

# October 2021



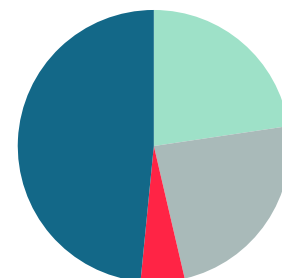
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	172,400	219,000	27.03%
Median Sale Price	168,950	210,000	24.30%
Median Percent of Selling Price to List Price	98.15%	100.00%	1.88%
Median Days on Market to Sale	23.00	7.00	-69.57%
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.

#### 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 **24.30%** in October 2021 to \$210,000 versus the previous year at \$168,950.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 16.00 days or **69.57%** in October 2021 compared to last year's same month at **23.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



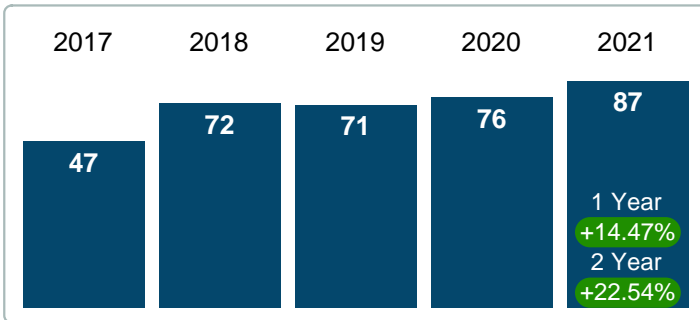
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



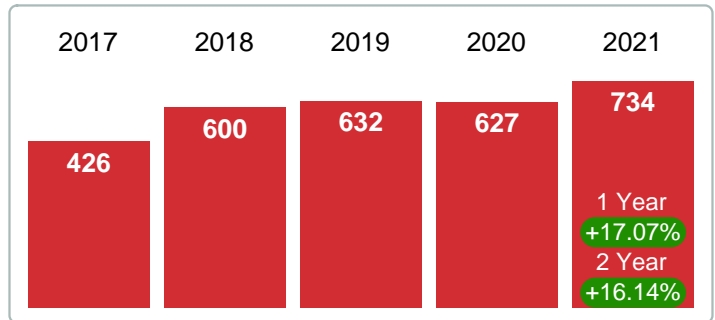
## CLOSED LISTINGS

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

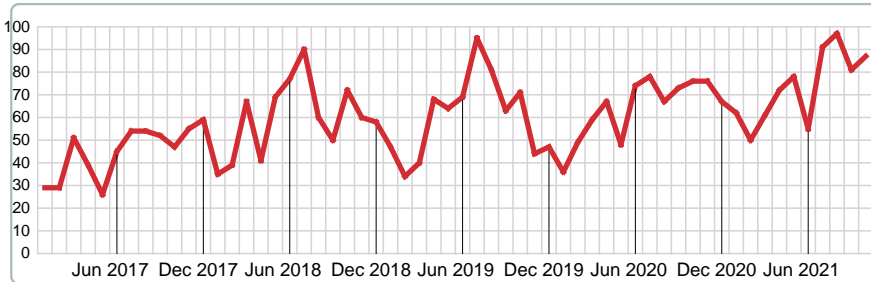
### OCTOBER



### YEAR TO DATE (YTD)

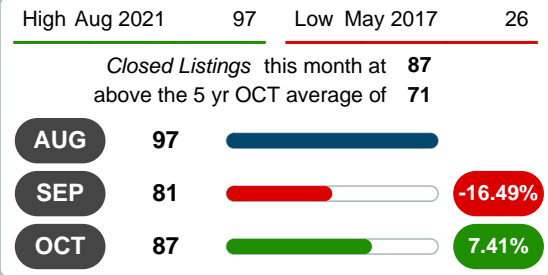


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	8.05%	12.0	3	2	2	0
\$100,001 - \$125,000	10	11.49%	7.0	2	7	1	0
\$125,001 - \$150,000	8	9.20%	10.5	2	5	1	0
\$150,001 - \$250,000	31	35.63%	6.0	2	22	7	0
\$250,001 - \$300,000	11	12.64%	15.0	1	7	3	0
\$300,001 - \$475,000	11	12.64%	9.0	0	7	4	0
\$475,001 and up	9	10.34%	3.0	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>7.0</b>	<b>1.96M</b>	<b>13.42M</b>	<b>4.99M</b>	<b>1.79M</b>
<b>Median Closed Price</b>	<b>\$210,000</b>			<b>\$130,000</b>	<b>\$205,000</b>	<b>\$250,000</b>	<b>\$892,500</b>

