

# October 2021



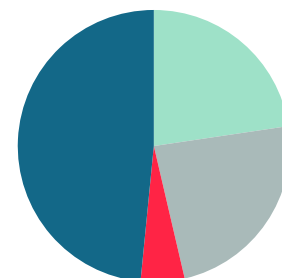
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	76	87	14.47%
Pending Listings	68	91	33.82%
New Listings	67	107	59.70%
Average List Price	213,318	262,570	23.09%
Average Sale Price	203,988	254,515	24.77%
Average Percent of Selling Price to List Price	96.39%	97.43%	1.07%
Average Days on Market to Sale	49.97	20.64	-58.69%
End of Month Inventory	157	186	18.47%
Months Supply of Inventory	2.62	2.55	-3.01%



■ Closed (22.66%)  
■ Pending (23.70%)  
■ Other OffMarket (5.21%)  
■ Active (48.44%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of October 31, 2021 = **186**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 rose **18.47%** to 186 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 **2.55** 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 **24.77%** in October 2021 to \$254,515 versus the previous year at \$203,988.

#### Average Days on Market Shortens

The average number of **20.64** days that homes spent on the market before selling decreased by 29.33 days or **58.69%** in October 2021 compared to last year's same month at **49.97** DOM.

#### Sales Success for October 2021 is Positive

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

There were 107 New Listings in October 2021, up **59.70%** from last year at 67. Furthermore, there were 87 Closed Listings this month versus last year at 76, a **14.47%** increase.

Closed versus Listed trends yielded a **81.3%** ratio, down from previous year's, October 2020, at **113.4%**, a **28.32%** downswing. 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

# October 2021



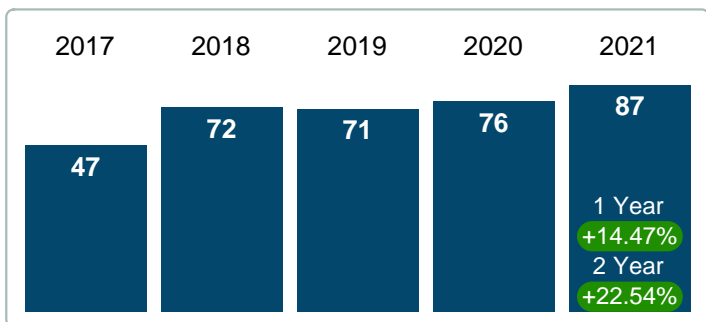
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



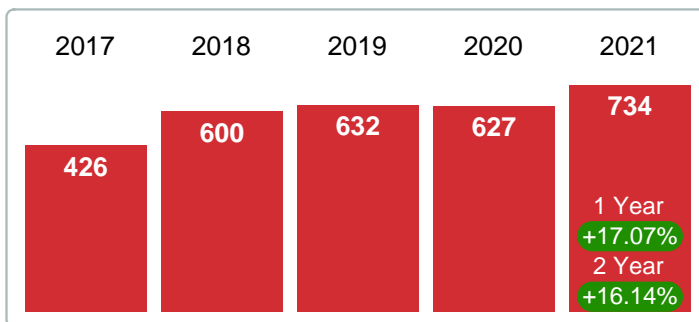
## CLOSED LISTINGS

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

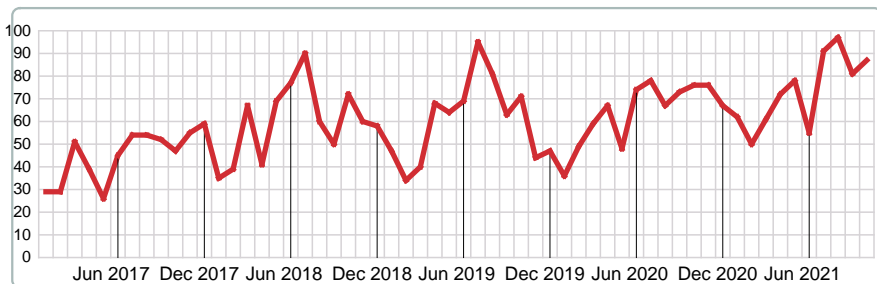
### OCTOBER



### YEAR TO DATE (YTD)

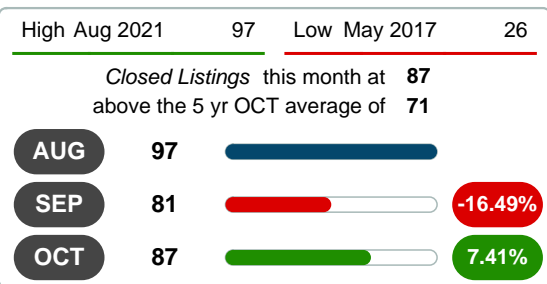


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	8.05%	30.4	3	2	2	0
\$100,001 - \$125,000	10	11.49%	17.9	2	7	1	0
\$125,001 - \$150,000	8	9.20%	21.3	2	5	1	0
\$150,001 - \$250,000	31	35.63%	20.6	2	22	7	0
\$250,001 - \$300,000	11	12.64%	16.6	1	7	3	0
\$300,001 - \$475,000	11	12.64%	26.1	0	7	4	0
\$475,001 and up	9	10.34%	14.0	1	5	1	2
<b>Total Closed Units</b>	<b>87</b>			<b>11</b>	<b>55</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>22,142,816</b>	<b>100%</b>	<b>20.6</b>	<b>1.96M</b>	<b>13.42M</b>	<b>4.99M</b>	<b>1.79M</b>
<b>Average Closed Price</b>	<b>\$254,515</b>			<b>\$177,727</b>	<b>\$243,935</b>	<b>\$262,440</b>	<b>\$892,500</b>

