

September 2021



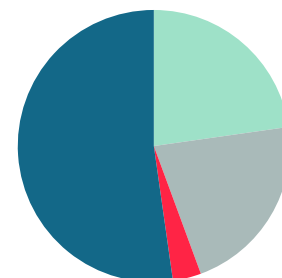
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	149,000	215,000	44.30%
Median Sale Price	140,000	200,000	42.86%
Median Percent of Selling Price to List Price	98.63%	98.33%	-0.31%
Median Days on Market to Sale	10.00	11.00	10.00%
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.

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 **42.86%** in September 2021 to \$200,000 versus the previous year at \$140,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 1.00 days or **10.00%** in September 2021 compared to last year's same month at **10.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

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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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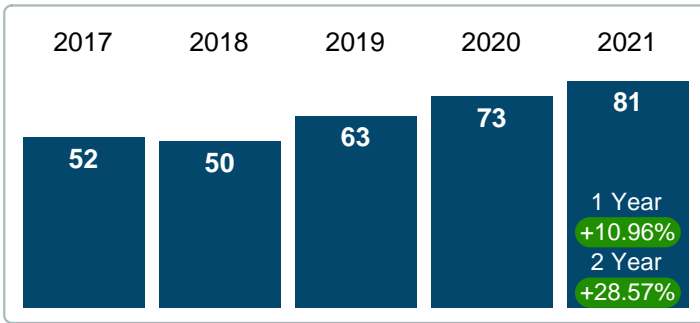
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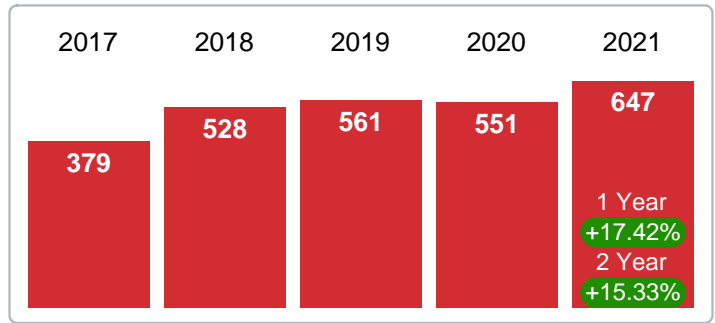
CLOSED LISTINGS

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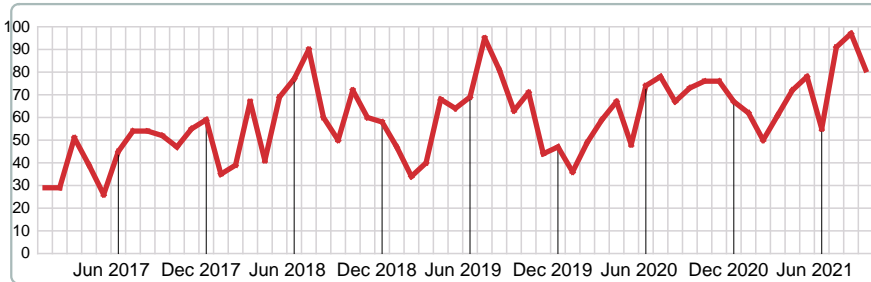
SEPTEMBER



YEAR TO DATE (YTD)

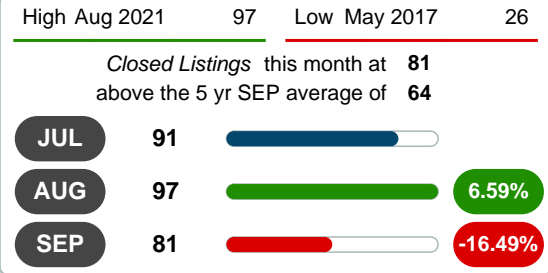


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	3.70%	33.0	3	0	0	0
\$75,001 - \$100,000	12	14.81%	5.5	5	7	0	0
\$100,001 - \$150,000	12	14.81%	27.5	2	6	4	0
\$150,001 - \$200,000	15	18.52%	4.0	2	10	3	0
\$200,001 - \$250,000	19	23.46%	13.0	2	15	2	0
\$250,001 - \$325,000	10	12.35%	9.5	0	6	2	2
\$325,001 and up	10	12.35%	34.0	0	7	2	1
Total Closed Units	81			14	51	13	3
Total Closed Volume	17,690,360	100%	11.0	1.66M	11.81M	3.30M	925.00K
Median Closed Price	\$200,000			\$92,450	\$203,000	\$200,000	\$315,000