# October 2021



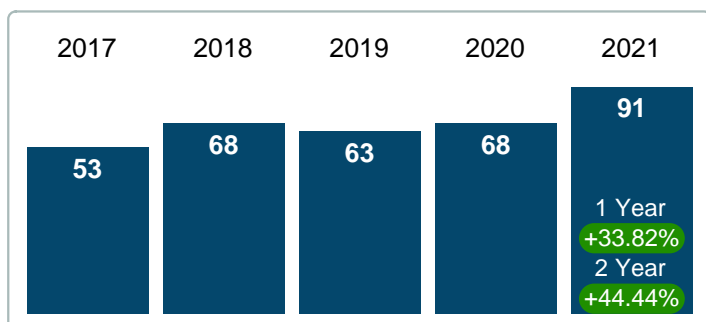
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



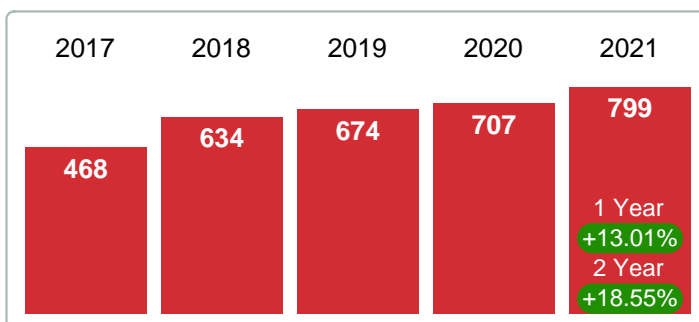
## PENDING LISTINGS

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

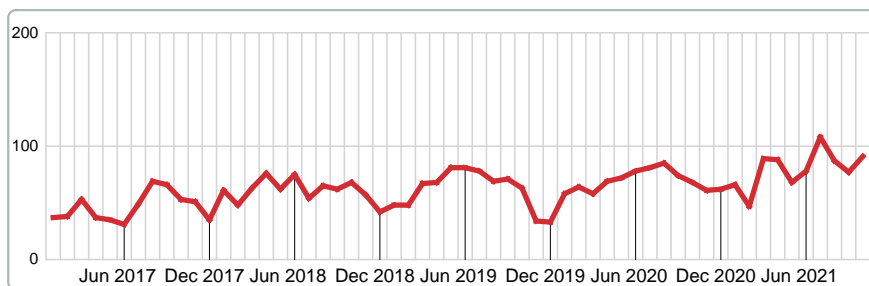
### OCTOBER



### YEAR TO DATE (YTD)

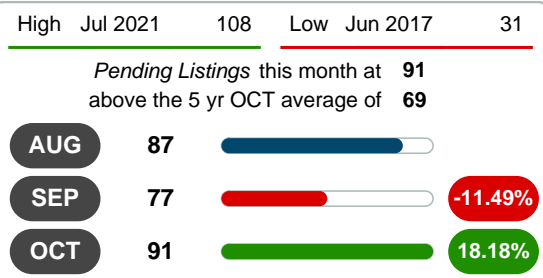


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 69



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	9.89%	11.0	2	6	1	0
\$100,001 - \$125,000	8	8.79%	15.5	1	7	0	0
\$125,001 - \$150,000	10	10.99%	6.5	6	4	0	0
\$150,001 - \$225,000	25	27.47%	18.0	1	23	1	0
\$225,001 - \$325,000	17	18.68%	15.0	1	9	7	0
\$325,001 - \$375,000	13	14.29%	11.0	1	6	6	0
\$375,001 and up	9	9.89%	48.0	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>15.0</b>	<b>1.96M</b>	<b>14.34M</b>	<b>5.91M</b>	<b>549.00K</b>
<b>Median Listing Price</b>	<b>\$209,900</b>			<b>\$146,950</b>	<b>\$196,950</b>	<b>\$333,348</b>	<b>\$549,000</b>

# October 2021



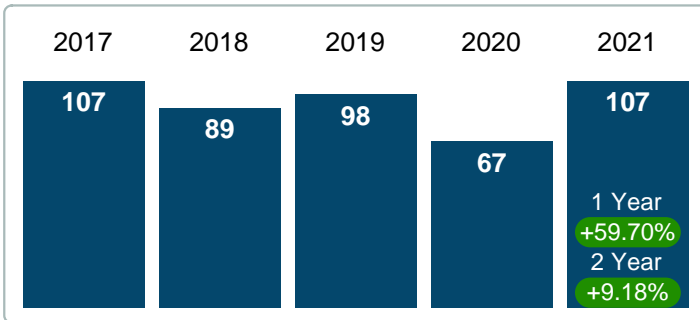
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