# October 2021



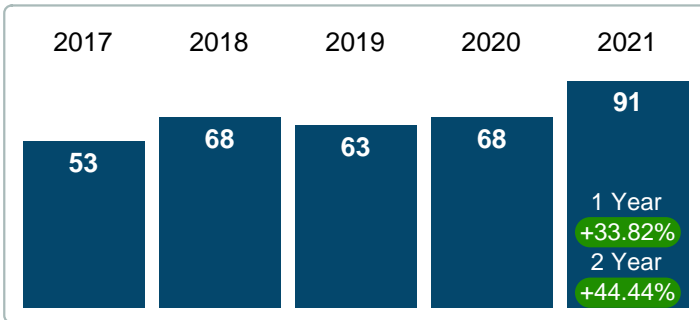
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



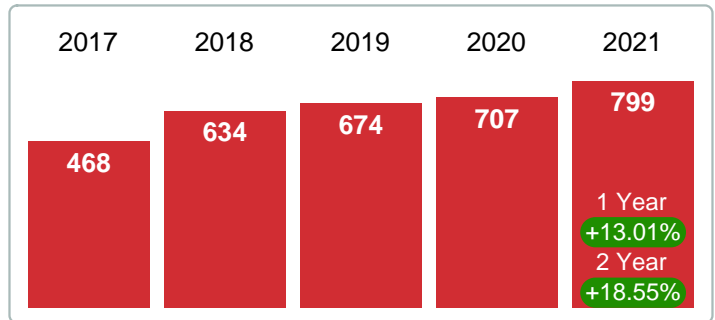
## PENDING LISTINGS

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

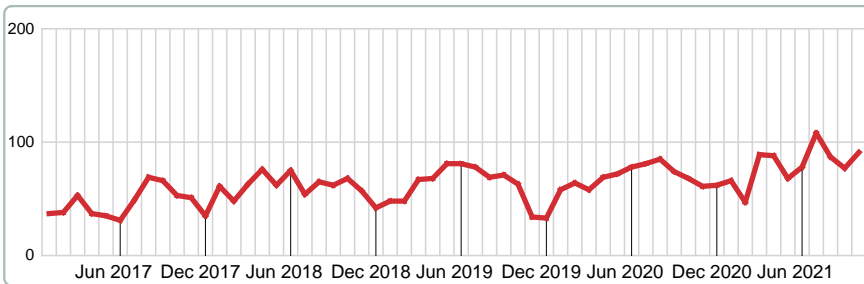
### OCTOBER



### YEAR TO DATE (YTD)

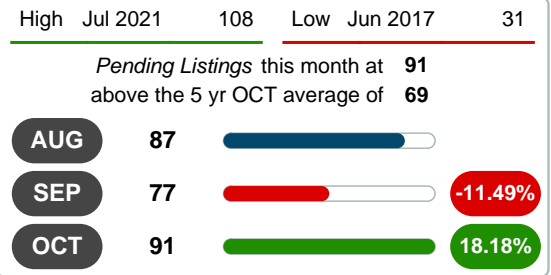


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 69



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	9.89%	19.6	2	6	1	0
\$100,001 - \$125,000	8	8.79%	50.0	1	7	0	0
\$125,001 - \$150,000	10	10.99%	30.8	6	4	0	0
\$150,001 - \$225,000	25	27.47%	26.8	1	23	1	0
\$225,001 - \$325,000	17	18.68%	30.9	1	9	7	0
\$325,001 - \$375,000	13	14.29%	45.6	1	6	6	0
\$375,001 and up	9	9.89%	46.8	0	5	3	1
<b>Total Pending Units</b>	<b>91</b>			<b>12</b>	<b>60</b>	<b>18</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>22,761,625</b>	<b>100%</b>	<b>32.9</b>	<b>1.96M</b>	<b>14.34M</b>	<b>5.91M</b>	<b>549.00K</b>
<b>Average Listing Price</b>	<b>\$251,070</b>			<b>\$163,225</b>	<b>\$239,052</b>	<b>\$328,377</b>	<b>\$549,000</b>