September 2021



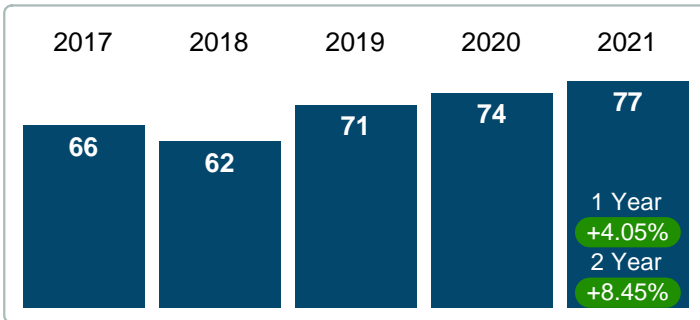
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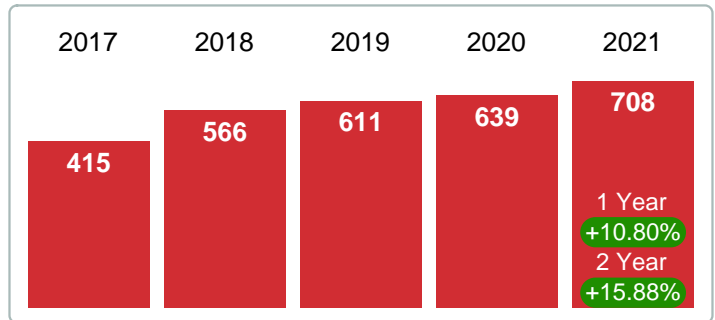
PENDING LISTINGS

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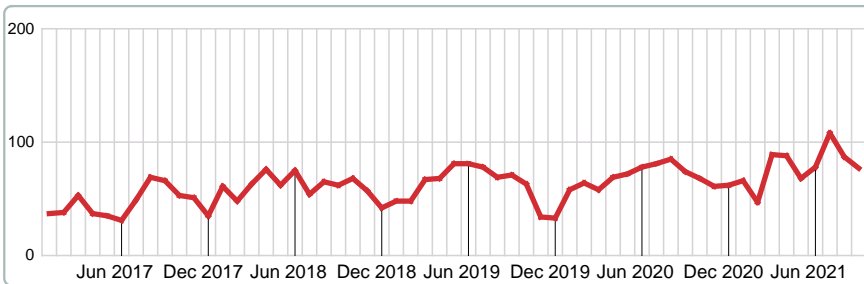
SEPTEMBER



YEAR TO DATE (YTD)

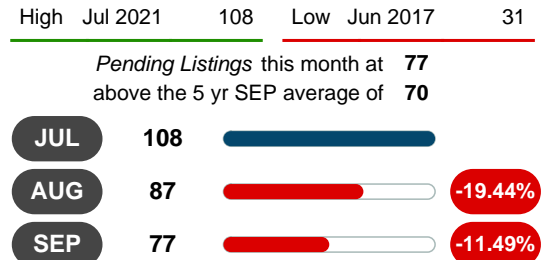


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.49%	20.0	2	2	1	0
\$100,001 - \$150,000	10	12.99%	24.5	4	5	1	0
\$150,001 - \$175,000	10	12.99%	5.0	1	8	1	0
\$175,001 - \$225,000	18	23.38%	5.0	1	13	4	0
\$225,001 - \$300,000	15	19.48%	25.0	0	9	6	0
\$300,001 - \$425,000	11	14.29%	12.0	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%	15.0	1.08M	12.54M	4.88M	1.19M
Median Listing Price	\$210,000			\$132,000	\$210,000	\$249,900	\$325,000