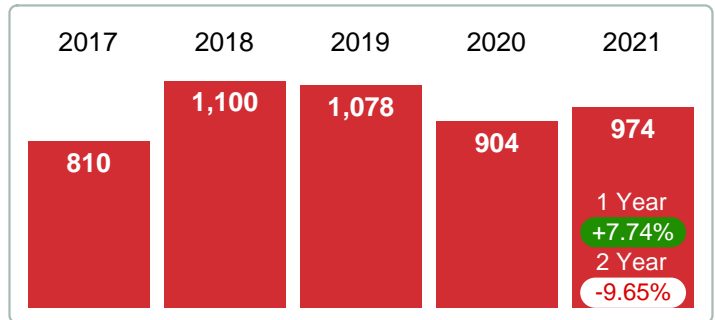
## NEW LISTINGS

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

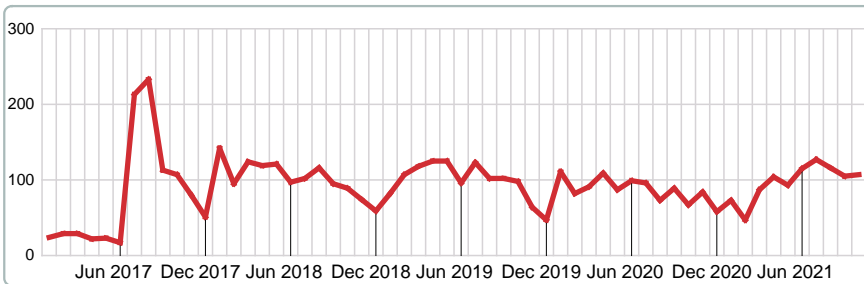
### OCTOBER



### YEAR TO DATE (YTD)

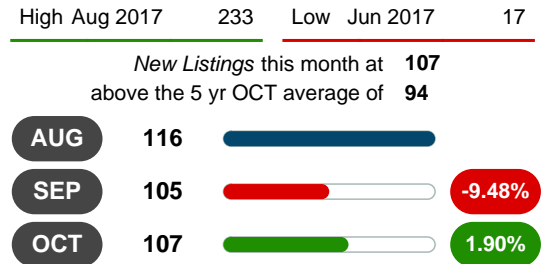


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$223,920</b>		<b>\$138,000</b>	<b>\$216,175</b>	<b>\$301,138</b>	<b>\$539,500</b>

# October 2021



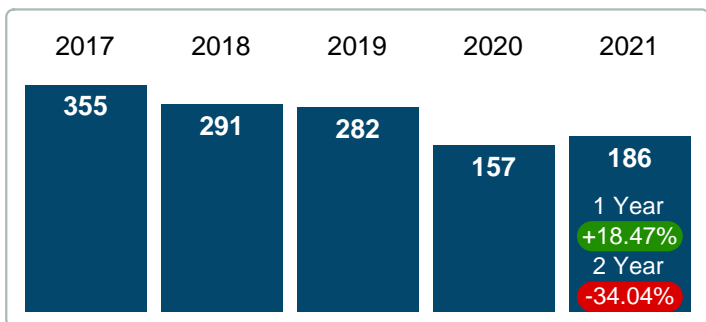
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



