

September 2021



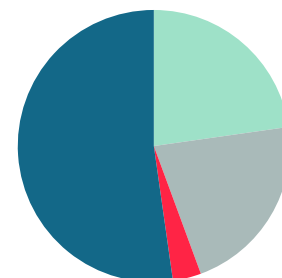
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	73	81	10.96%
Pending Listings	74	77	4.05%
New Listings	89	105	17.98%
Average List Price	179,842	226,633	26.02%
Average Sale Price	173,348	218,400	25.99%
Average Percent of Selling Price to List Price	95.85%	95.88%	0.03%
Average Days on Market to Sale	32.11	29.80	-7.19%
End of Month Inventory	180	186	3.33%
Months Supply of Inventory	3.03	2.58	-14.92%



■ Closed (22.75%)
■ Pending (21.63%)
■ Other OffMarket (3.37%)
■ Active (52.25%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of September 30, 2021 = **186**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2021 rose **3.33%** to 186 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.58** 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 **25.99%** in September 2021 to \$218,400 versus the previous year at \$173,348.

Average Days on Market Shortens

The average number of **29.80** days that homes spent on the market before selling decreased by 2.31 days or **7.19%** in September 2021 compared to last year's same month at **32.11** DOM.

Sales Success for September 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 105 New Listings in September 2021, up **17.98%** from last year at 89. Furthermore, there were 81 Closed Listings this month versus last year at 73, a **10.96%** increase.

Closed versus Listed trends yielded a **77.1%** ratio, down from previous year's, September 2020, at **82.0%**, a **5.95%** 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

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

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

September 2021



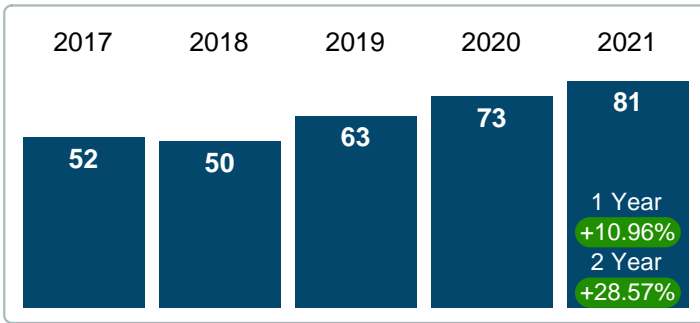
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



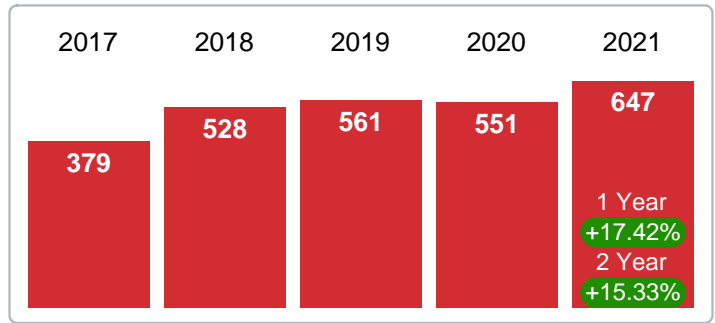
CLOSED LISTINGS

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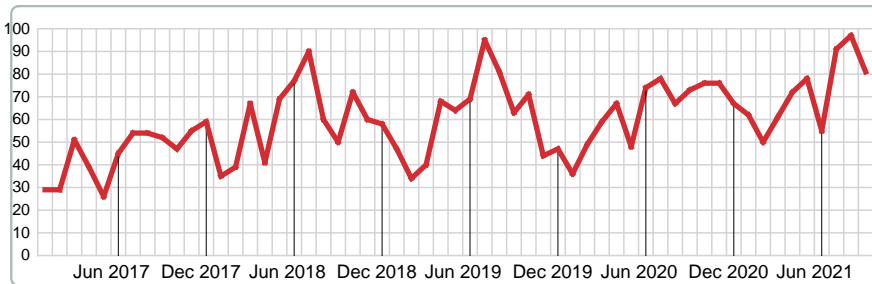
SEPTEMBER



YEAR TO DATE (YTD)

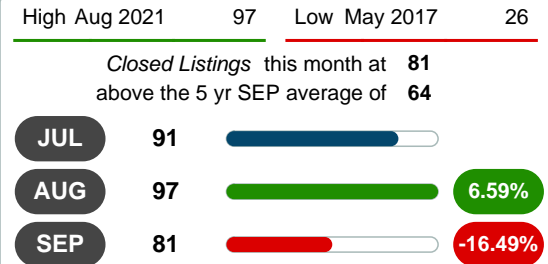


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 64



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	3.70%	30.7	3	0	0	0
\$75,001 - \$100,000	12	14.81%	18.1	5	7	0	0
\$100,001 - \$150,000	12	14.81%	20.2	2	6	4	0
\$150,001 - \$200,000	15	18.52%	23.5	2	10	3	0
\$200,001 - \$250,000	19	23.46%	38.2	2	15	2	0
\$250,001 - \$325,000	10	12.35%	15.5	0	6	2	2
\$325,001 and up	10	12.35%	63.0	0	7	2	1
Total Closed Units	81			14	51	13	3
Total Closed Volume	17,690,360	100%	29.8	1.66M	11.81M	3.30M	925.00K
Average Closed Price	\$218,400			\$118,629	\$231,550	\$253,500	\$308,333