# October 2021



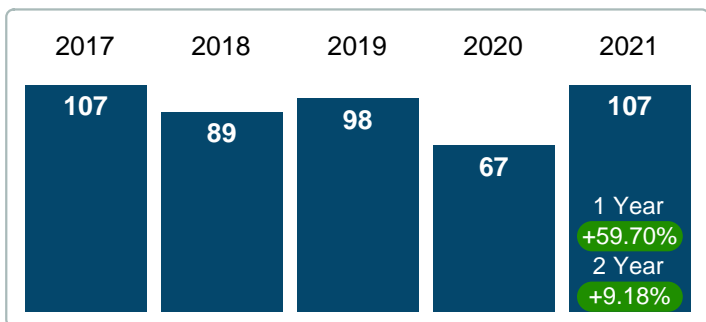
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



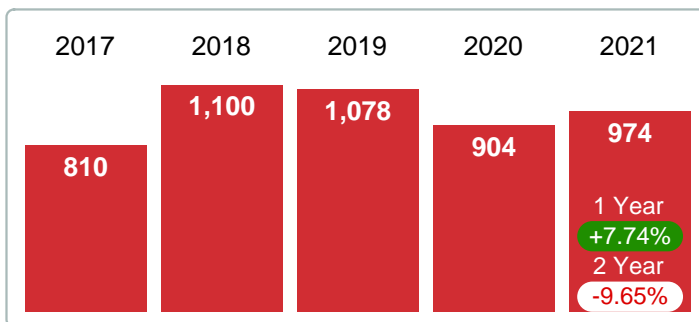
## NEW LISTINGS

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

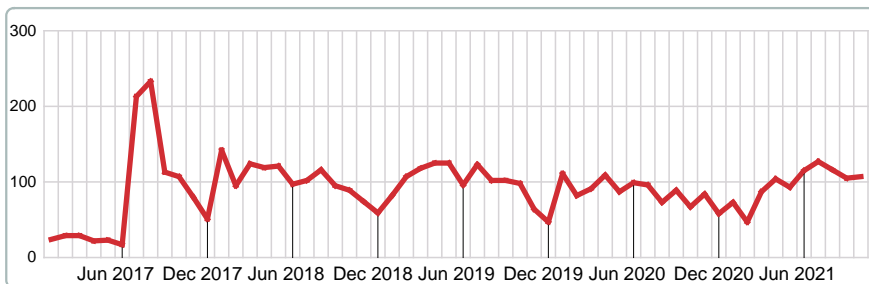
### OCTOBER



### YEAR TO DATE (YTD)

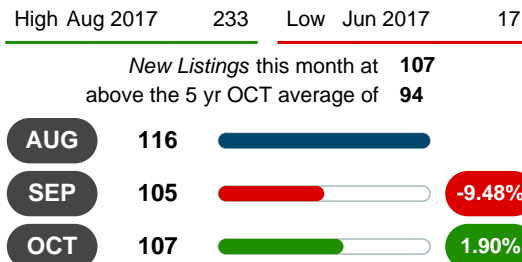


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 94



### 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	3	2.80%	2	1	0	0
\$75,001 - \$125,000	15	14.02%	7	7	1	0
\$125,001 - \$175,000	20	18.69%	5	12	3	0
\$175,001 - \$250,000	29	27.10%	0	23	6	0
\$250,001 - \$325,000	12	11.21%	2	5	5	0
\$325,001 - \$450,000	17	15.89%	3	9	5	0
\$450,001 and up	11	10.28%	2	3	4	2
<b>Total New Listed Units</b>	<b>107</b>		<b>21</b>	<b>60</b>	<b>24</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>33,610,977</b>	<b>100%</b>	<b>4.19M</b>	<b>14.79M</b>	<b>13.54M</b>	<b>1.08M</b>
<b>Average New Listed Listing Price</b>	<b>\$238,381</b>		<b>\$199,657</b>	<b>\$246,572</b>	<b>\$564,370</b>	<b>\$539,500</b>

# October 2021



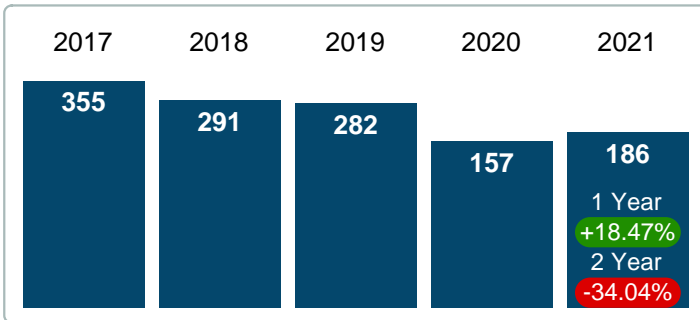
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



