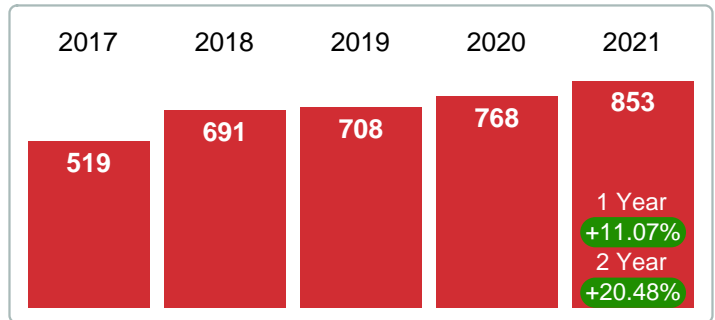
## PENDING LISTINGS

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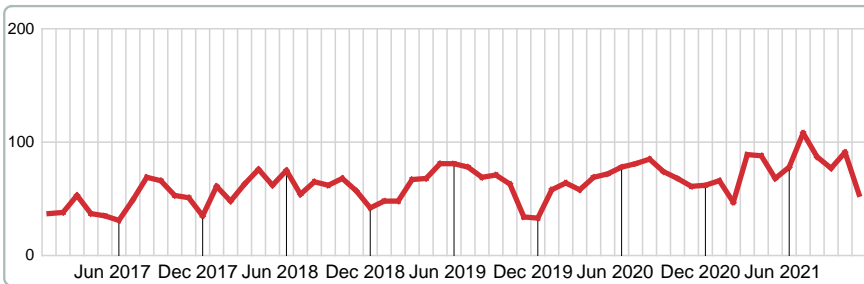
### NOVEMBER



### YEAR TO DATE (YTD)

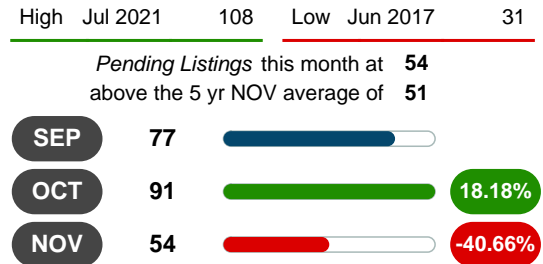


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 51



### 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	2	3.70%	2.5	0	2	0	0
\$75,001 - \$150,000	10	18.52%	16.6	3	7	0	0
\$150,001 - \$200,000	6	11.11%	18.3	1	3	2	0
\$200,001 - \$225,000	9	16.67%	26.7	0	9	0	0
\$225,001 - \$325,000	14	25.93%	39.0	0	9	4	1
\$325,001 - \$375,000	4	7.41%	66.3	0	2	2	0
\$375,001 and up	9	16.67%	68.4	1	7	0	1
<b>Total Pending Units</b>	<b>54</b>			<b>5</b>	<b>39</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>13,993,429</b>	<b>100%</b>	<b>30.3</b>	<b>928.00K</b>	<b>9.97M</b>	<b>2.14M</b>	<b>954.90K</b>
<b>Average Listing Price</b>	<b>\$247,689</b>			<b>\$185,600</b>	<b>\$255,601</b>	<b>\$267,760</b>	<b>\$477,450</b>

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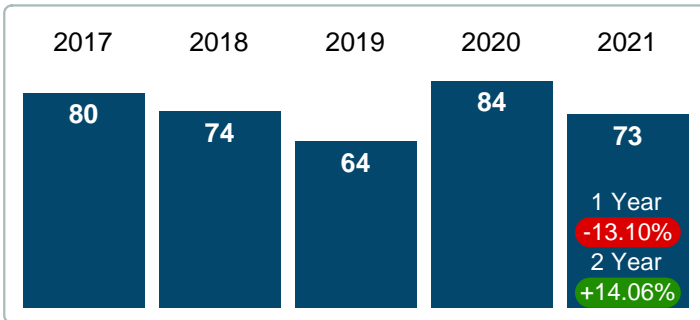
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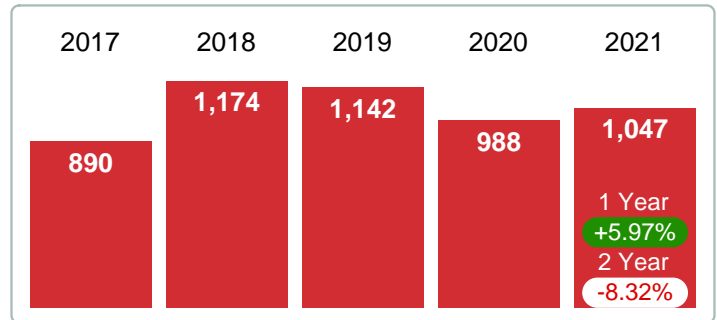
## NEW LISTINGS