September 2021



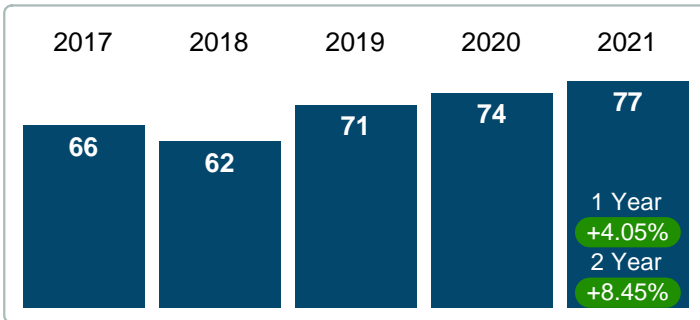
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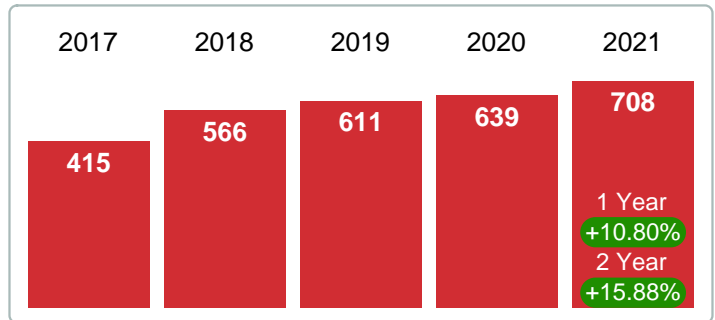
PENDING LISTINGS

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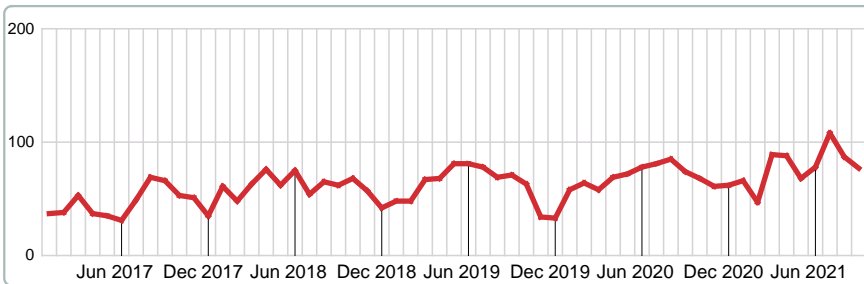
SEPTEMBER



YEAR TO DATE (YTD)

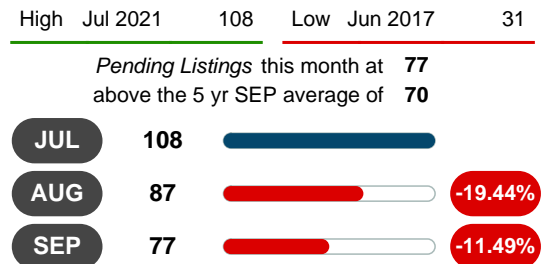


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 70



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	5	6.49%	33.8	2	2	1	0
\$100,001 - \$150,000	10	12.99%	53.8	4	5	1	0
\$150,001 - \$175,000	10	12.99%	30.6	1	8	1	0
\$175,001 - \$225,000	18	23.38%	20.7	1	13	4	0
\$225,001 - \$300,000	15	19.48%	35.7	0	9	6	0
\$300,001 - \$425,000	11	14.29%	45.1	0	7	2	2
\$425,001 and up	8	10.39%	39.0	0	5	2	1
Total Pending Units	77			8	49	17	3
Total Pending Volume	19,686,951	100%	35.9	1.08M	12.54M	4.88M	1.19M
Average Listing Price	\$258,894			\$135,600	\$255,824	\$286,870	\$396,667

September 2021



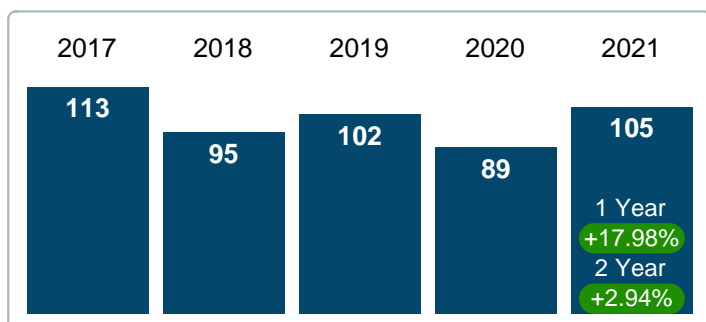
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