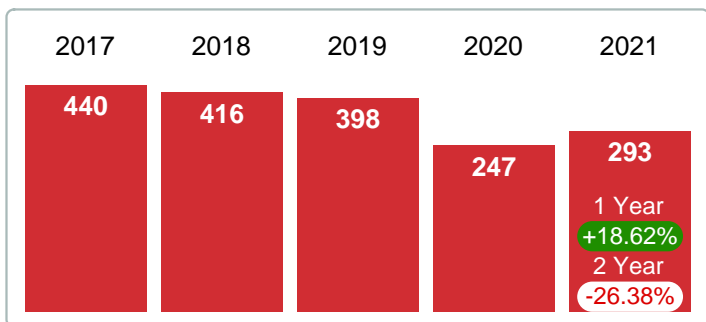
## ACTIVE INVENTORY

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

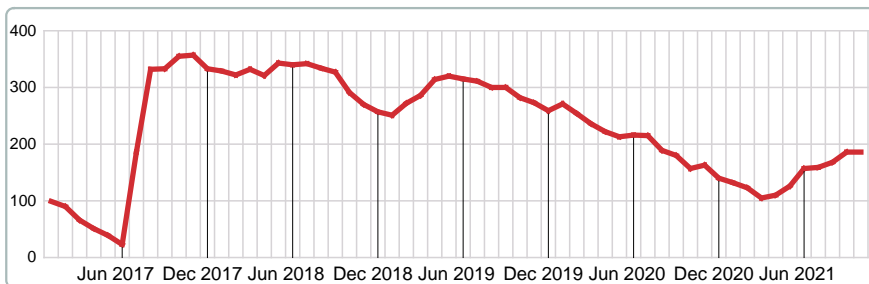
### END OF OCTOBER



### ACTIVE DURING OCTOBER

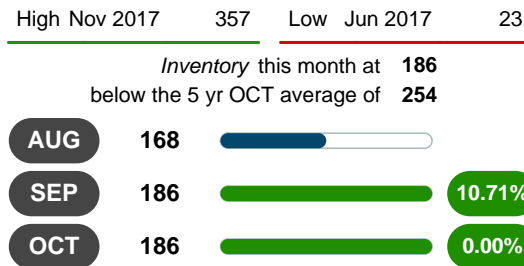


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 254



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	21	11.29%	39.0	9	11	1	0
\$125,001 - \$150,000	11	5.91%	53.0	1	9	1	0
\$150,001 - \$225,000	35	18.82%	39.0	3	23	8	1
\$225,001 - \$325,000	46	24.73%	45.0	6	22	16	2
\$325,001 - \$475,000	31	16.67%	48.0	4	17	7	3
\$475,001 - \$950,000	23	12.37%	61.0	1	13	5	4
\$950,001 and up	19	10.22%	102.0	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>52.5</b>	<b>7.32M</b>	<b>41.37M</b>	<b>28.94M</b>	<b>14.77M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$275,000</b>			<b>\$185,000</b>	<b>\$245,000</b>	<b>\$306,305</b>	<b>\$512,500</b>

# October 2021



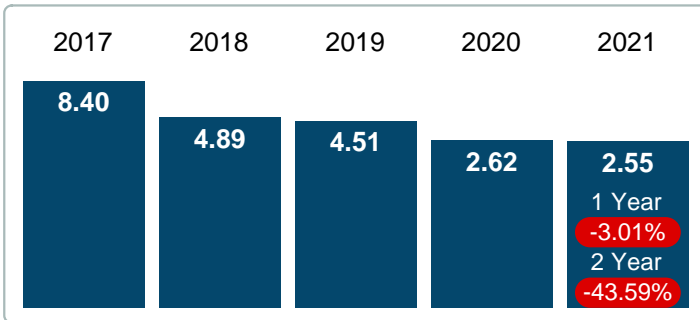
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



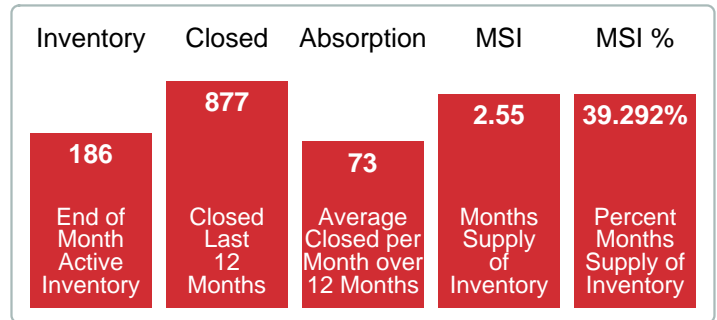
## MONTHS SUPPLY of INVENTORY (MSI)

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

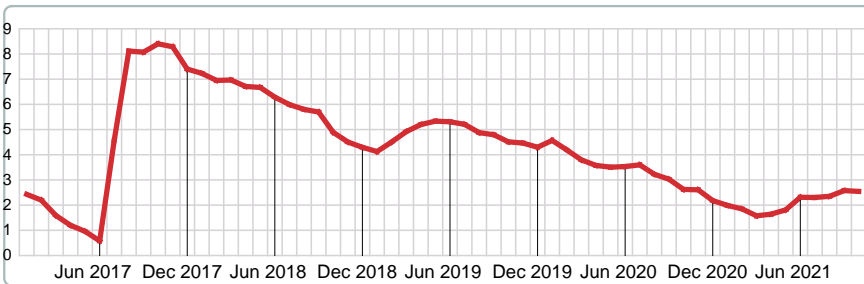
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

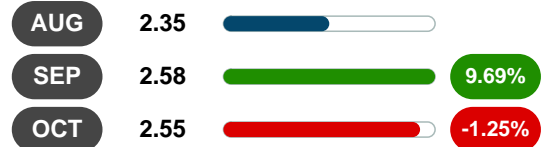


### 3 MONTHS

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	100%	2.55	2.80	2.16	3.31	4.00
Total Active Inventory by Units	186			25	101	46	14