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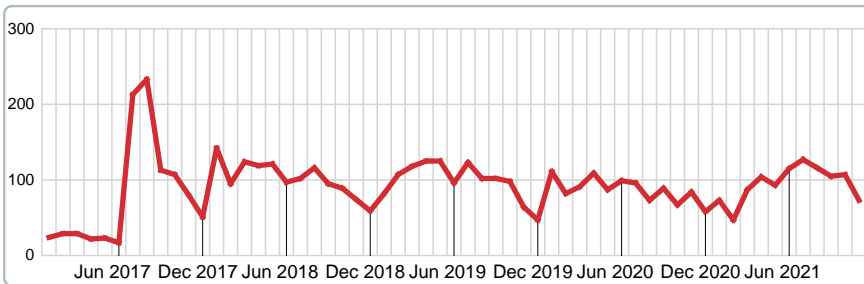
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

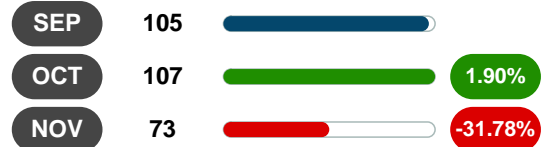


### 3 MONTHS

5 year NOV AVG = 75

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 73  
below the 5 yr NOV average of 75



### 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	7	9.59%	1	6	0	0
\$100,001 - \$150,000	9	12.33%	3	5	0	1
\$150,001 - \$175,000	8	10.96%	2	5	1	0
\$175,001 - \$250,000	21	28.77%	1	16	3	1
\$250,001 - \$350,000	12	16.44%	2	6	3	1
\$350,001 - \$650,000	9	12.33%	1	5	2	1
\$650,001 and up	7	9.59%	1	3	2	1
<b>Total New Listed Units</b>	<b>73</b>		<b>11</b>	<b>46</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,385,230</b>	<b>100%</b>	<b>2.64M</b>	<b>11.75M</b>	<b>5.87M</b>	<b>2.13M</b>
<b>Average New Listed Listing Price</b>	<b>\$245,493</b>		<b>\$240,044</b>	<b>\$255,345</b>	<b>\$533,636</b>	<b>\$425,780</b>

# November 2021



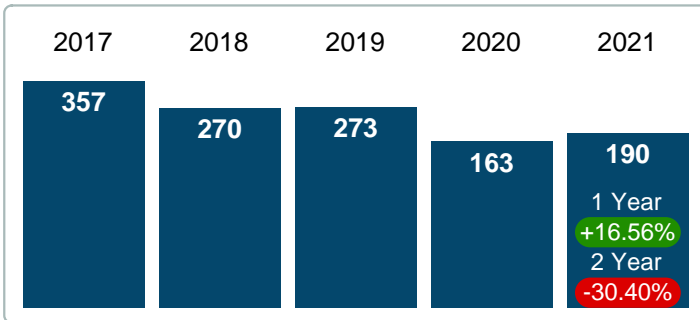
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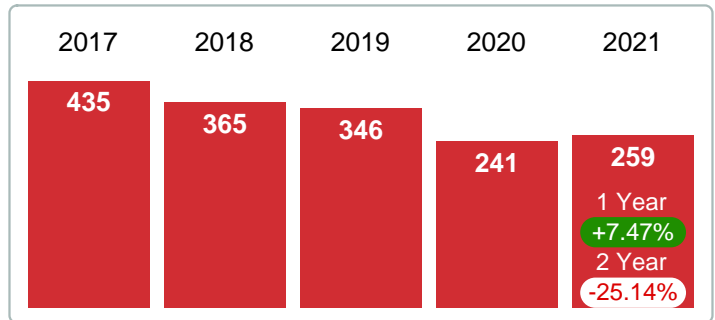
## ACTIVE INVENTORY