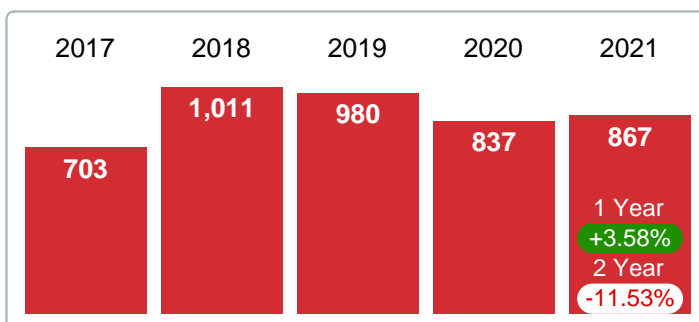
NEW LISTINGS

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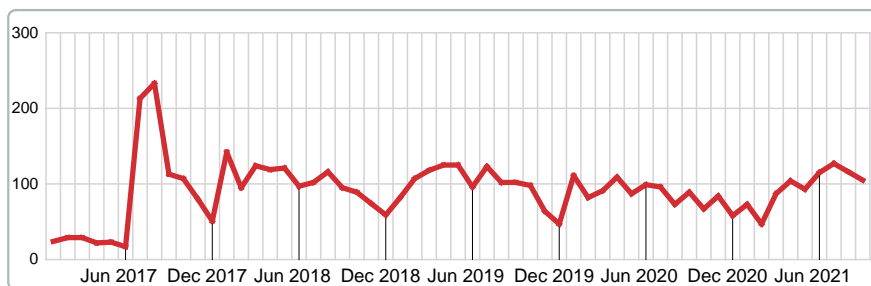
SEPTEMBER



YEAR TO DATE (YTD)

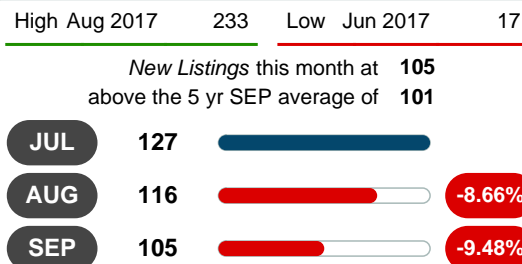


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 101



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	9.52%	3	6	1	0
\$125,001 - \$150,000	5	4.76%	2	3	0	0
\$150,001 - \$200,000	25	23.81%	1	19	4	1
\$200,001 - \$275,000	26	24.76%	2	18	5	1
\$275,001 - \$350,000	16	15.24%	2	9	3	2
\$350,001 - \$500,000	12	11.43%	0	11	0	1
\$500,001 and up	11	10.48%	0	7	1	3
Total New Listed Units	105		10	73	14	8
Total New Listed Volume	34,190,846	100%	1.82M	20.96M	3.68M	7.73M
Average New Listed Listing Price	\$269,225		\$181,560	\$287,117	\$262,979	\$966,750

September 2021



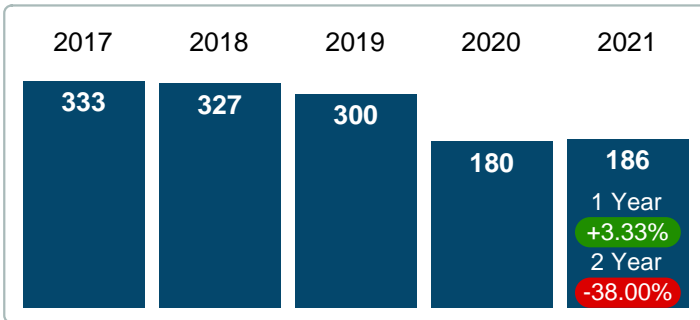
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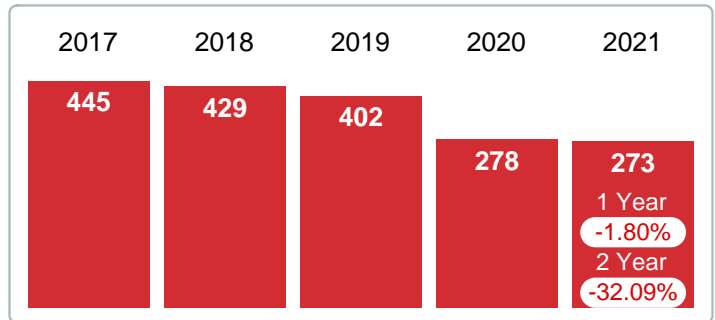
ACTIVE INVENTORY