September 2021



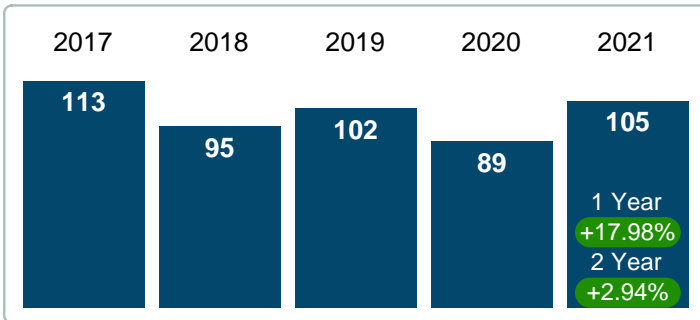
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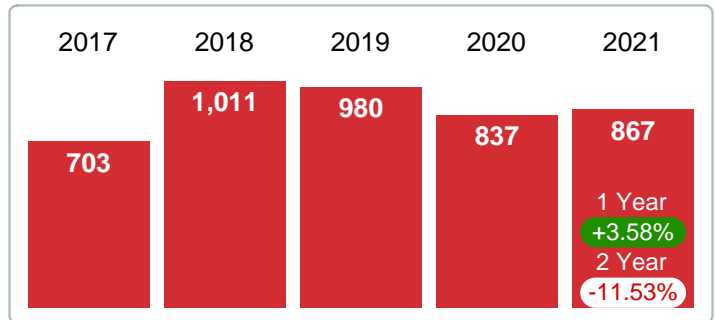
NEW LISTINGS

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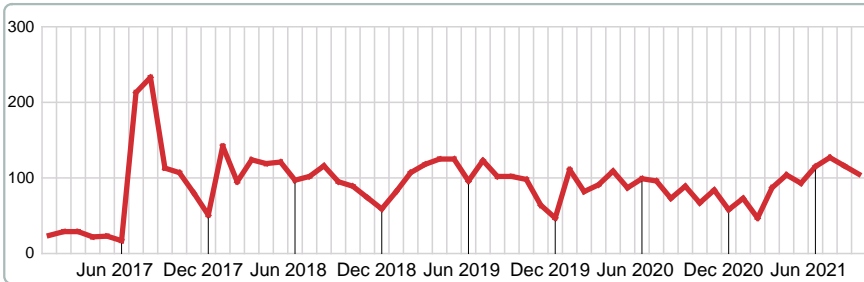
SEPTEMBER



YEAR TO DATE (YTD)

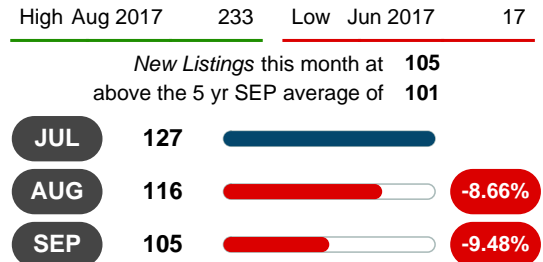


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$235,000		\$159,450	\$233,900	\$240,000	\$410,000

September 2021



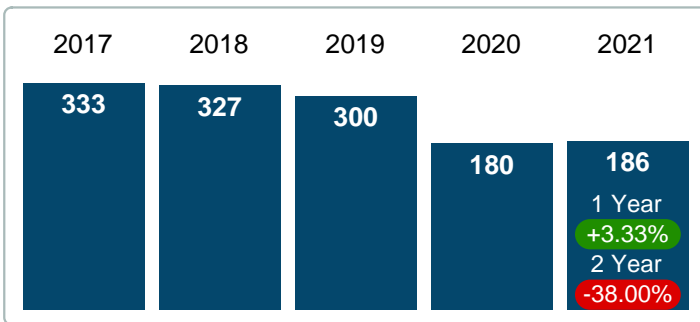
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



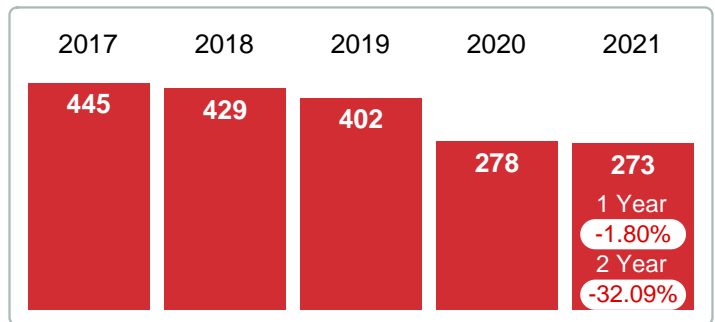
ACTIVE INVENTORY

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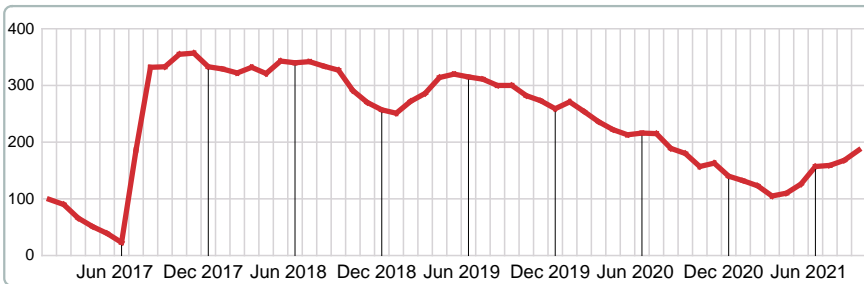
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

