

April 2021



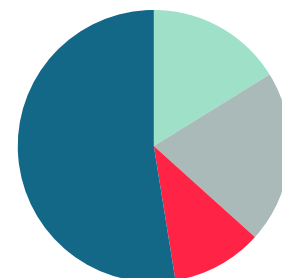
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	81	102	25.93%
Pending Listings	83	129	55.42%
New Listings	150	176	17.33%
Median List Price	145,000	172,450	18.93%
Median Sale Price	140,000	160,000	14.29%
Median Percent of Selling Price to List Price	98.67%	99.66%	1.00%
Median Days on Market to Sale	14.00	10.00	-28.57%
End of Month Inventory	722	331	-54.16%
Months Supply of Inventory	9.07	3.35	-63.08%



■ Closed (16.19%)
■ Pending (20.48%)
■ Other OffMarket (10.79%)
■ Active (52.54%)

Absorption: Last 12 months, an Average of **99** Sales/Month
Active Inventory as of April 30, 2021 = **331**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **54.16%** to 331 existing homes available for sale. Over the last 12 months this area has had an average of 99 closed sales per month. This represents an unsold inventory index of **3.35** 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 **14.29%** in April 2021 to \$160,000 versus the previous year at \$140,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 4.00 days or **28.57%** in April 2021 compared to last year's same month at **14.00** DOM.

Sales Success for April 2021 is Positive

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

There were 176 New Listings in April 2021, up **17.33%** from last year at 150. Furthermore, there were 102 Closed Listings this month versus last year at 81, a **25.93%** increase.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, April 2020, at **54.0%**, a **7.32%** upswing. This will certainly create pressure on a decreasing 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

April 2021



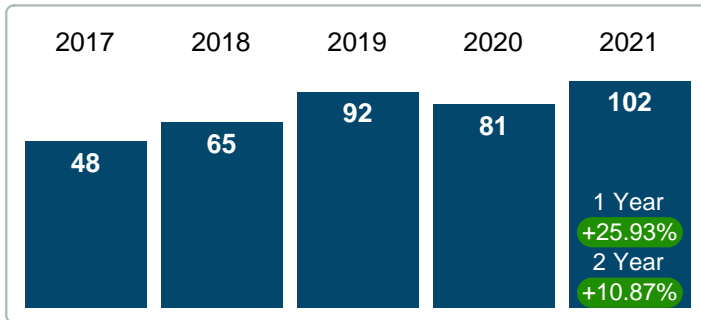
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



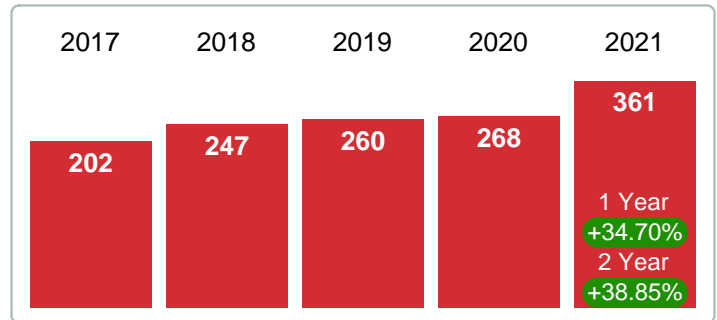
CLOSED LISTINGS

Report produced on May 11, 2021 for MLS Technology Inc.

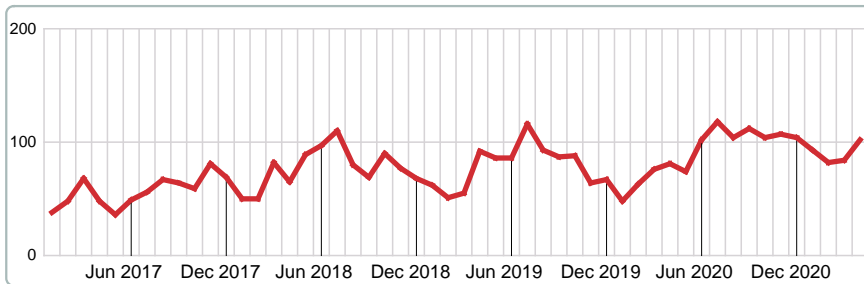
APRIL



YEAR TO DATE (YTD)