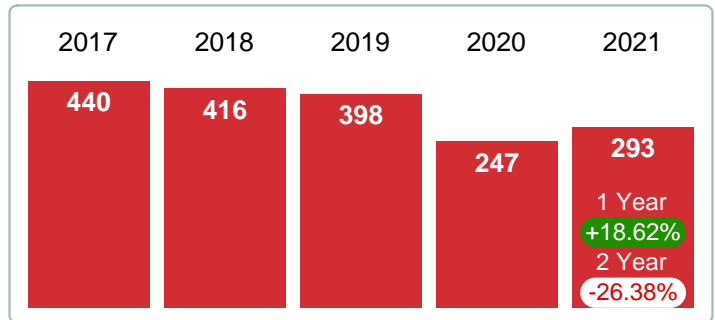
## ACTIVE INVENTORY

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

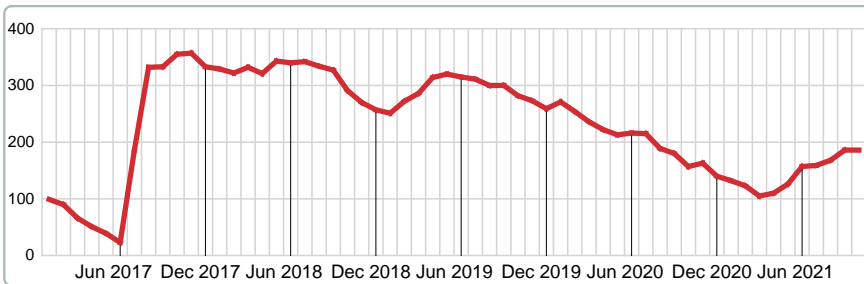
### END OF OCTOBER



### ACTIVE DURING OCTOBER

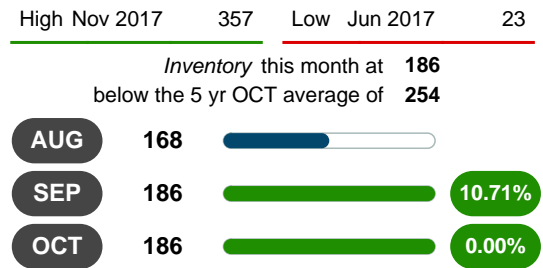


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 254



### 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	21	11.29%	54.1	9	11	1	0
\$125,001 - \$150,000	11	5.91%	52.9	1	9	1	0
\$150,001 - \$225,000	35	18.82%	56.2	3	23	8	1
\$225,001 - \$325,000	46	24.73%	61.8	6	22	16	2
\$325,001 - \$475,000	31	16.67%	69.9	4	17	7	3
\$475,001 - \$950,000	23	12.37%	77.7	1	13	5	4
\$950,001 and up	19	10.22%	120.1	1	6	8	4
<b>Total Active Inventory by Units</b>	<b>186</b>			<b>25</b>	<b>101</b>	<b>46</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>92,404,588</b>	<b>100%</b>	<b>68.6</b>	<b>7.32M</b>	<b>41.37M</b>	<b>28.94M</b>	<b>14.77M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$496,799</b>			<b>\$292,664</b>	<b>\$409,646</b>	<b>\$629,150</b>	<b>\$1,055,207</b>

# October 2021



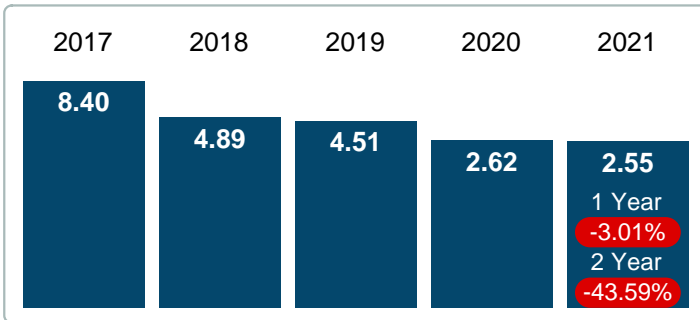
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



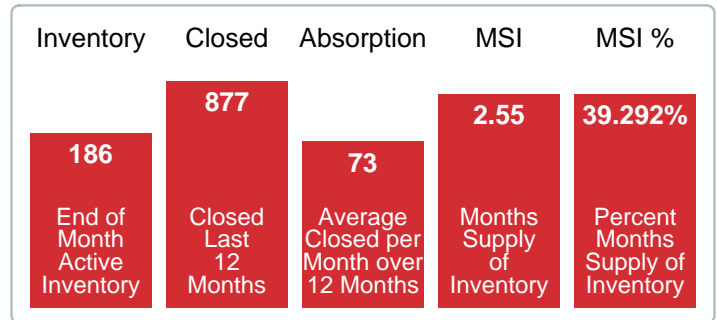
## MONTHS SUPPLY of INVENTORY (MSI)

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

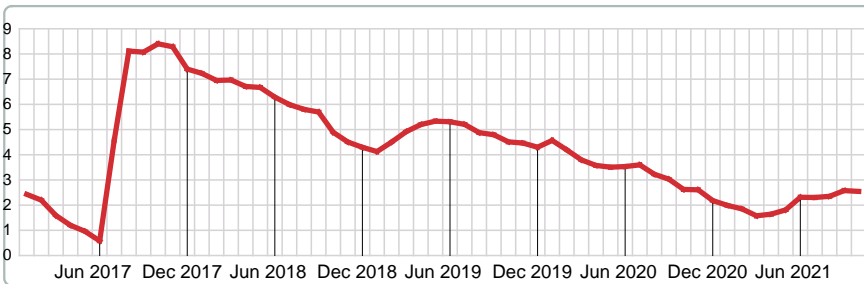
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.59