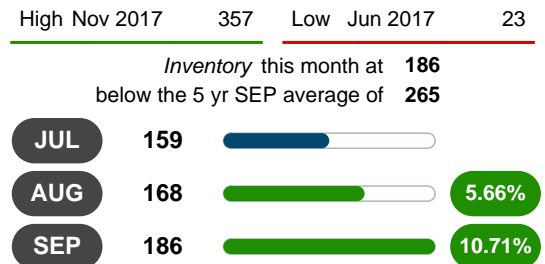


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 265



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	5.91%	36.0	5	6	0	0
\$100,001 - \$150,000	24	12.90%	43.5	4	18	2	0
\$150,001 - \$225,000	35	18.82%	48.0	4	24	6	1
\$225,001 - \$325,000	43	23.12%	31.0	5	22	14	2
\$325,001 - \$475,000	30	16.13%	43.5	3	15	9	3
\$475,001 - \$950,000	24	12.90%	43.0	0	16	5	3
\$950,001 and up	19	10.22%	90.0	1	7	7	4
Total Active Inventory by Units	186			22	108	43	13
Total Active Inventory by Volume	87,686,316	100%	43.5	6.35M	44.00M	23.09M	14.24M
Median Active Inventory Listing Price	\$270,000			\$177,000	\$249,950	\$320,510	\$495,000

September 2021



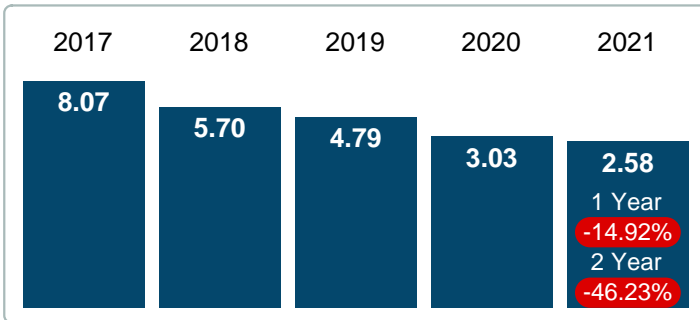
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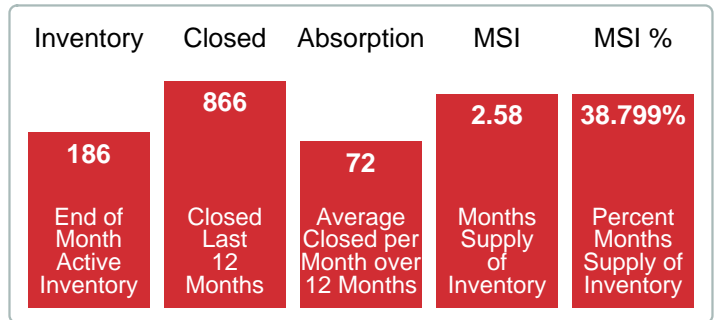
MONTHS SUPPLY of INVENTORY (MSI)

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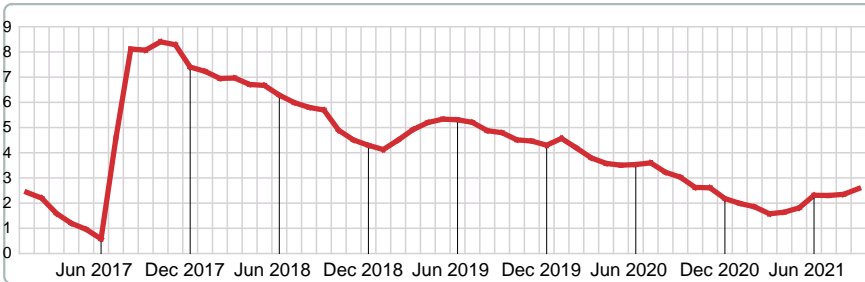
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