# October 2021



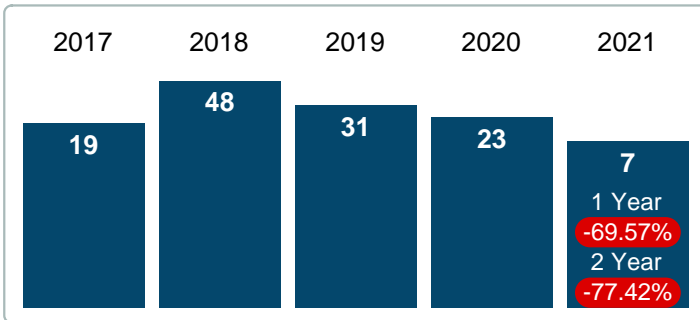
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



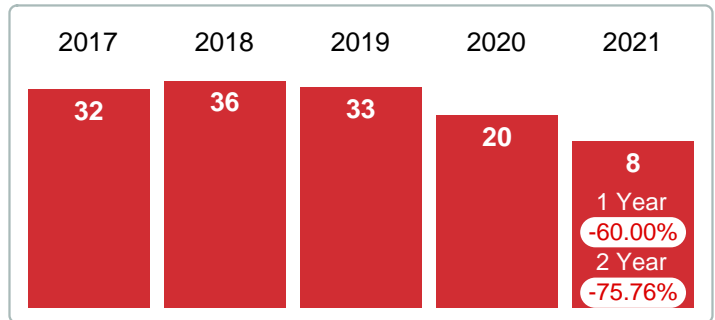
## MEDIAN DAYS ON MARKET TO SALE

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

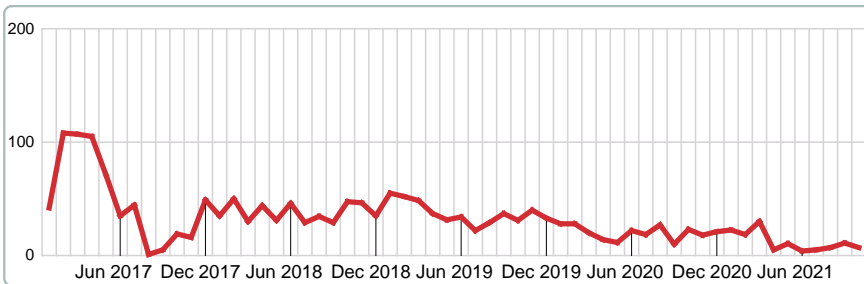
### OCTOBER



### YEAR TO DATE (YTD)

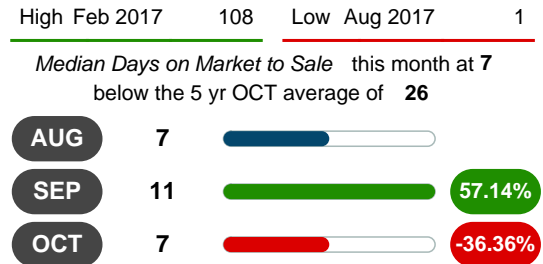


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 26



### 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	
\$100,000 and less	8.05%	12	12	12	35	0	
\$100,001 - \$125,000	11.49%	7	7	7	31	0	
\$125,001 - \$150,000	9.20%	11	40	13	8	0	
\$150,001 - \$250,000	35.63%	6	66	5	21	0	
\$250,001 - \$300,000	12.64%	15	15	17	2	0	
\$300,001 - \$475,000	12.64%	9	0	9	8	0	
\$475,001 and up	10.34%	3	2	11	1	24	
Median Closed DOM		7	7	7	10	24	
Total Closed Units	100%	87	7.0	11	55	19	2
Total Closed Volume		22,142,816	1.96M	13.42M	4.99M	1.79M	

# October 2021



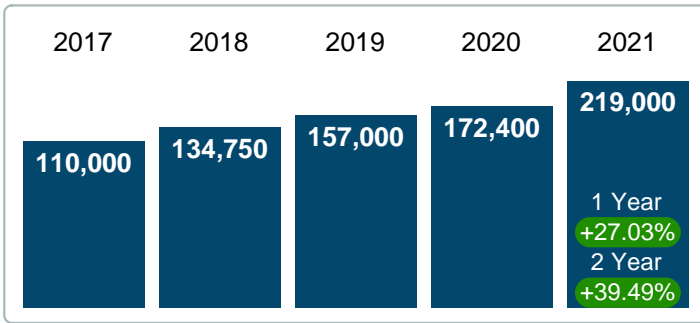
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