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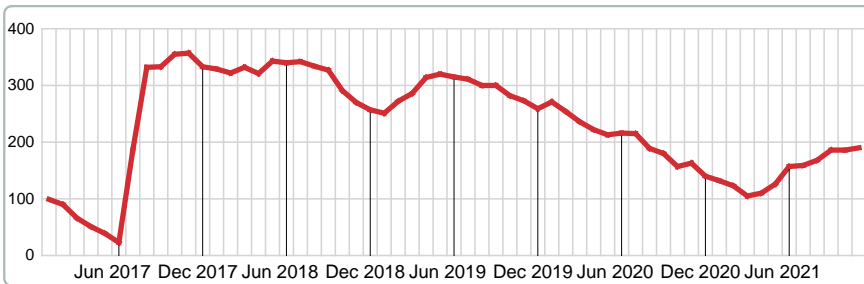
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

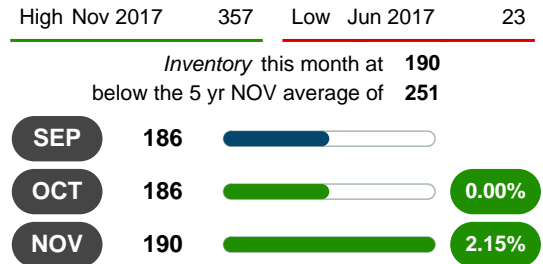


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 251



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	20	10.53%	64.2	10	9	1	0
\$125,001 - \$150,000	11	5.79%	67.9	1	8	1	1
\$150,001 - \$225,000	40	21.05%	65.5	5	24	10	1
\$225,001 - \$325,000	47	24.74%	72.0	7	23	14	3
\$325,001 - \$500,000	29	15.26%	82.6	5	15	6	3
\$500,001 - \$975,000	25	13.16%	81.7	1	15	6	3
\$975,001 and up	18	9.47%	128.9	1	4	9	4
<b>Total Active Inventory by Units</b>	<b>190</b>			<b>30</b>	<b>98</b>	<b>47</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>95,041,289</b>	<b>100%</b>	<b>77.9</b>	<b>8.73M</b>	<b>40.70M</b>	<b>30.72M</b>	<b>14.90M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$500,217</b>			<b>\$291,003</b>	<b>\$415,255</b>	<b>\$653,581</b>	<b>\$993,193</b>

# November 2021



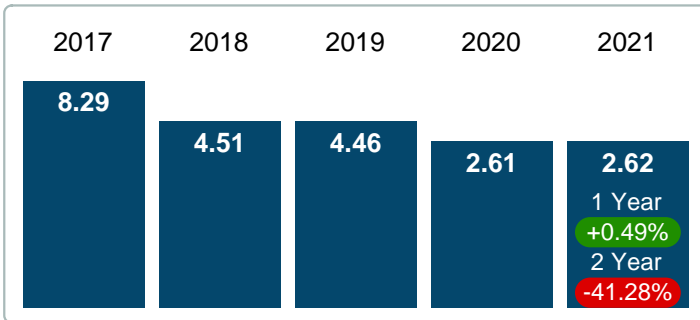
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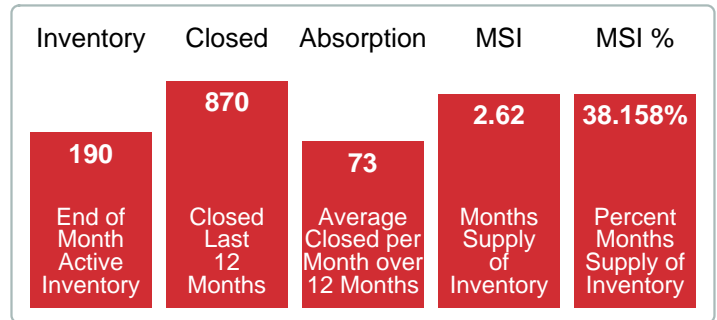
## MONTHS SUPPLY of INVENTORY (MSI)