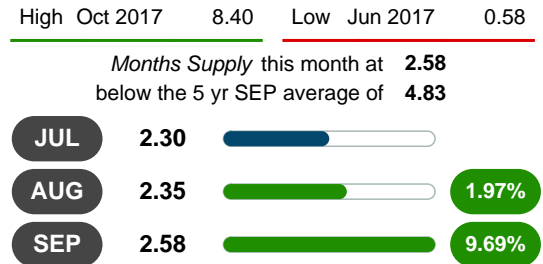


5 YEAR MARKET ACTIVITY TRENDS



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



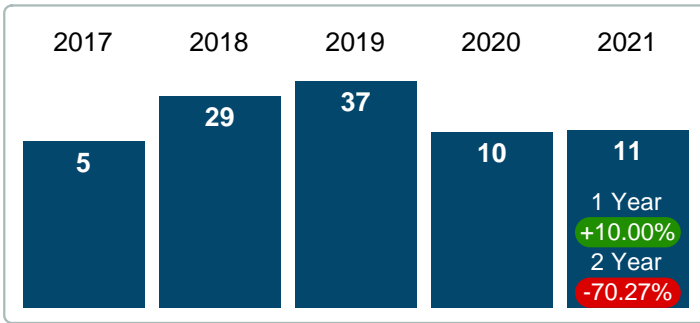
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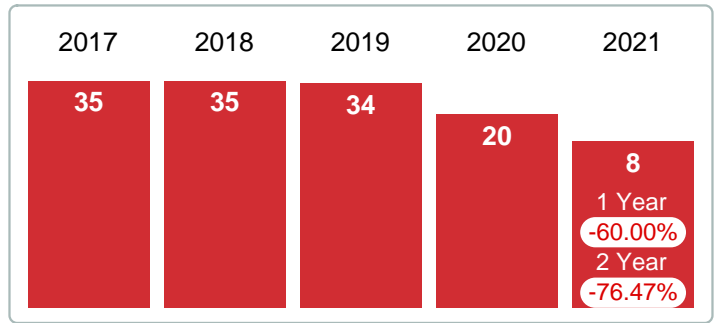
MEDIAN DAYS ON MARKET TO SALE

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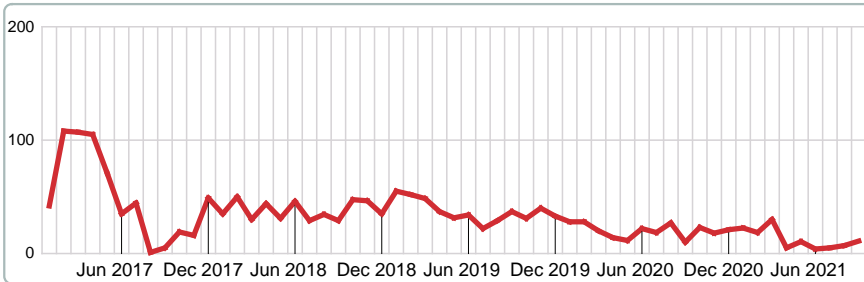
SEPTEMBER



YEAR TO DATE (YTD)

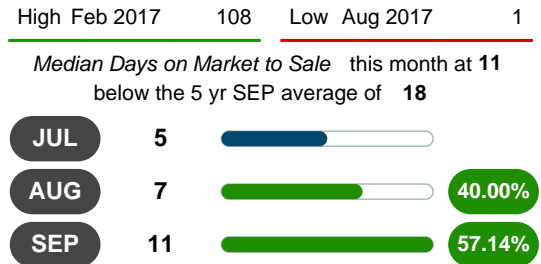


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 18



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
\$75,000 and less	3.70%	33	33	0	0	0
\$75,001 - \$100,000	14.81%	6	8	3	0	0
\$100,001 - \$150,000	14.81%	28	15	14	33	0
\$150,001 - \$200,000	18.52%	4	62	2	34	0
\$200,001 - \$250,000	23.46%	13	102	8	50	0
\$250,001 - \$325,000	12.35%	10	0	12	10	35
\$325,001 and up	12.35%	34	0	57	74	6
Median Closed DOM		11	26	6	31	6
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



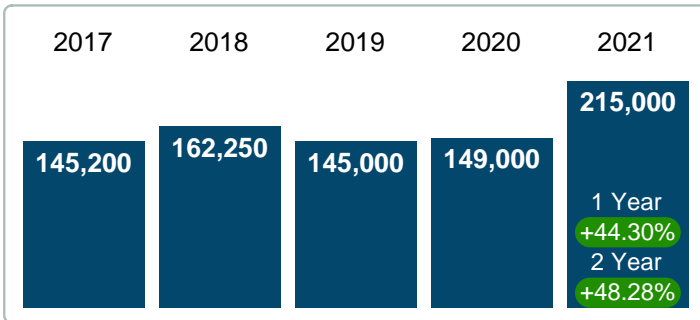
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