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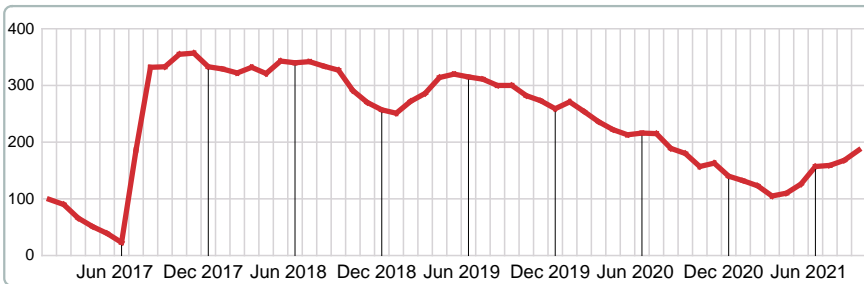
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

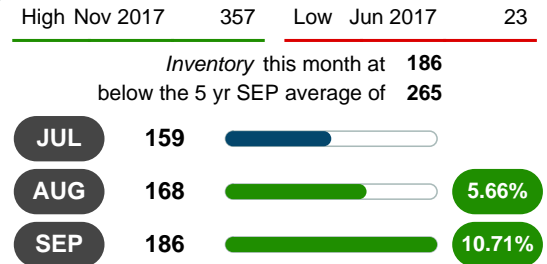


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 265



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	5.91%	44.1	5	6	0	0
\$100,001 - \$150,000	24	12.90%	72.4	4	18	2	0
\$150,001 - \$225,000	35	18.82%	50.8	4	24	6	1
\$225,001 - \$325,000	43	23.12%	53.7	5	22	14	2
\$325,001 - \$475,000	30	16.13%	64.9	3	15	9	3
\$475,001 - \$950,000	24	12.90%	66.9	0	16	5	3
\$950,001 and up	19	10.22%	105.4	1	7	7	4
Total Active Inventory by Units	186			22	108	43	13
Total Active Inventory by Volume	87,686,316	100%	63.8	6.35M	44.00M	23.09M	14.24M
Average Active Inventory Listing Price	\$471,432			\$288,509	\$407,422	\$537,086	\$1,095,608

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

September 2021



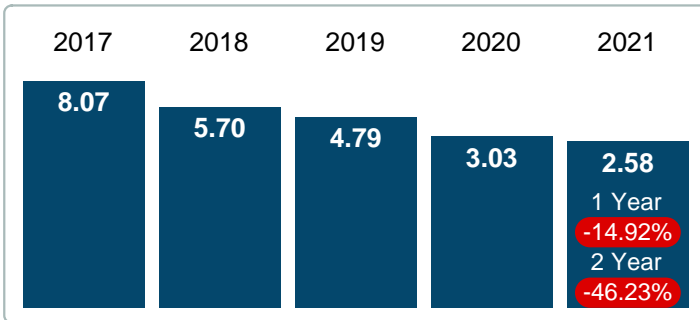
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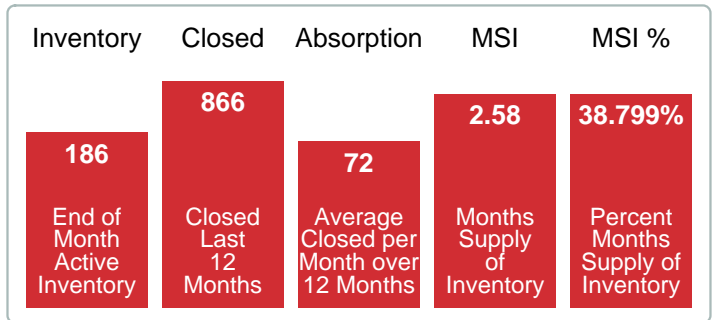
MONTHS SUPPLY of INVENTORY (MSI)

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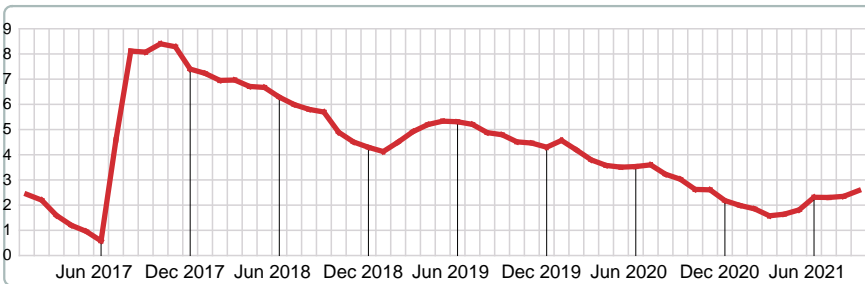
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