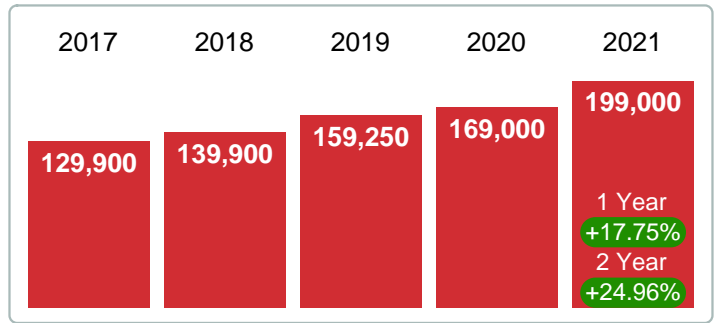
## MEDIAN LIST PRICE AT CLOSING

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

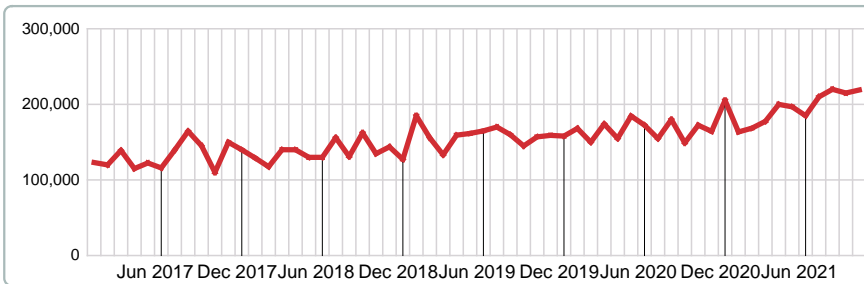
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

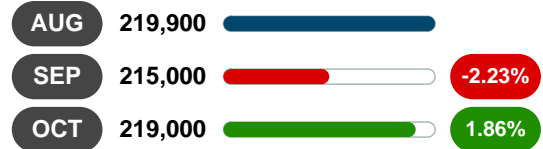


### 3 MONTHS

5 year OCT AVG = 158,630

High Aug 2021 219,900 Low Oct 2017 110,000

Median List Price at Closing this month at **219,000** above the 5 yr OCT average of **158,630**



### 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
\$100,000 and less	8	9.20%	73,750	51,750	90,450	73,750	0
\$100,001 - \$125,000	7	8.05%	124,900	125,000	124,700	0	0
\$125,001 - \$150,000	10	11.49%	135,180	142,000	135,000	135,130	0
\$150,001 - \$250,000	29	33.33%	205,000	219,500	194,900	219,950	0
\$250,001 - \$300,000	13	14.94%	285,000	299,000	280,000	284,450	0
\$300,001 - \$475,000	11	12.64%	390,000	0	390,000	384,948	0
\$475,001 and up	9	10.34%	600,000	600,000	599,995	775,000	975,000
Median List Price			219,000	139,000	214,000	250,000	975,000
Total Closed Units		100%	219,000	11	55	19	2
Total Closed Volume			22,843,612	2.00M	13.75M	5.14M	1.95M



# October 2021



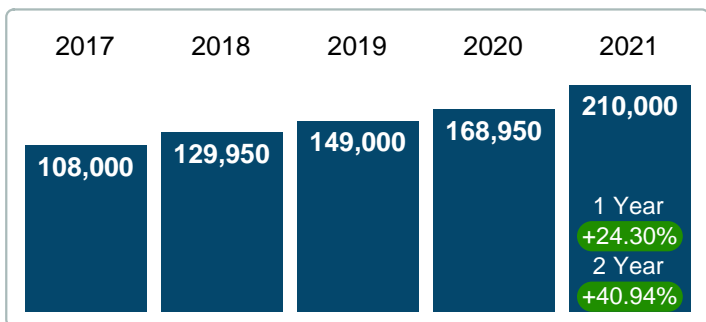
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