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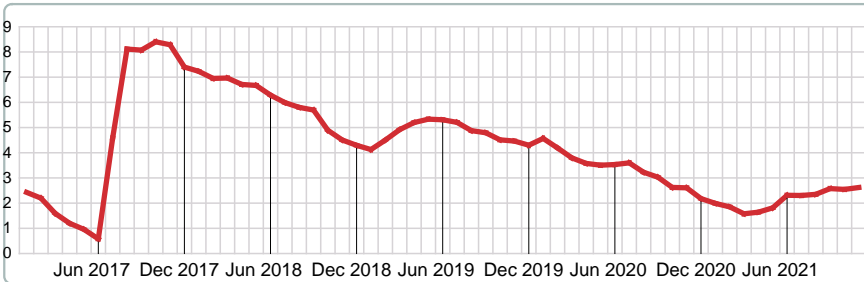
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

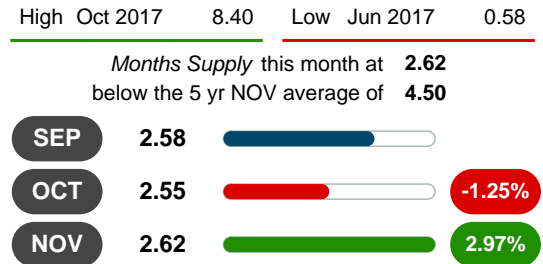


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.50



### 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
\$125,000 and less	20	10.53%	1.24	1.88	0.98	0.63	0.00
\$125,001 - \$150,000	11	5.79%	1.69	1.00	1.96	0.86	4.00
\$150,001 - \$225,000	40	21.05%	1.76	3.33	1.34	3.43	2.40
\$225,001 - \$325,000	47	24.74%	2.97	14.00	2.30	2.90	6.00
\$325,001 - \$500,000	29	15.26%	4.05	12.00	5.29	2.12	2.77
\$500,001 - \$975,000	25	13.16%	7.14	4.00	9.47	8.00	3.27
\$975,001 and up	18	9.47%	30.86	0.00	12.00	0.00	16.00
Market Supply of Inventory (MSI)			2.62	3.33	2.13	3.34	4.29
Total Active Inventory by Units		100%	2.62	30	98	47	15

# November 2021



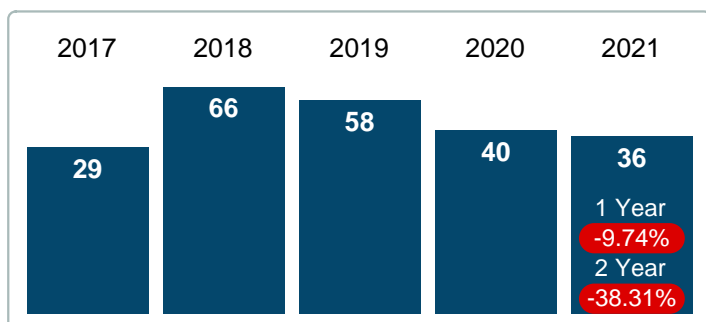
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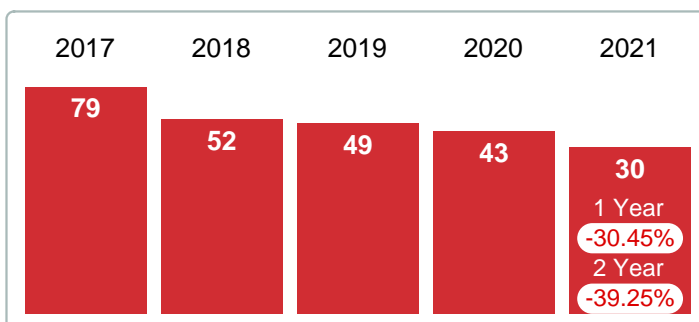
## AVERAGE DAYS ON MARKET TO SALE

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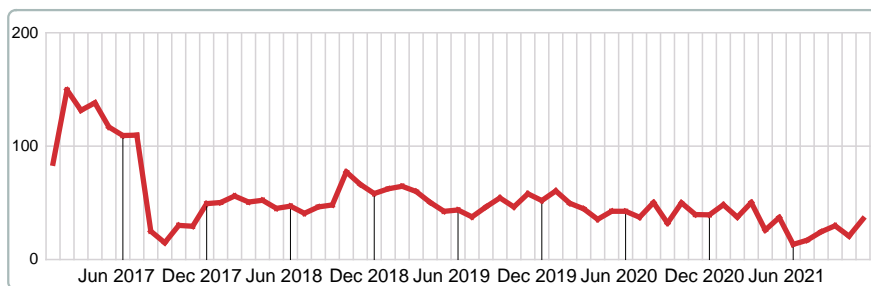
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