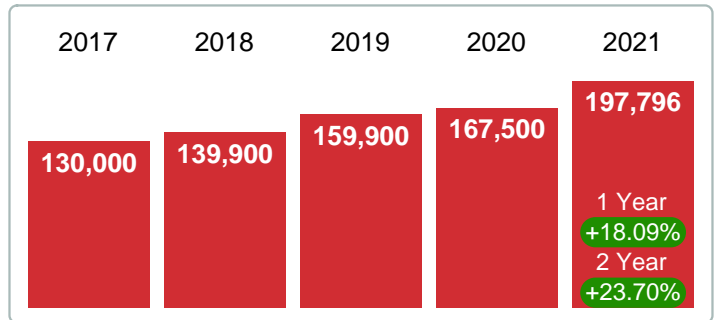
MEDIAN LIST PRICE AT CLOSING

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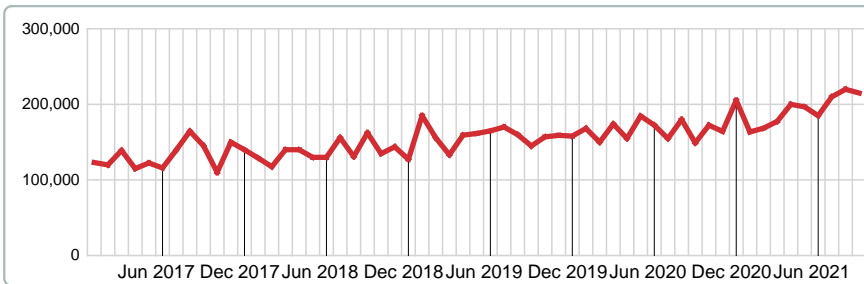
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

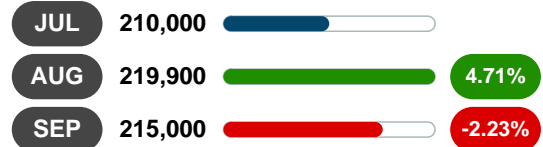


3 MONTHS

5 year SEP AVG = 163,290

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

Median List Price at Closing this month at **215,000**
above the 5 yr SEP average of **163,290**



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
\$75,000 and less	2.47%	64,150	64,150	0	0	0
\$75,001 - \$100,000	14.81%	85,000	84,900	86,000	0	0
\$100,001 - \$150,000	13.58%	132,000	110,000	137,250	131,500	0
\$150,001 - \$200,000	17.28%	175,500	0	175,500	169,310	0
\$200,001 - \$250,000	23.46%	225,000	220,000	225,000	230,000	0
\$250,001 - \$325,000	17.28%	299,000	269,900	299,000	284,250	312,000
\$325,001 and up	11.11%	465,000	0	482,450	570,000	352,580
Median List Price		215,000	97,450	215,000	230,000	315,000
Total Closed Units		81	14	51	13	3
Total Closed Volume		18,357,300	1.84M	12.06M	3.49M	976.58K

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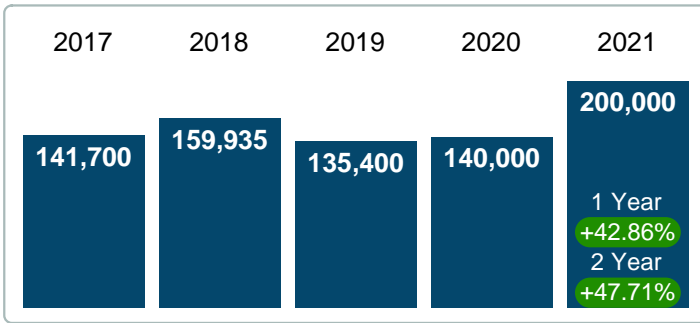
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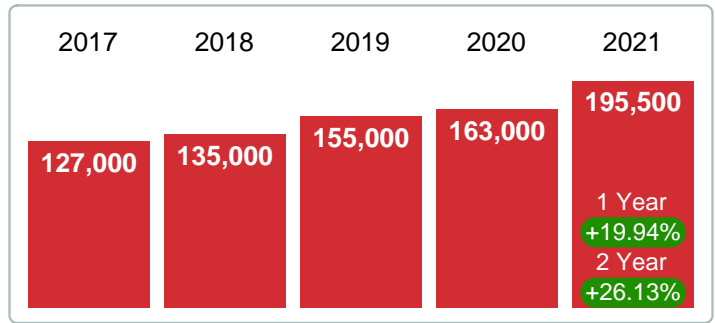
MEDIAN SOLD PRICE AT CLOSING