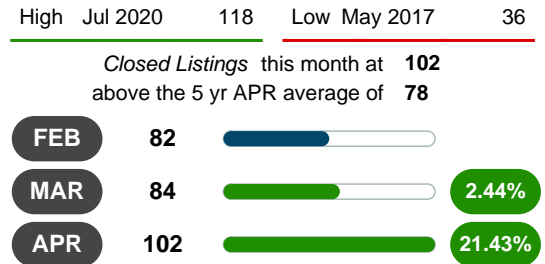


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.88%	17.0	5	1	0	0
\$25,001 - \$75,000	15	14.71%	28.0	15	0	0	0
\$75,001 - \$125,000	14	13.73%	13.0	8	6	0	0
\$125,001 - \$200,000	27	26.47%	4.0	4	17	5	1
\$200,001 - \$250,000	14	13.73%	3.5	1	10	3	0
\$250,001 - \$375,000	15	14.71%	8.0	3	4	6	2
\$375,001 and up	11	10.78%	64.0	2	4	1	4
Total Closed Units	102			38	42	15	7
Total Closed Volume	21,433,888	100%	10.0	4.64M	8.70M	3.64M	4.46M
Median Closed Price	\$160,000			\$75,000	\$180,250	\$234,900	\$595,000

April 2021



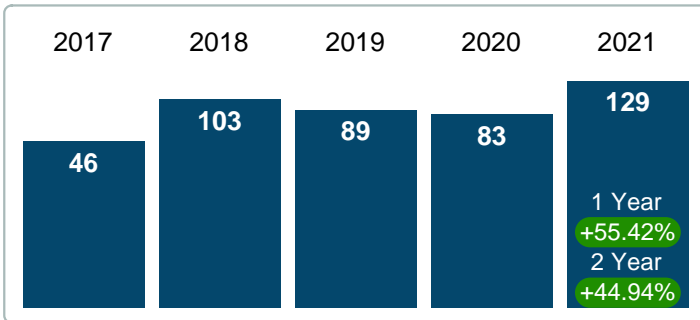
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



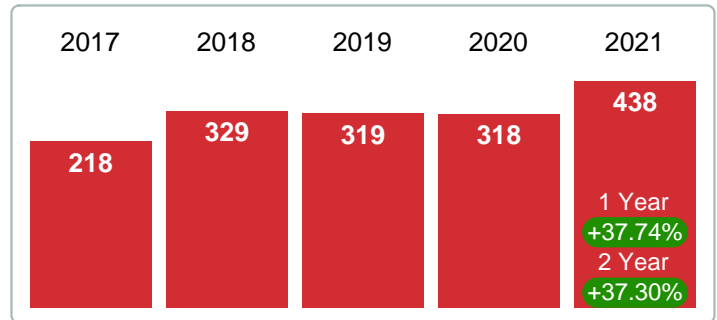
PENDING LISTINGS

Report produced on May 11, 2021 for MLS Technology Inc.

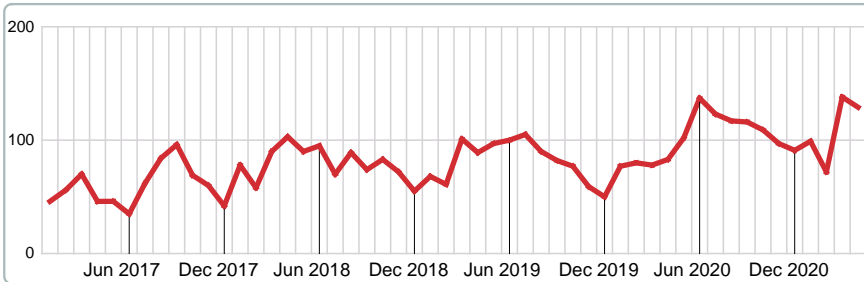
APRIL



YEAR TO DATE (YTD)