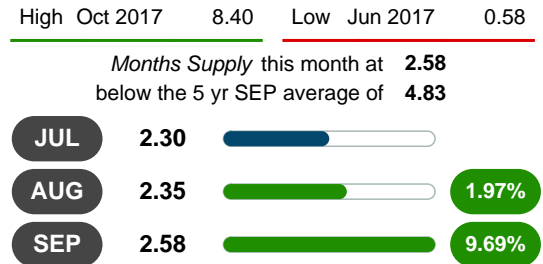


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.83



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
\$100,000 and less	11	5.91%	0.94	1.18	0.96	0.00	0.00
\$100,001 - \$150,000	24	12.90%	1.95	1.50	2.30	1.26	0.00
\$150,001 - \$225,000	35	18.82%	1.52	3.20	1.30	2.18	2.00
\$225,001 - \$325,000	43	23.12%	2.92	7.50	2.38	3.23	4.00
\$325,001 - \$475,000	30	16.13%	4.62	6.00	6.43	3.38	3.00
\$475,001 - \$950,000	24	12.90%	7.02	0.00	11.29	6.67	2.77
\$950,001 and up	19	10.22%	45.60	0.00	28.00	0.00	24.00
Market Supply of Inventory (MSI)			2.58	2.32	2.36	3.25	3.63
Total Active Inventory by Units		100%	2.58	22	108	43	13

September 2021



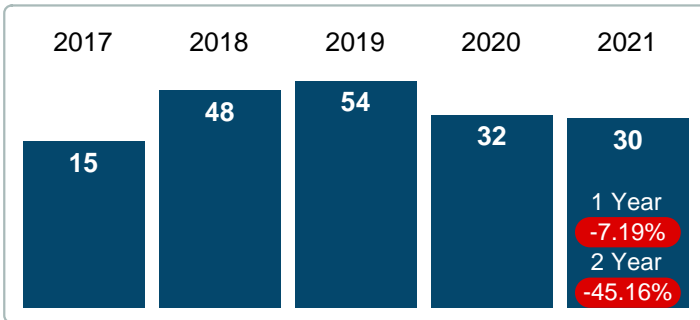
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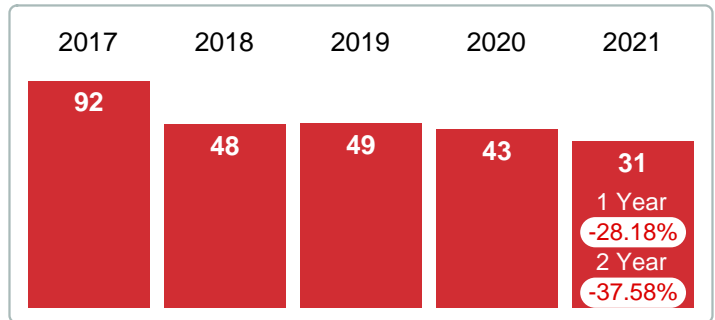
AVERAGE DAYS ON MARKET TO SALE

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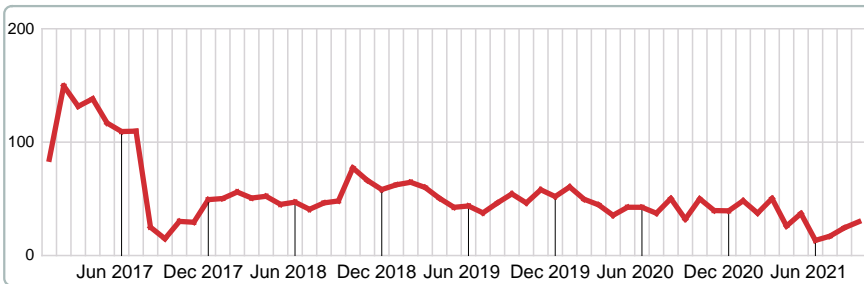
SEPTEMBER



YEAR TO DATE (YTD)

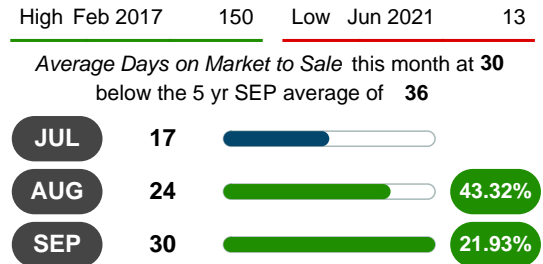


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



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	3.70%	31	31	0	0	0
\$75,001 - \$100,000	14.81%	18	17	19	0	0
\$100,001 - \$150,000	14.81%	20	15	19	26	0
\$150,001 - \$200,000	18.52%	23	62	14	31	0
\$200,001 - \$250,000	23.46%	38	102	28	50	0
\$250,001 - \$325,000	12.35%	16	0	11	10	35
\$325,001 and up	12.35%	63	0	68	74	6
Average Closed DOM		30	38	26	35	25
Total Closed Units	100%	81	14	51	13	3
Total Closed Volume		17,690,360	1.66M	11.81M	3.30M	925.00K