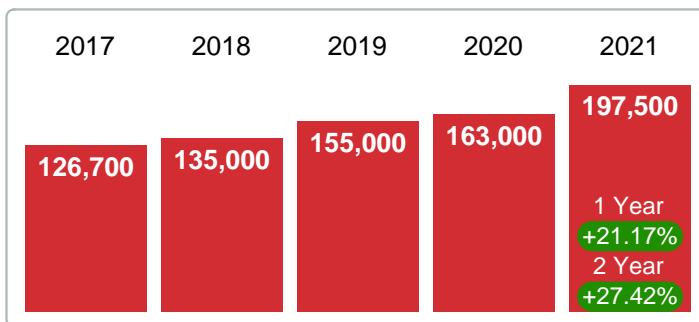
## MEDIAN SOLD PRICE AT CLOSING

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

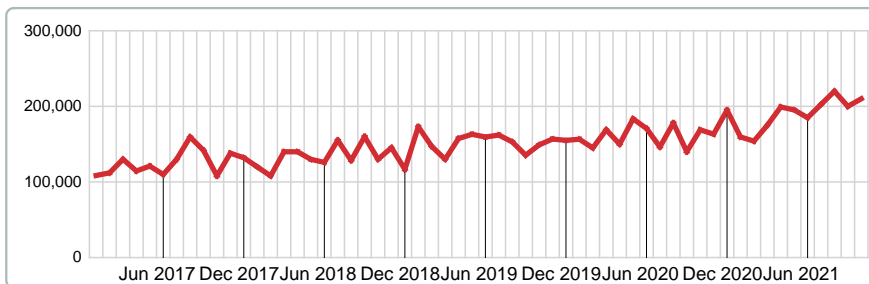
### OCTOBER



### YEAR TO DATE (YTD)

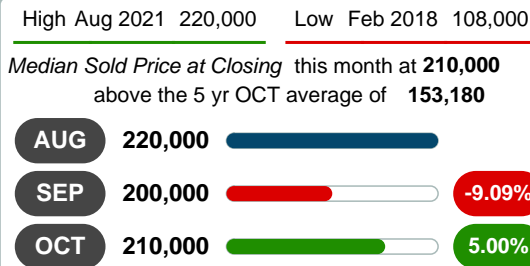


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 153,180



### 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
\$100,000 and less <b>7</b>	8.05%	65,000	55,000	81,500	71,750	0
\$100,001 - \$125,000 <b>10</b>	11.49%	120,000	113,000	123,000	112,000	0
\$125,001 - \$150,000 <b>8</b>	9.20%	135,500	137,500	135,000	136,000	0
\$150,001 - \$250,000 <b>31</b>	35.63%	205,000	214,500	199,000	224,500	0
\$250,001 - \$300,000 <b>11</b>	12.64%	280,000	300,000	275,000	280,000	0
\$300,001 - \$475,000 <b>11</b>	12.64%	375,000	0	375,000	354,000	0
\$475,001 and up <b>9</b>	10.34%	624,995	580,000	624,995	775,000	892,500
<b>Median Sold Price</b>		<b>210,000</b>	<b>130,000</b>	<b>205,000</b>	<b>250,000</b>	<b>892,500</b>
<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>1.96M</b>	<b>13.42M</b>	<b>4.99M</b>	<b>1.79M</b>

# October 2021



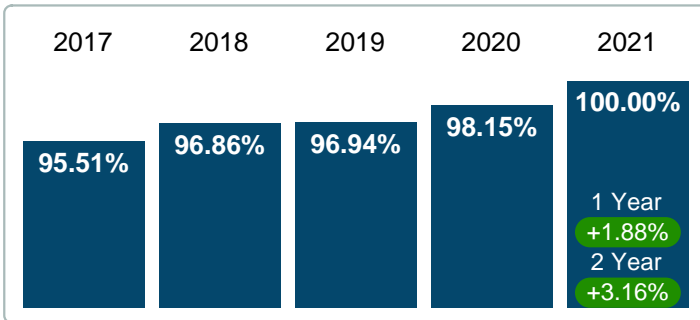
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



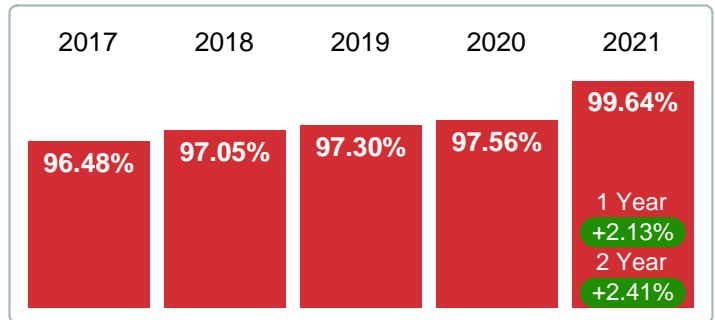
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