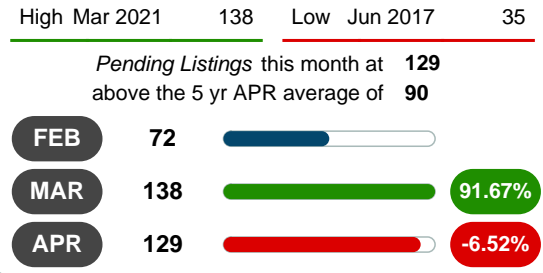


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 90



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.65%	24.5	6	0	0	0
\$25,001 - \$100,000	22	17.05%	21.0	17	4	1	0
\$100,001 - \$150,000	14	10.85%	6.5	7	5	0	2
\$150,001 - \$200,000	33	25.58%	4.0	9	18	6	0
\$200,001 - \$275,000	24	18.60%	4.5	3	16	4	1
\$275,001 - \$325,000	12	9.30%	4.0	2	7	3	0
\$325,001 and up	18	13.95%	21.0	8	3	4	3
Total Pending Units	129			52	53	18	6
Total Pending Volume	26,546,567	100%	8.0	8.29M	11.32M	4.87M	2.06M
Median Listing Price	\$192,192			\$117,500	\$199,900	\$254,072	\$346,750

April 2021



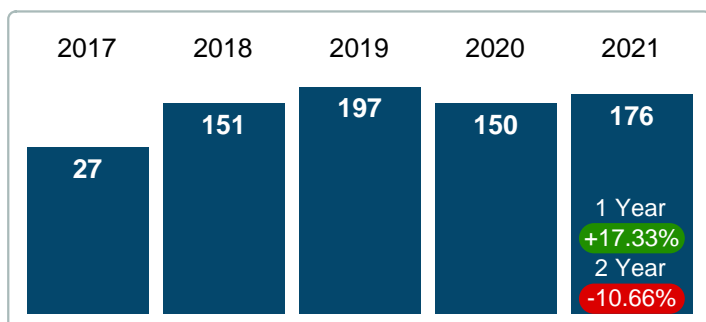
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



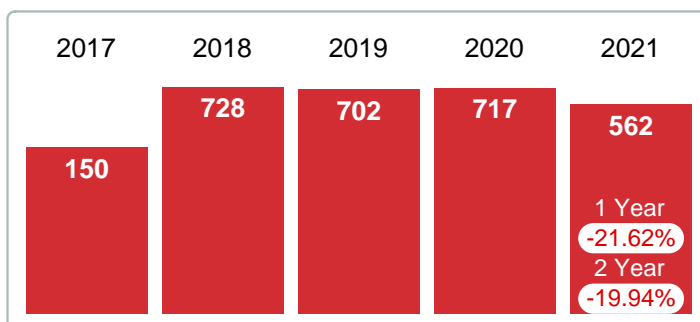
NEW LISTINGS

Report produced on May 11, 2021 for MLS Technology Inc.

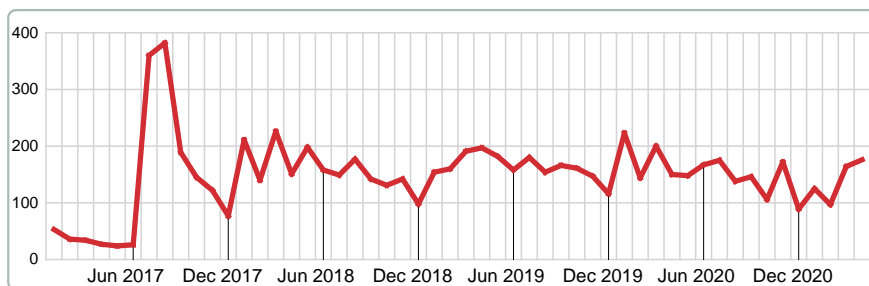
APRIL



YEAR TO DATE (YTD)