High Oct 2017 8.40 Low Jun 2017 0.58

Months Supply this month at 2.55 below the 5 yr OCT average of 4.59



### 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	21	11.29%	1.26	1.71	1.14	0.60	0.00
\$125,001 - \$150,000	11	5.91%	1.61	1.00	2.12	0.75	0.00
\$150,001 - \$225,000	35	18.82%	1.51	2.25	1.24	2.82	2.00
\$225,001 - \$325,000	46	24.73%	2.94	10.29	2.22	3.37	4.80
\$325,001 - \$475,000	31	16.67%	4.65	8.00	6.80	2.63	3.00
\$475,001 - \$950,000	23	12.37%	6.42	4.00	7.80	7.50	4.00
\$950,001 and up	19	10.22%	38.00	0.00	24.00	0.00	16.00
Market Supply of Inventory (MSI)			2.55	2.80	2.16	3.31	4.00
Total Active Inventory by Units		100%	2.55	25	101	46	14

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# October 2021



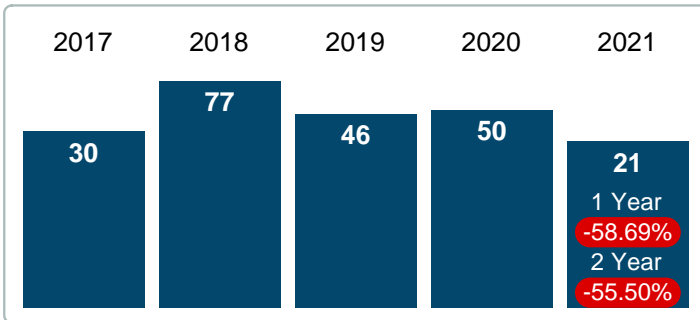
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



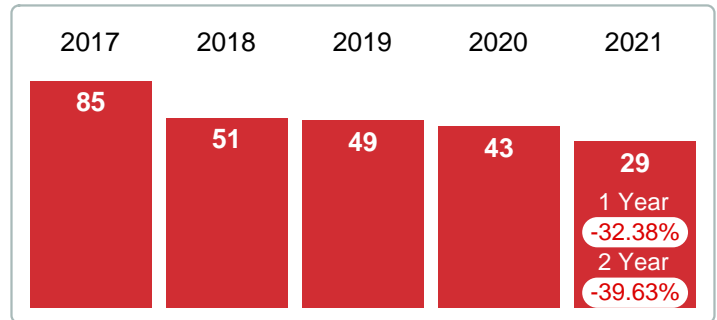
## AVERAGE DAYS ON MARKET TO SALE

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

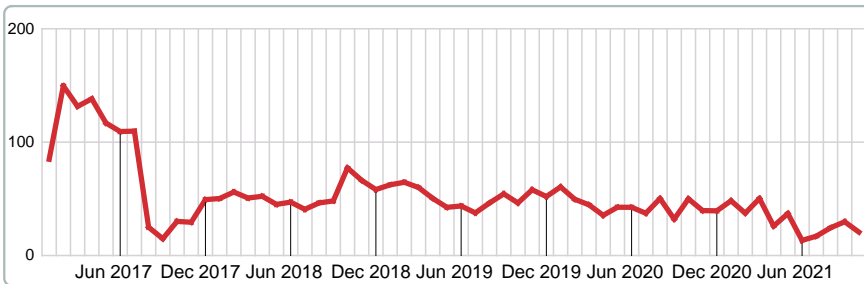
### OCTOBER



### YEAR TO DATE (YTD)

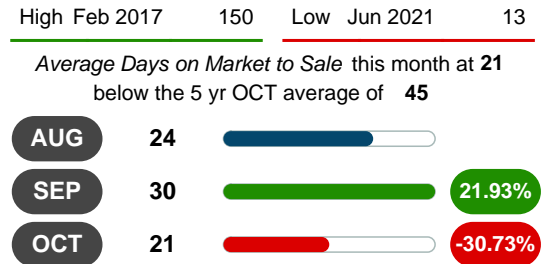


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 45



### 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
\$100,000 and less	8.05%	30	40	12	35	0
\$100,001 - \$125,000	11.49%	18	7	19	31	0
\$125,001 - \$150,000	9.20%	21	40	16	8	0
\$150,001 - \$250,000	35.63%	21	66	15	26	0
\$250,001 - \$300,000	12.64%	17	15	20	9	0
\$300,001 - \$475,000	12.64%	26	0	31	17	0
\$475,001 and up	10.34%	14	2	15	1	24
Average Closed DOM		21	33	18	20	24
Total Closed Units	100%	21	11	55	19	2
Total Closed Volume		22,142,816	1.96M	13.42M	4.99M	1.79M