September 2021



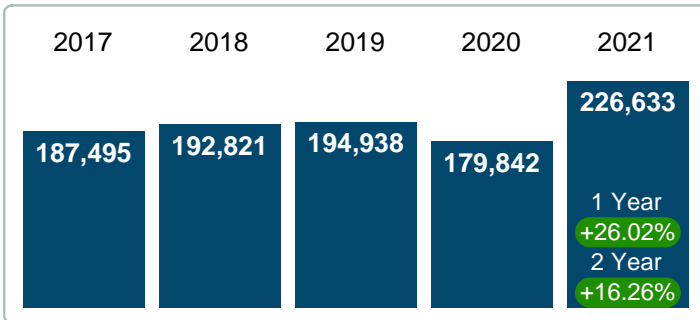
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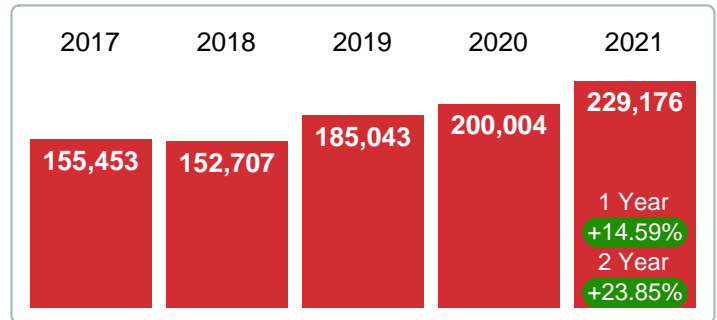
AVERAGE LIST PRICE AT CLOSING

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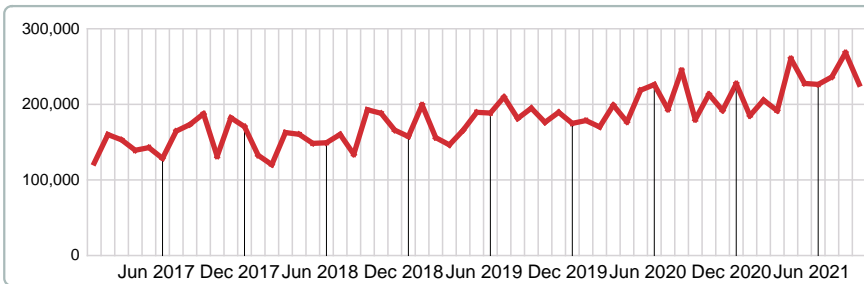
SEPTEMBER



YEAR TO DATE (YTD)

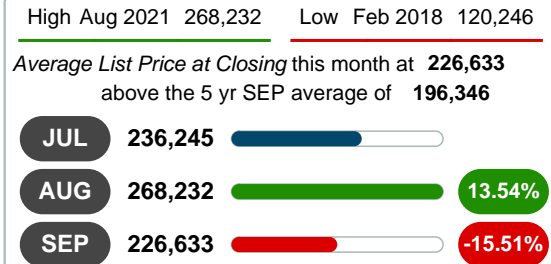


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 196,346



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	2.47%	64,150	69,433	0	0	0
\$75,001 - \$100,000	14.81%	86,142	89,460	88,043	0	0
\$100,001 - \$150,000	13.58%	129,036	121,000	134,083	144,155	0
\$150,001 - \$200,000	17.28%	176,773	217,500	178,120	223,167	0
\$200,001 - \$250,000	23.46%	226,989	252,450	227,520	254,500	0
\$250,001 - \$325,000	17.28%	295,200	0	292,317	295,750	312,000
\$325,001 and up	11.11%	539,498	0	526,843	570,000	352,580
Average List Price		226,633	131,250	236,404	268,202	325,527
Total Closed Units	100%	226,633	14	51	13	3
Total Closed Volume		18,357,300	1.84M	12.06M	3.49M	976.58K

September 2021



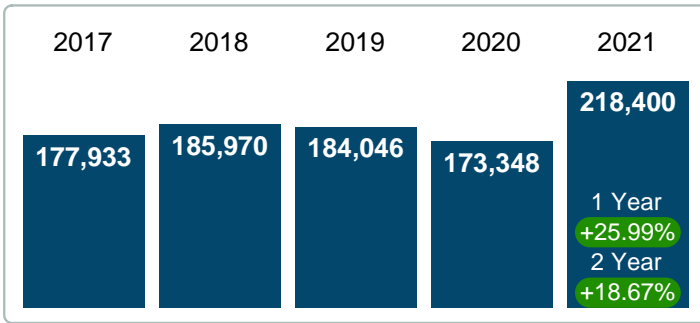
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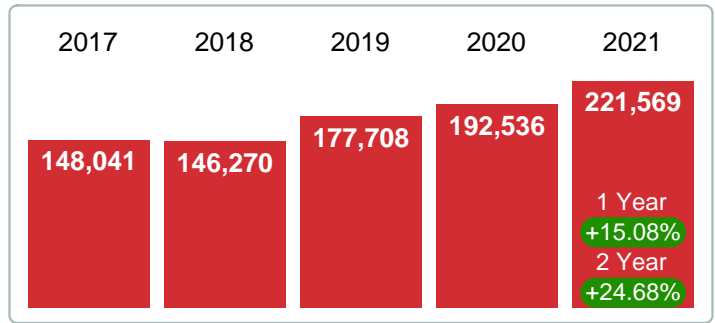
AVERAGE SOLD PRICE AT CLOSING