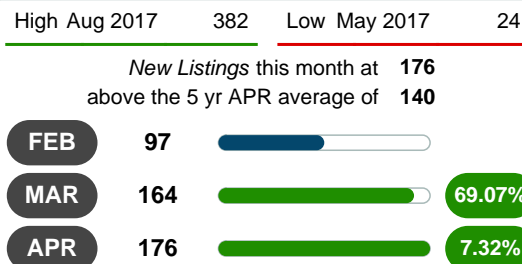


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 140



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	8.52%	15	0	0	0
\$50,001 - \$100,000	17	9.66%	11	5	1	0
\$100,001 - \$150,000	31	17.61%	20	8	2	1
\$150,001 - \$200,000	37	21.02%	14	18	5	0
\$200,001 - \$275,000	30	17.05%	3	22	4	1
\$275,001 - \$450,000	27	15.34%	8	12	6	1
\$450,001 and up	19	10.80%	11	4	2	2
Total New Listed Units	176		82	69	20	5
Total New Listed Volume	43,723,409	100%	20.14M	16.48M	5.30M	1.79M
Median New Listed Listing Price	\$186,486		\$150,000	\$216,000	\$229,072	\$355,000

April 2021



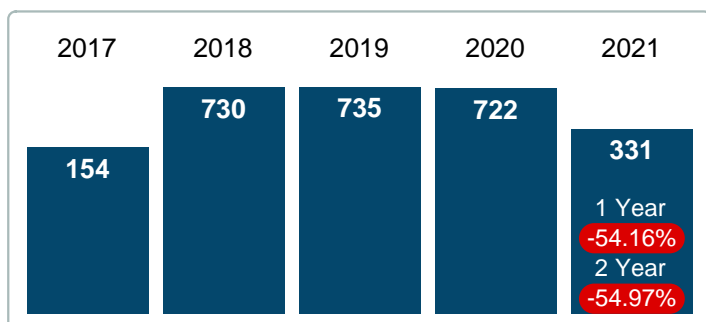
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



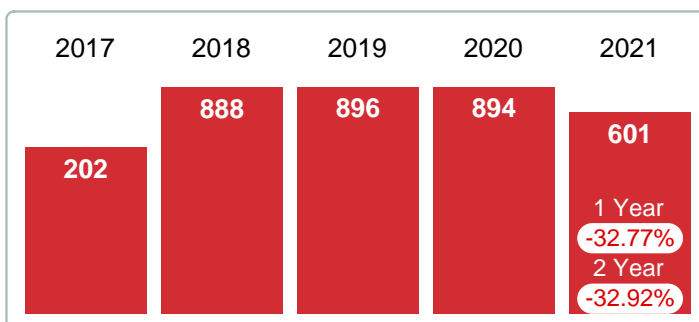
ACTIVE INVENTORY

Report produced on May 11, 2021 for MLS Technology Inc.