# October 2021



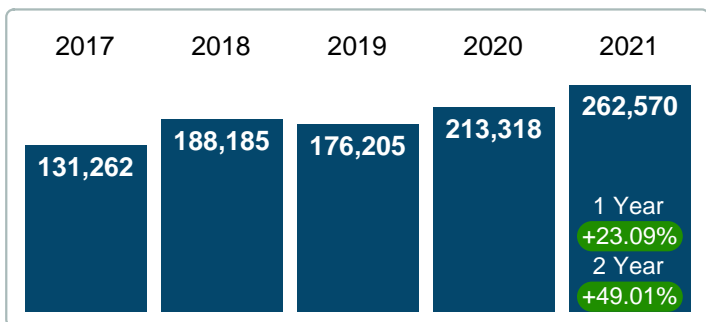
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



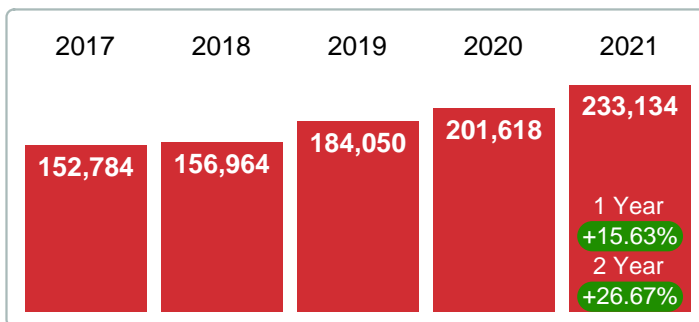
## AVERAGE LIST PRICE AT CLOSING

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

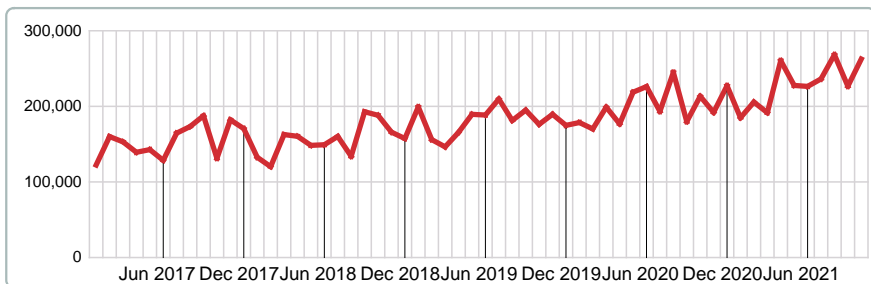
### OCTOBER



### YEAR TO DATE (YTD)

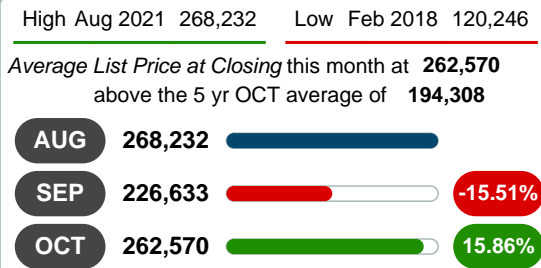


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 194,308



### 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
\$100,000 and less	8	9.20%	72,350	50,833	90,450	73,750	0
\$100,001 - \$125,000	7	8.05%	123,486	111,450	124,057	134,900	0
\$125,001 - \$150,000	10	11.49%	137,266	142,000	137,880	135,360	0
\$150,001 - \$250,000	29	33.33%	201,834	219,500	199,537	224,882	0
\$250,001 - \$300,000	13	14.94%	282,169	299,000	283,629	278,000	0
\$300,001 - \$475,000	11	12.64%	377,870	0	373,383	385,724	0
\$475,001 and up	9	10.34%	705,533	600,000	604,959	775,000	975,000
Average List Price			262,570	181,582	250,043	270,728	975,000
Total Closed Units		100%	262,570	11	55	19	2
Total Closed Volume			22,843,612	2.00M	13.75M	5.14M	1.95M



# October 2021



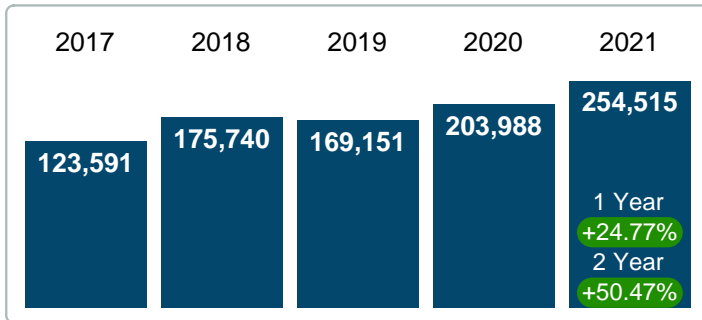
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