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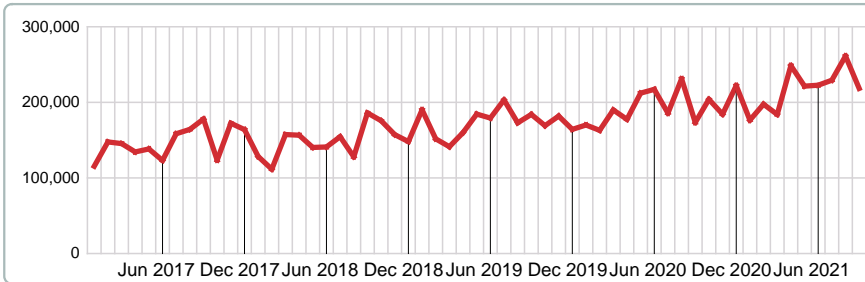
SEPTEMBER



YEAR TO DATE (YTD)

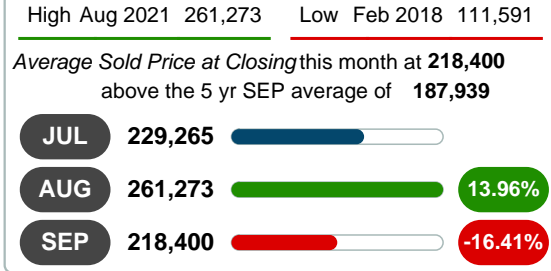


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 187,939



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	3.70%	56,967	56,967	0	0	0
\$75,001 - \$100,000	14.81%	85,700	84,980	86,214	0	0
\$100,001 - \$150,000	14.81%	125,208	115,000	125,333	130,125	0
\$150,001 - \$200,000	18.52%	184,287	185,000	181,430	193,333	0
\$200,001 - \$250,000	23.46%	224,251	232,500	221,584	236,000	0
\$250,001 - \$325,000	12.35%	290,050	0	287,917	289,000	297,500
\$325,001 and up	12.35%	506,300	0	512,571	572,500	330,000
Average Sold Price		218,400	118,629	231,550	253,500	308,333
Total Closed Units	100%	218,400	14	51	13	3
Total Closed Volume		17,690,360	1.66M	11.81M	3.30M	925.00K

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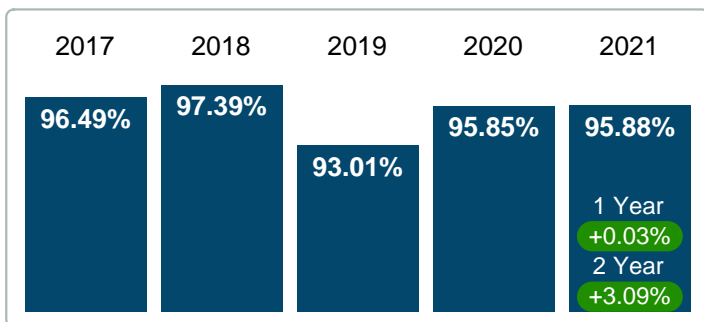
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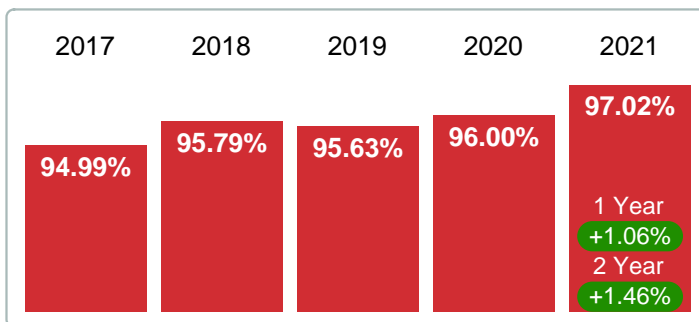
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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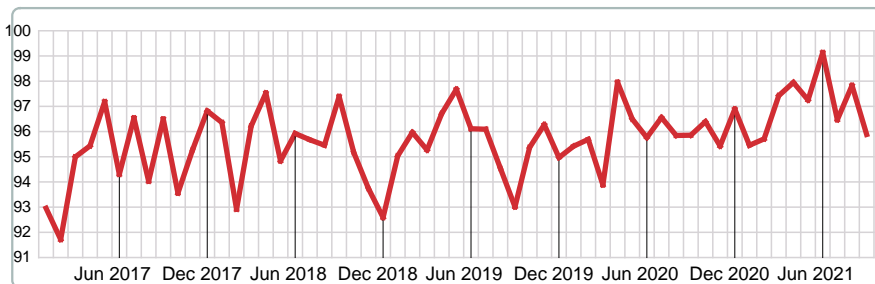
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