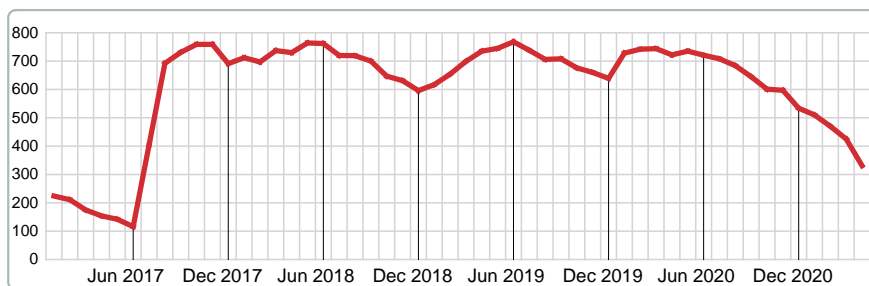
END OF APRIL



ACTIVE DURING APRIL

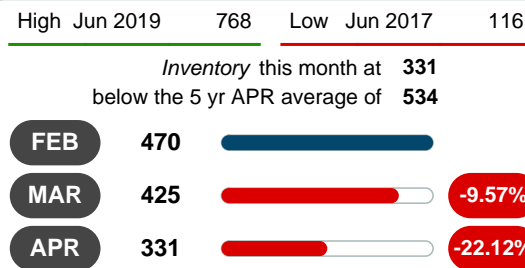


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 534



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	30	9.06%	84.0	30	0	0	0
\$25,001 - \$25,000	0	0.00%	84.0	0	0	0	0
\$25,001 - \$100,000	94	28.40%	83.0	86	6	2	0
\$100,001 - \$225,000	75	22.66%	38.0	43	26	5	1
\$225,001 - \$400,000	56	16.92%	48.5	28	17	9	2
\$400,001 - \$625,000	39	11.78%	38.0	20	10	5	4
\$625,001 and up	37	11.18%	77.0	21	8	3	5
Total Active Inventory by Units		331		228	67	24	12
Total Active Inventory by Volume		105,180,508	100%	59.58M	22.25M	12.78M	10.57M
Median Active Inventory Listing Price		\$160,000		\$100,000	\$230,000	\$344,450	\$535,000

April 2021



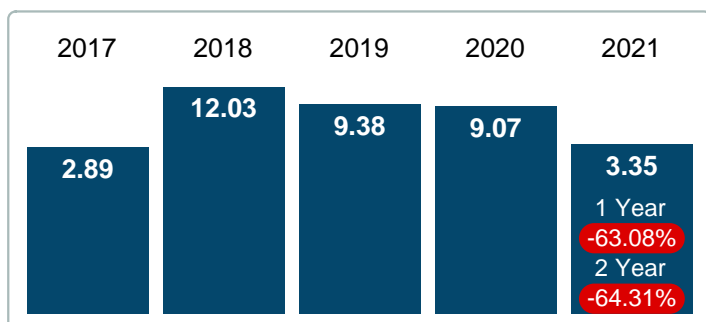
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



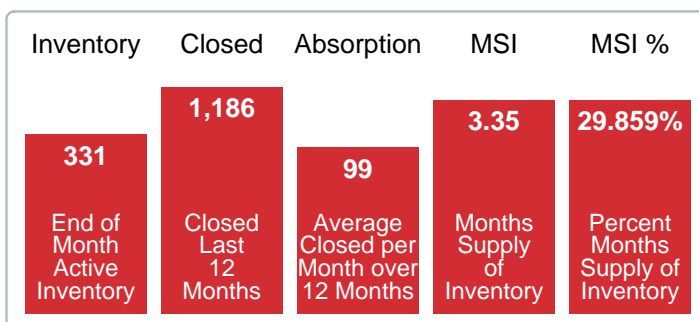
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on May 11, 2021 for MLS Technology Inc.

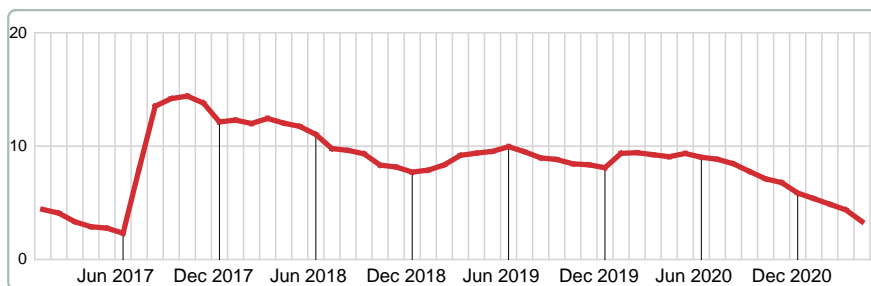
MSI FOR APRIL



INDICATORS FOR APRIL 2021



5 YEAR MARKET ACTIVITY TRENDS

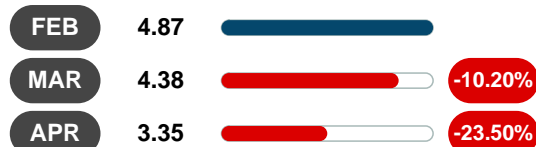


3 MONTHS

5 year APR AVG = 7.35

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at 3.35 below the 5 yr APR average of 7.35