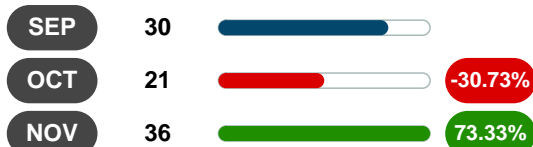


### 3 MONTHS

5 year NOV AVG = 46

High Feb 2017 150 Low Jun 2021 13

Average Days on Market to Sale this month at 36 below the 5 yr NOV average of 46



### 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
\$75,000 and less	4.35%	13	16	8	0	0
\$75,001 - \$125,000	15.94%	38	1	46	4	0
\$125,001 - \$150,000	11.59%	19	5	24	0	0
\$150,001 - \$225,000	26.09%	32	88	29	9	0
\$225,001 - \$300,000	18.84%	30	0	18	36	69
\$300,001 - \$500,000	13.04%	54	10	19	126	0
\$500,001 and up	10.14%	58	0	75	56	35
<b>Average Closed DOM</b>		<b>36</b>	<b>28</b>	<b>31</b>	<b>52</b>	<b>52</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>8</b>	<b>45</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>17,641,084</b>	<b>1.19M</b>	<b>10.79M</b>	<b>3.91M</b>	<b>1.75M</b>



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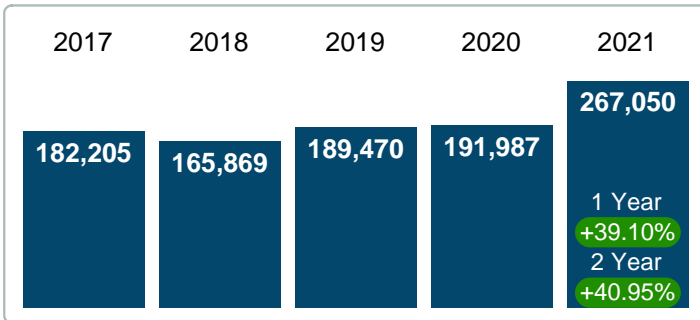
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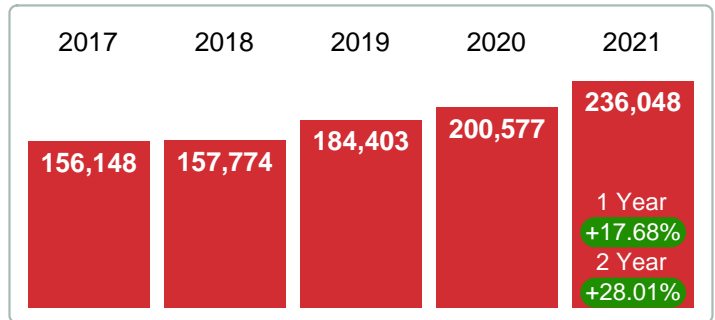
## AVERAGE LIST PRICE AT CLOSING

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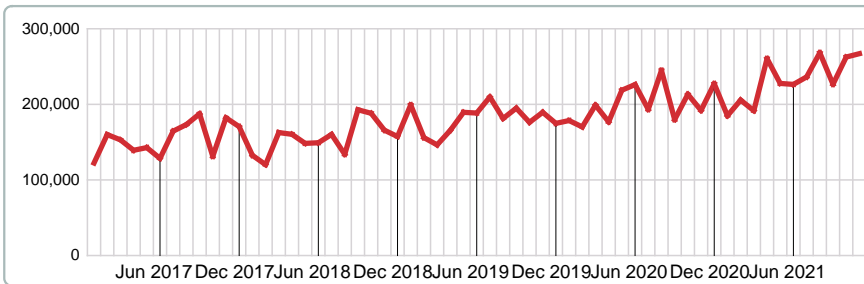
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