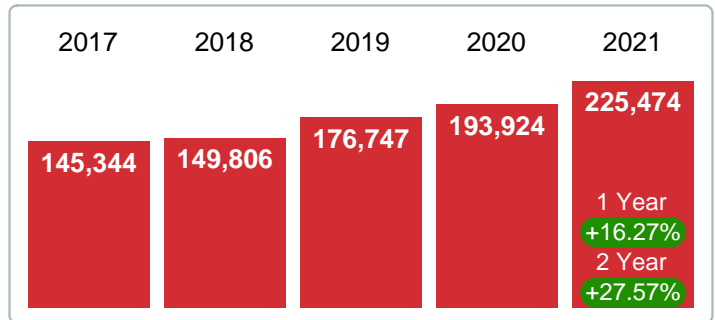
## AVERAGE SOLD PRICE AT CLOSING

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

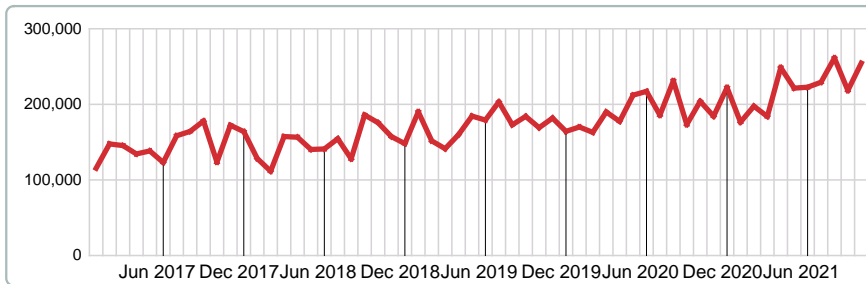
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

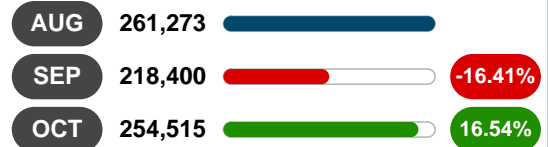


### 3 MONTHS

5 year OCT AVG = 185,397

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

Average Sold Price at Closing this month at **254,515** above the 5 yr OCT average of **185,397**



### 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
\$100,000 and less	8.05%	64,500	48,333	81,500	71,750	0
\$100,001 - \$125,000	11.49%	119,050	113,000	121,786	112,000	0
\$125,001 - \$150,000	9.20%	136,813	137,500	136,700	136,000	0
\$150,001 - \$250,000	35.63%	201,161	214,500	194,687	217,696	0
\$250,001 - \$300,000	12.64%	280,822	300,000	279,435	277,667	0
\$300,001 - \$475,000	12.64%	363,300	0	361,900	365,749	0
\$475,001 and up	10.34%	676,111	580,000	588,999	775,000	892,500
<b>Average Sold Price</b>		<b>254,515</b>	<b>177,727</b>	<b>243,935</b>	<b>262,440</b>	<b>892,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>254,515</b>	<b>11</b>	<b>55</b>	<b>19</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>22,142,816</b>	<b>1.96M</b>	<b>13.42M</b>	<b>4.99M</b>	<b>1.79M</b>

# October 2021



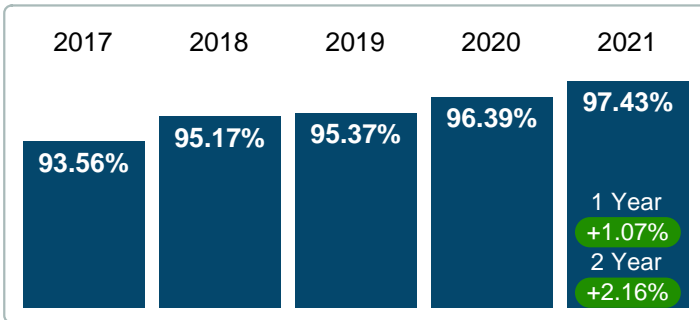
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



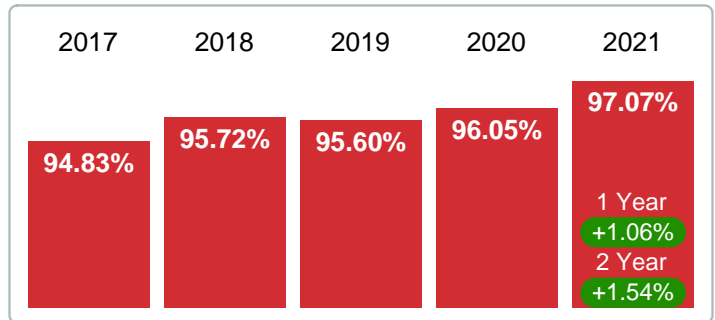
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

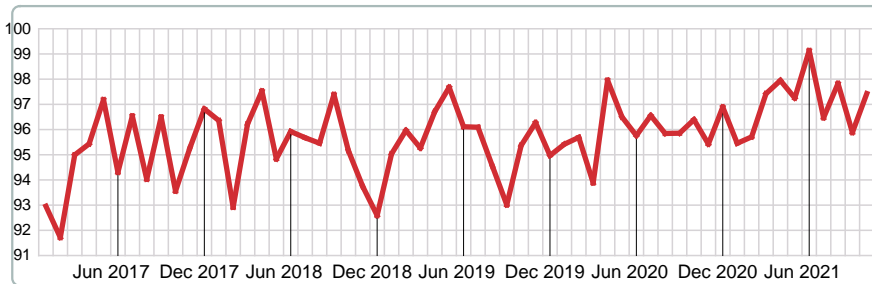
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