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
\$25,000 and less	30	9.06%	3.96	4.24	0.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	94	28.40%	3.37	4.32	0.89	1.60	0.00
\$100,001 - \$225,000	75	22.66%	1.88	5.06	0.98	1.15	2.00
\$225,001 - \$400,000	56	16.92%	3.34	8.84	2.27	1.80	1.85
\$400,001 - \$625,000	39	11.78%	8.67	21.82	7.06	4.00	4.36
\$625,001 and up	37	11.18%	17.08	28.00	32.00	5.14	8.57
Market Supply of Inventory (MSI)			3.35	5.65	1.56	1.92	3.89
Total Active Inventory by Units		100%	331	228	67	24	12

April 2021



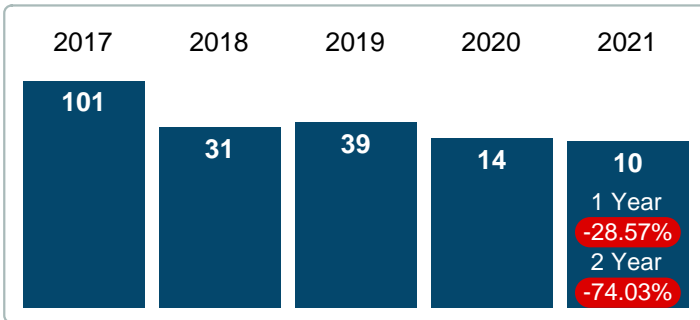
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



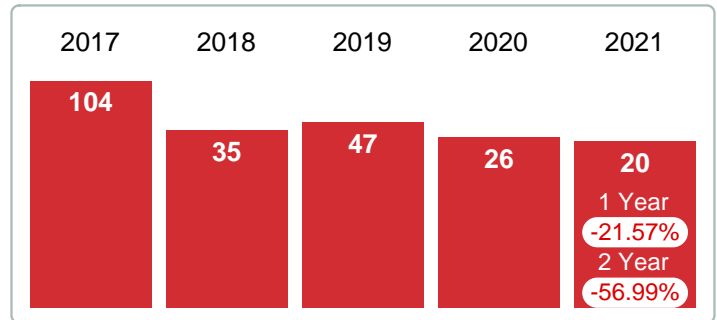
MEDIAN DAYS ON MARKET TO SALE

Report produced on May 11, 2021 for MLS Technology Inc.

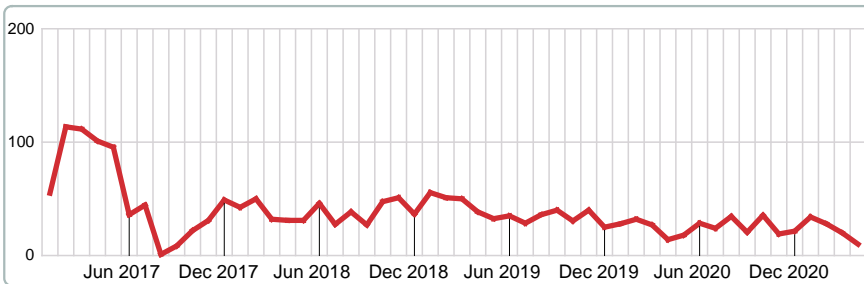
APRIL



YEAR TO DATE (YTD)