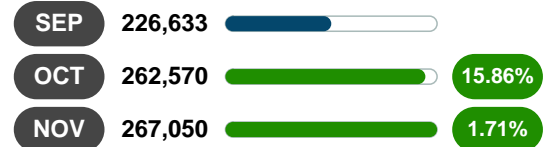


### 3 MONTHS

5 year NOV AVG = 199,316

High Aug 2021 268,232 Low Feb 2018 120,246

Average List Price at Closing this month at **267,050**  
above the 5 yr NOV average of **199,316**



### 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
\$75,000 and less	3	4.35%	55,667	66,000	35,000	0	0
\$75,001 - \$125,000	11	15.94%	111,982	125,000	110,978	112,000	0
\$125,001 - \$150,000	6	8.70%	134,433	131,500	142,417	0	0
\$150,001 - \$225,000	17	24.64%	185,512	167,500	202,108	188,300	0
\$225,001 - \$300,000	16	23.19%	245,714	0	245,763	246,000	269,410
\$300,001 - \$500,000	9	13.04%	383,111	375,000	387,800	378,000	0
\$500,001 and up	7	10.14%	812,557	0	964,633	775,000	622,000
Average List Price			267,050	153,750	251,438	341,575	445,705
Total Closed Units		100%	267,050	8	45	12	4
Total Closed Volume			18,426,426	1.23M	11.31M	4.10M	1.78M



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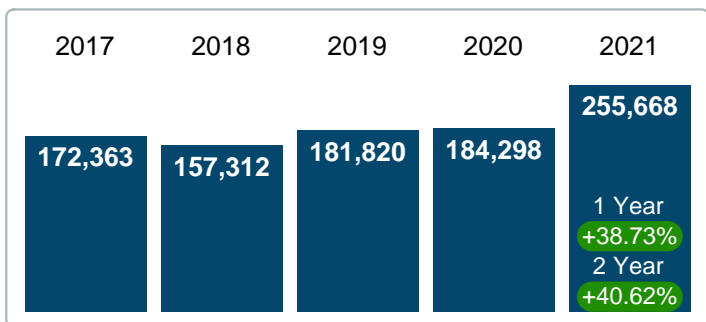
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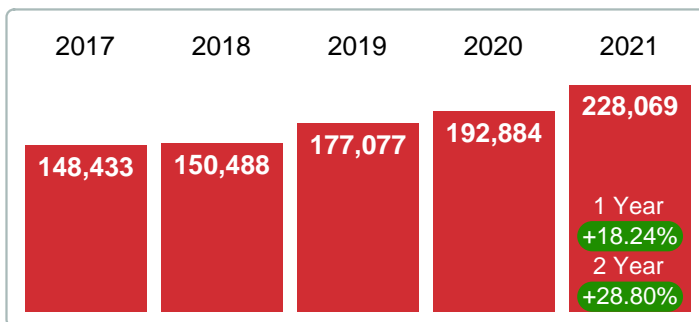
## AVERAGE SOLD PRICE AT CLOSING

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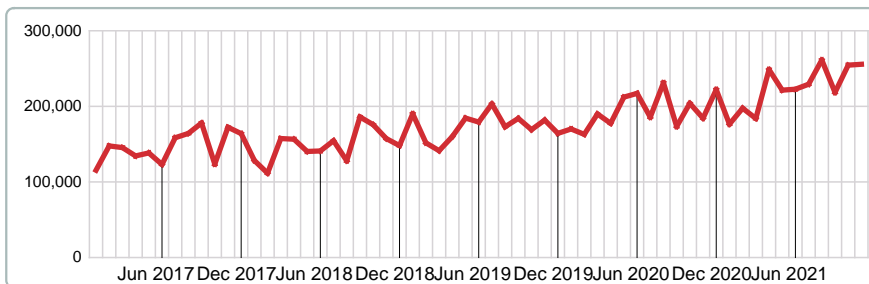
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

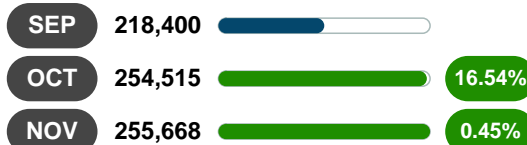


### 3 MONTHS

5 year NOV AVG = 190,292

High Aug 2021 261,273 Low Feb 2018 111,591

Average Sold Price at Closing this month at **255,668** above the 5 yr NOV average of **190,292**