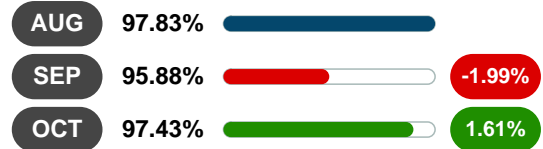


### 3 MONTHS

5 year OCT AVG = 95.58%

High Jun 2021 99.13% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.43%** above the 5 yr OCT average of **95.58%**



## 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
\$100,000 and less	7	8.05%	93.89%	94.86%	89.20%	97.10%	0.00%
\$100,001 - \$125,000	10	11.49%	97.49%	102.14%	98.23%	83.02%	0.00%
\$125,001 - \$150,000	8	9.20%	98.78%	96.99%	99.16%	100.47%	0.00%
\$150,001 - \$250,000	31	35.63%	97.80%	97.73%	97.99%	97.25%	0.00%
\$250,001 - \$300,000	11	12.64%	99.10%	100.33%	98.53%	100.03%	0.00%
\$300,001 - \$475,000	11	12.64%	96.57%	0.00%	97.31%	95.26%	0.00%
\$475,001 and up	9	10.34%	96.64%	96.67%	97.30%	100.00%	93.28%
Average Sold/List Ratio			97.40%	97.75%	97.73%	96.82%	93.28%
Total Closed Units		100%	97.40%	11	55	19	2
Total Closed Volume				1.96M	13.42M	4.99M	1.79M

# October 2021



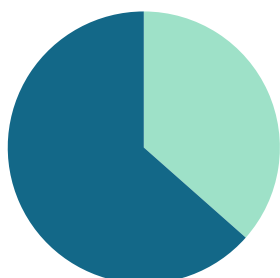
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

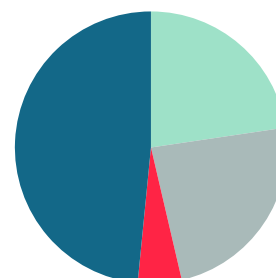


**Inventory**  
 New Listings  
**107 = 36.52%**  
 Start Inventory  
**186**  
 Total Inventory Units  
**293**  
 Volume  
**\$121,297,293**

### Market Activity

Closed Sales  
**87 = 22.66%**  
 Pending Sales  
**91 = 23.70%**  
 Other Off Market  
**20 = 5.21%**  
 Active Inventory  
**186 = 48.44%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	76	87	14.47%	627	734	17.07%
Pending Sales	68	91	33.82%	707	799	13.01%
New Listings	67	107	59.70%	904	974	7.74%
Average List Price	213,318	262,570	23.09%	201,618	233,134	15.63%
Average Sale Price	203,988	254,515	24.77%	193,924	225,474	16.27%
Average Percent of Selling Price to List Price	96.39%	97.43%	1.07%	96.05%	97.07%	1.06%
Average Days on Market to Sale	49.97	20.64	-58.69%	43.43	29.37	-32.38%
Monthly Inventory	157	186	18.47%	157	186	18.47%
Months Supply of Inventory	2.62	2.55	-3.01%	2.62	2.55	-3.01%

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

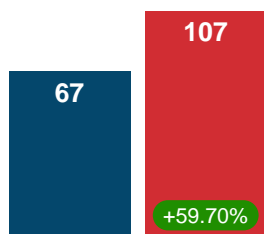
**Inventory** on October 31, 2021 = **186**

**2020** **2021**

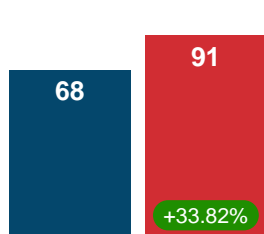
### OCTOBER MARKET

### AVERAGE PRICES

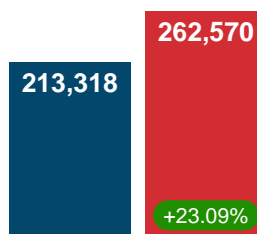
#### New Listings



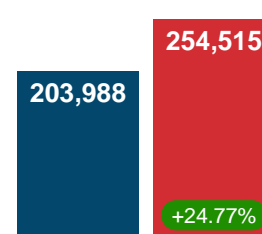
#### Pending Listings



#### List Price



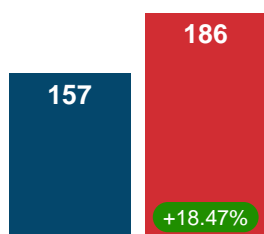
#### Sale Price



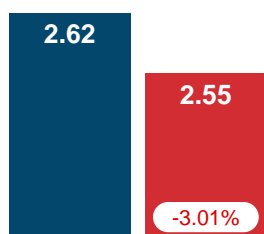
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

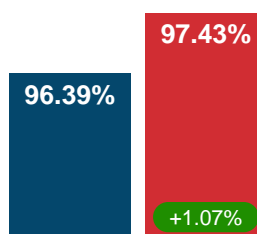
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