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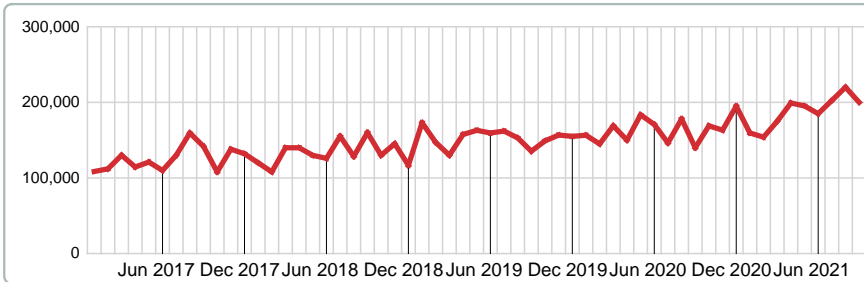
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

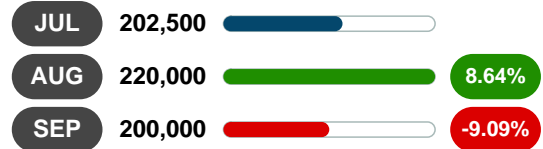


3 MONTHS

5 year SEP AVG = 155,407

High Aug 2021 220,000 Low Feb 2018 108,000

Median Sold Price at Closing this month at **200,000** above the 5 yr SEP average of **155,407**



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
\$75,000 and less	3.70%	58,000	58,000	0	0	0
\$75,001 - \$100,000	14.81%	83,450	80,000	86,000	0	0
\$100,001 - \$150,000	14.81%	122,500	115,000	121,250	134,000	0
\$150,001 - \$200,000	18.52%	180,000	185,000	179,950	200,000	0
\$200,001 - \$250,000	23.46%	225,000	232,500	219,500	236,000	0
\$250,001 - \$325,000	12.35%	295,500	0	295,500	289,000	297,500
\$325,001 and up	12.35%	420,000	0	410,000	572,500	330,000
Median Sold Price		200,000	92,450	203,000	200,000	315,000
Total Closed Units		81	14	51	13	3
Total Closed Volume		17,690,360	1.66M	11.81M	3.30M	925.00K

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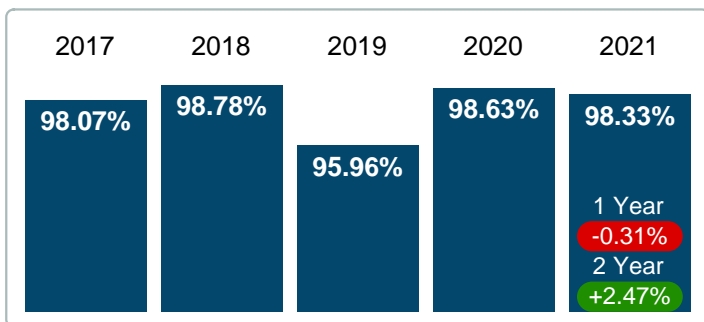
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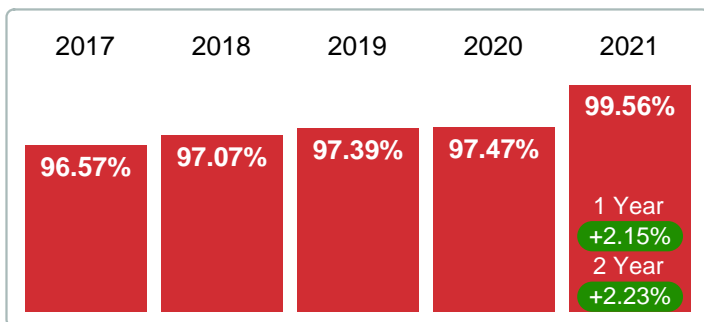
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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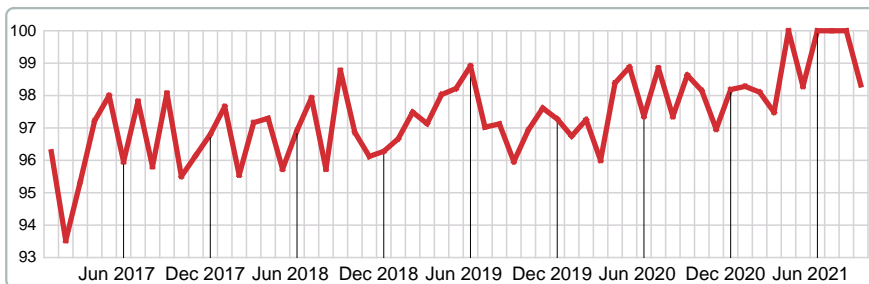
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