### 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
\$75,000 and less	4.35%	45,000	53,750	27,500	0	0
\$75,001 - \$125,000	15.94%	104,318	125,000	101,167	112,000	0
\$125,001 - \$150,000	11.59%	134,413	132,500	135,050	0	0
\$150,001 - \$225,000	26.09%	190,559	158,500	197,293	182,750	0
\$225,001 - \$300,000	18.84%	247,902	0	243,401	245,567	269,410
\$300,001 - \$500,000	13.04%	369,389	375,000	366,100	373,000	0
\$500,001 and up	10.14%	758,000	0	898,333	698,500	607,000
<b>Average Sold Price</b>		<b>255,668</b>	<b>148,688</b>	<b>239,685</b>	<b>326,079</b>	<b>438,205</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>255,668</b>	<b>8</b>	<b>45</b>	<b>12</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>17,641,084</b>	<b>1.19M</b>	<b>10.79M</b>	<b>3.91M</b>	<b>1.75M</b>

# November 2021



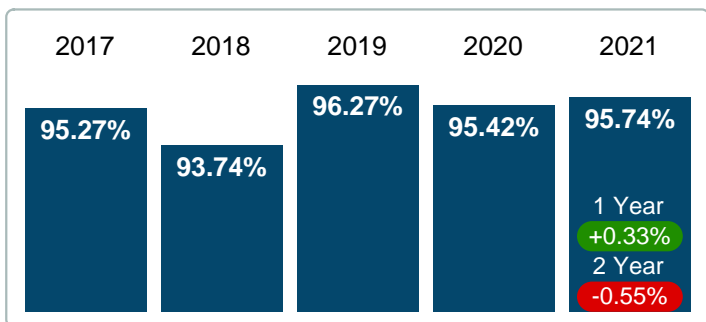
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



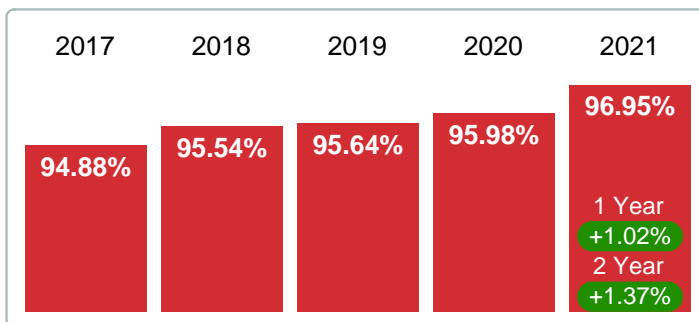
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

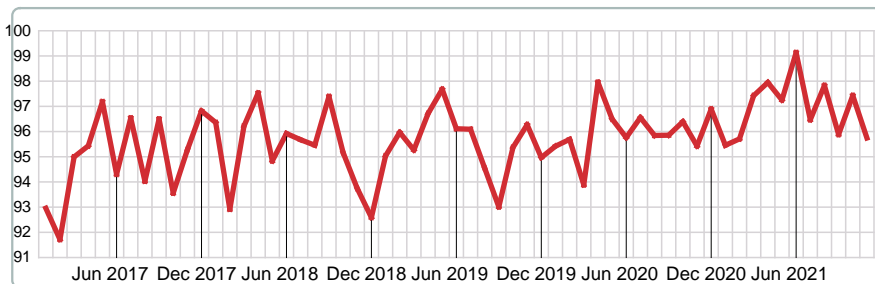
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

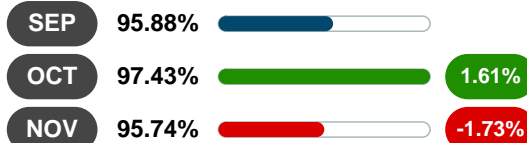


### 3 MONTHS

5 year NOV AVG = 95.29%

High Jun 2021 99.13% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.74%** above the 5 yr NOV average of **95.29%**