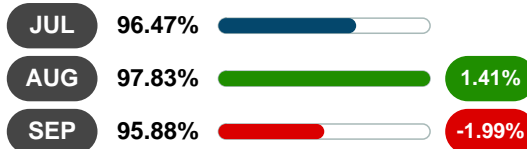


3 MONTHS

5 year SEP AVG = 95.73%

High Jun 2021 99.13% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.88%**
equal to 5 yr SEP average of **95.73%**



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	3.70%	83.73%	83.73%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	12	14.81%	96.82%	95.24%	97.95%	0.00%	0.00%
\$100,001 - \$150,000	12	14.81%	92.79%	95.45%	93.48%	90.43%	0.00%
\$150,001 - \$200,000	15	18.52%	97.25%	85.12%	101.94%	89.69%	0.00%
\$200,001 - \$250,000	19	23.46%	96.45%	92.61%	97.41%	93.06%	0.00%
\$250,001 - \$325,000	10	12.35%	97.67%	0.00%	98.49%	97.56%	95.31%
\$325,001 and up	10	12.35%	97.22%	0.00%	96.77%	100.59%	93.60%
Average Sold/List Ratio		95.90%		90.98%	97.95%	93.32%	94.74%
Total Closed Units		81	100%	14	51	13	3
Total Closed Volume		17,690,360		1.66M	11.81M	3.30M	925.00K

September 2021



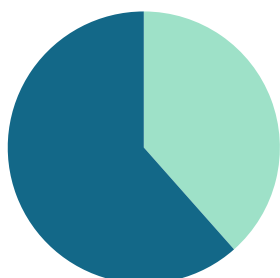
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

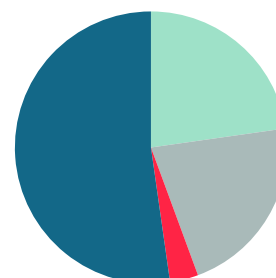


Inventory
 New Listings **105 = 38.46%**
 Start Inventory **168**
 Total Inventory Units **273**
 Volume **\$119,255,267**

Market Activity

Closed Sales **81 = 22.75%**
 Pending Sales **77 = 21.63%**
 Other Off Market **12 = 3.37%**
 Active Inventory **186 = 52.25%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	73	81	10.96%	551	647	17.42%
Pending Sales	74	77	4.05%	639	708	10.80%
New Listings	89	105	17.98%	837	867	3.58%
Average List Price	179,842	226,633	26.02%	200,004	229,176	14.59%
Average Sale Price	173,348	218,400	25.99%	192,536	221,569	15.08%
Average Percent of Selling Price to List Price	95.85%	95.88%	0.03%	96.00%	97.02%	1.06%
Average Days on Market to Sale	32.11	29.80	-7.19%	42.53	30.55	-28.18%
Monthly Inventory	180	186	3.33%	180	186	3.33%
Months Supply of Inventory	3.03	2.58	-14.92%	3.03	2.58	-14.92%

Absorption: Last 12 months, an Average of **72** Sales/Month

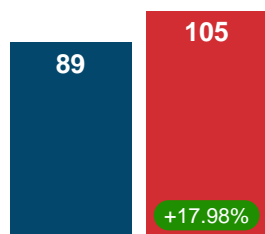
Inventory on September 30, 2021 = **186**

2020 **2021**

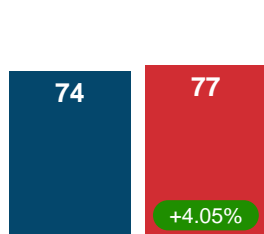
SEPTEMBER MARKET

AVERAGE PRICES

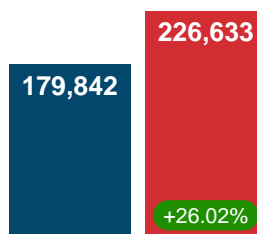
New Listings



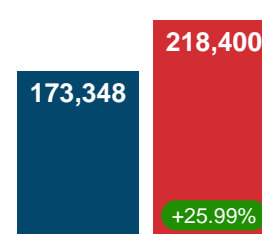
Pending Listings



List Price



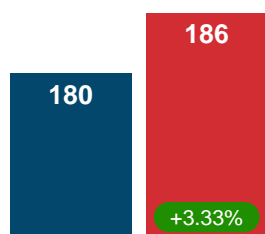
Sale Price



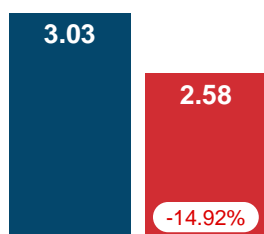
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

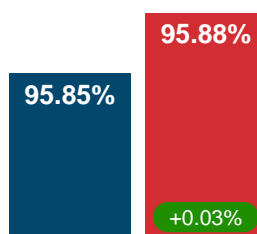
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