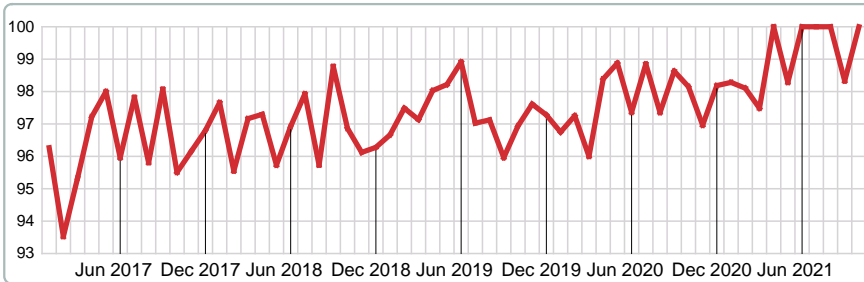
### OCTOBER



### YEAR TO DATE (YTD)

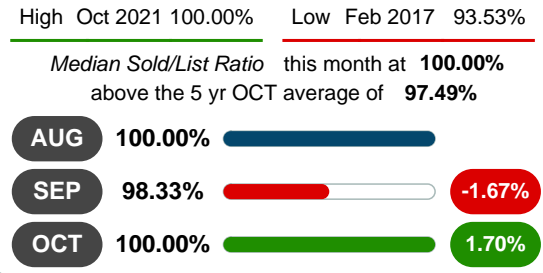


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 97.49%



## 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	
\$100,000 and less	7	8.05%	100.00%	100.92%	89.20%	97.10%	0.00%	
\$100,001 - \$125,000	10	11.49%	100.00%	102.14%	100.00%	83.02%	0.00%	
\$125,001 - \$150,000	8	9.20%	100.00%	96.99%	100.00%	100.47%	0.00%	
\$150,001 - \$250,000	31	35.63%	100.00%	97.73%	100.00%	97.65%	0.00%	
\$250,001 - \$300,000	11	12.64%	100.00%	100.33%	99.83%	100.00%	0.00%	
\$300,001 - \$475,000	11	12.64%	100.00%	0.00%	100.00%	97.74%	0.00%	
\$475,001 and up	9	10.34%	96.67%	96.67%	96.02%	100.00%	93.28%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	93.28%	
Total Closed Units		87	100%	100.00%	11	55	19	2
Total Closed Volume		22,142,816			1.96M	13.42M	4.99M	1.79M

# October 2021



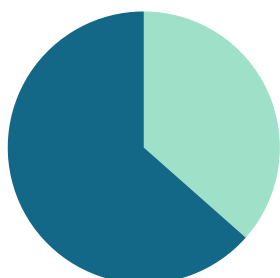
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

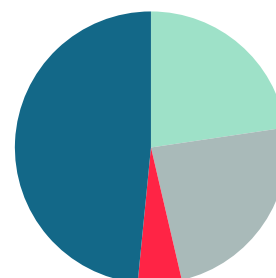


**Inventory**  
 New Listings  
**107 = 36.52%**  
 Start Inventory  
**186**  
 Total Inventory Units  
**293**  
 Volume  
**\$121,297,293**

### 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%
Median List Price	172,400	219,000	27.03%	169,000	199,000	17.75%
Median Sale Price	168,950	210,000	24.30%	163,000	197,500	21.17%
Median Percent of Selling Price to List Price	98.15%	100.00%	1.88%	97.56%	99.64%	2.13%
Median Days on Market to Sale	23.00	7.00	-69.57%	20.00	8.00	-60.00%
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

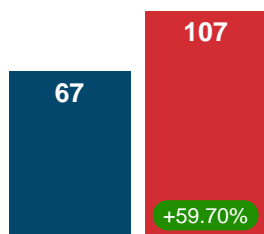
**Inventory** on October 31, 2021 = **186**

**2020** **2021**

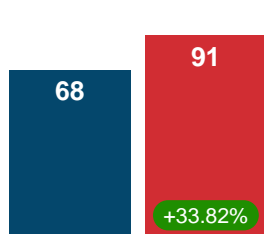
### OCTOBER MARKET

### MEDIAN PRICES

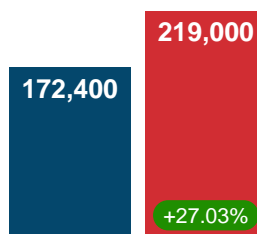
#### New Listings



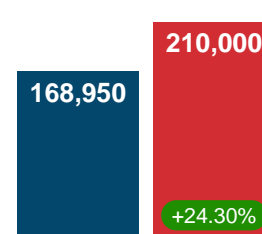
#### Pending Listings



#### List Price



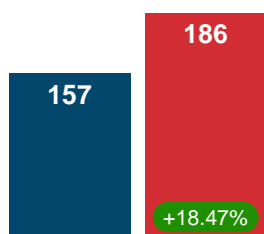
#### Sale Price



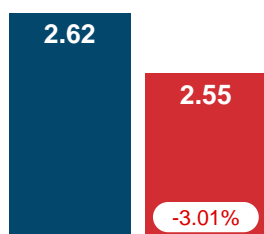
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

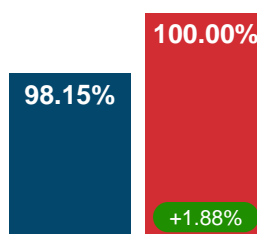
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