### 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	
\$75,000 and less	3	4.35%	80.64%	81.67%	78.57%	0.00%	0.00%	
\$75,001 - \$125,000	11	15.94%	92.98%	100.00%	91.42%	100.00%	0.00%	
\$125,001 - \$150,000	8	11.59%	96.72%	100.91%	95.32%	0.00%	0.00%	
\$150,001 - \$225,000	18	26.09%	97.27%	94.72%	97.78%	96.78%	0.00%	
\$225,001 - \$300,000	13	18.84%	99.43%	0.00%	99.13%	99.84%	100.00%	
\$300,001 - \$500,000	9	13.04%	96.60%	100.00%	94.70%	98.63%	0.00%	
\$500,001 and up	7	10.14%	93.58%	0.00%	93.56%	89.34%	97.84%	
Average Sold/List Ratio		95.70%		94.33%	95.37%	97.04%	98.92%	
Total Closed Units		69	100%	95.70%	8	45	12	4
Total Closed Volume		17,641,084			1.19M	10.79M	3.91M	1.75M

# November 2021



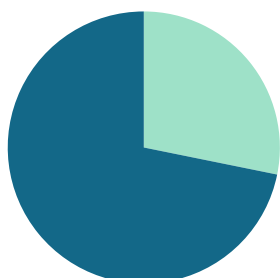
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

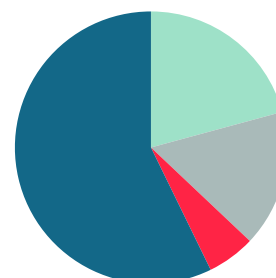


**Inventory**  
 New Listings  
**73 = 28.19%**  
 Start Inventory  
**186**  
 Total Inventory Units  
**259**  
 Volume  
**\$114,789,818**

### Market Activity

Closed Sales  
**69 = 20.78%**  
 Pending Sales  
**54 = 16.27%**  
 Other Off Market  
**19 = 5.72%**  
 Active Inventory  
**190 = 57.23%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	76	69	-9.21%	703	803	14.22%
Pending Sales	61	54	-11.48%	768	853	11.07%
New Listings	84	73	-13.10%	988	1,047	5.97%
Average List Price	191,987	267,050	39.10%	200,577	236,048	17.68%
Average Sale Price	184,298	255,668	38.73%	192,884	228,069	18.24%
Average Percent of Selling Price to List Price	95.42%	95.74%	0.33%	95.98%	96.95%	1.02%
Average Days on Market to Sale	39.64	35.78	-9.74%	43.02	29.92	-30.45%
Monthly Inventory	163	190	16.56%	163	190	16.56%
Months Supply of Inventory	2.61	2.62	0.49%	2.61	2.62	0.49%

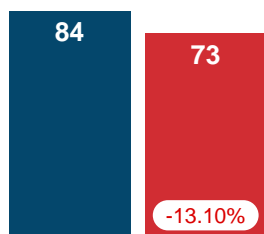
**Absorption:** Last 12 months, an Average of **73** Sales/Month

**Inventory** on November 30, 2021 = **190** 2020 2021

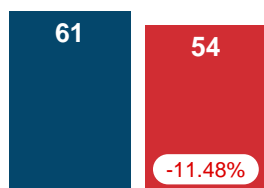
### NOVEMBER MARKET

### AVERAGE PRICES

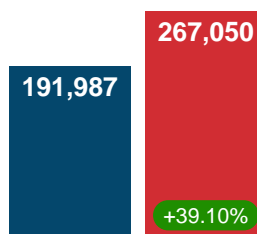
#### New Listings



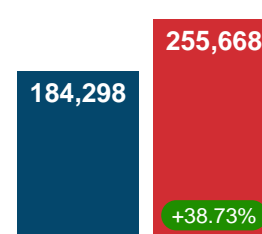
#### Pending Listings



#### List Price



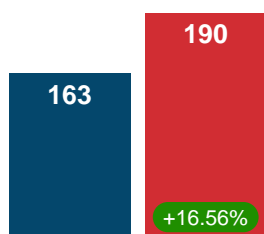
#### Sale Price



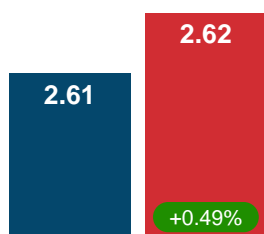
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

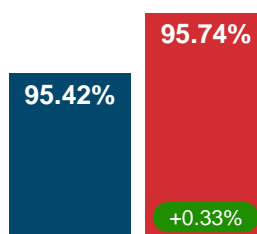
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