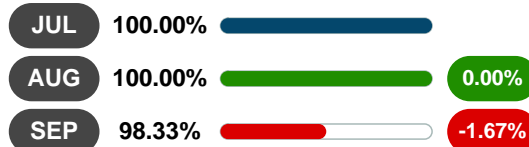


3 MONTHS

5 year SEP AVG = 97.95%

High Aug 2021 100.00% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.33%**
 equal to 5 yr SEP average of **97.95%**



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
\$75,000 and less	3	3.70%	88.69%	88.69%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	12	14.81%	95.97%	94.12%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	12	14.81%	91.11%	95.45%	93.57%	88.92%	0.00%
\$150,001 - \$200,000	15	18.52%	100.00%	85.12%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	19	23.46%	97.56%	92.61%	99.53%	93.06%	0.00%
\$250,001 - \$325,000	10	12.35%	99.67%	0.00%	99.67%	97.56%	95.31%
\$325,001 and up	10	12.35%	98.56%	0.00%	97.13%	100.59%	93.60%
Median Sold/List Ratio		98.33%		92.55%	99.73%	96.52%	93.60%
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



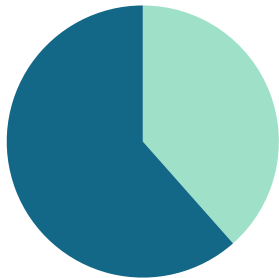
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

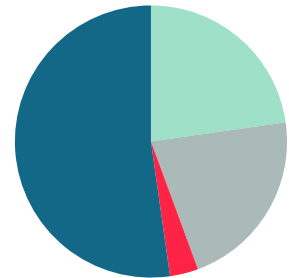


Inventory
 New Listings
105 = 38.46%
 Start Inventory
168
 Total Inventory Units
273
 Volume
\$119,255,267

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%
Median List Price	149,000	215,000	44.30%	167,500	197,796	18.09%
Median Sale Price	140,000	200,000	42.86%	163,000	195,500	19.94%
Median Percent of Selling Price to List Price	98.63%	98.33%	-0.31%	97.47%	99.56%	2.15%
Median Days on Market to Sale	10.00	11.00	10.00%	20.00	8.00	-60.00%
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%

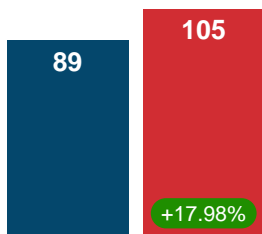
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on September 30, 2021 = **186** 2020 2021

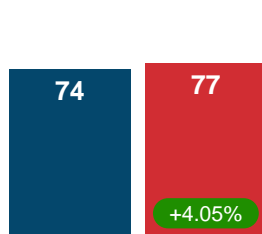
SEPTEMBER MARKET

MEDIAN PRICES

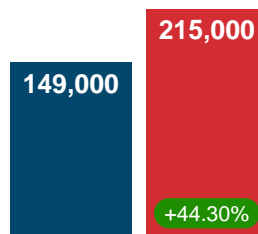
New Listings



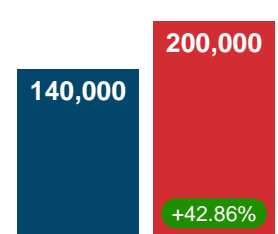
Pending Listings



List Price



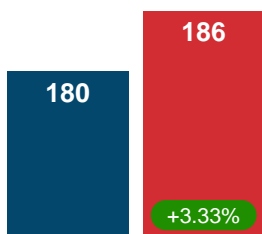
Sale Price



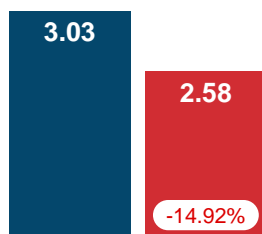
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

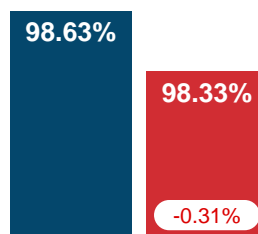
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