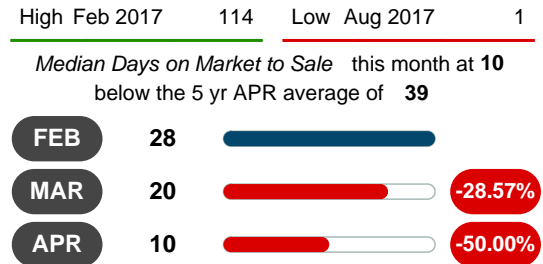


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 39



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
\$25,000 and less	5.88%	17	20	2	0	0
\$25,001 - \$75,000	14.71%	28	28	0	0	0
\$75,001 - \$125,000	13.73%	13	16	13	0	0
\$125,001 - \$200,000	26.47%	4	4	3	10	16
\$200,001 - \$250,000	13.73%	4	18	3	12	0
\$250,001 - \$375,000	14.71%	8	3	3	47	59
\$375,001 and up	10.78%	64	189	18	24	66
Median Closed DOM		10	19	4	20	64
Total Closed Units	100%	102	38	42	15	7
Total Closed Volume		21,433,888	4.64M	8.70M	3.64M	4.46M

April 2021



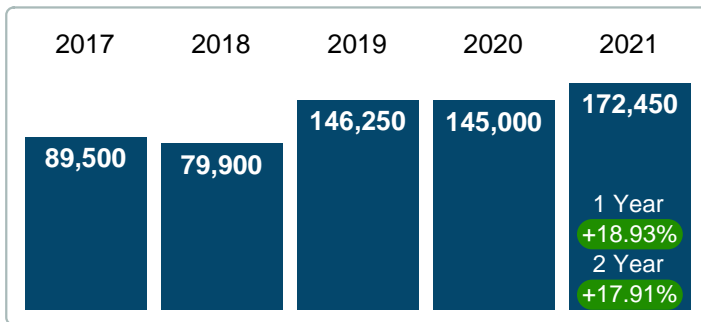
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



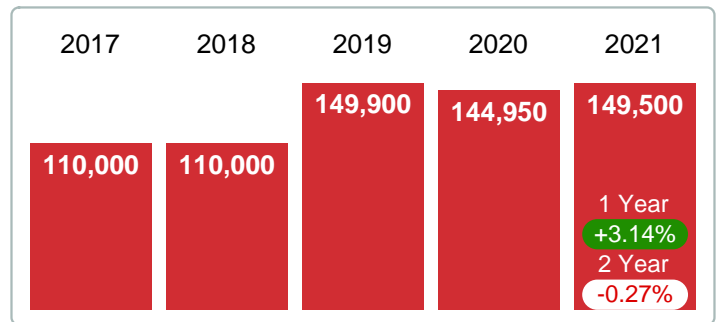
MEDIAN LIST PRICE AT CLOSING

Report produced on May 11, 2021 for MLS Technology Inc.

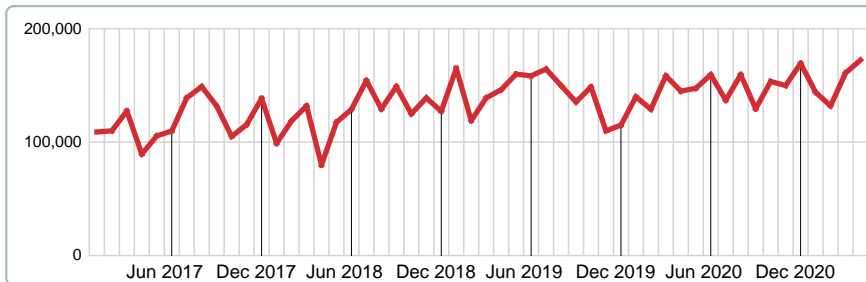
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

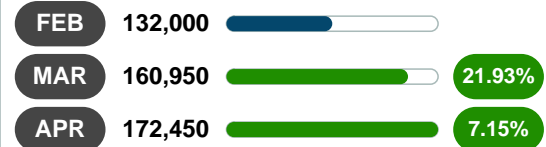


3 MONTHS

5 year APR AVG = 126,620

High Apr 2021 172,450 Low Apr 2018 79,900

Median List Price at Closing this month at **172,450**
above the 5 yr APR average of **126,620**



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
\$25,000 and less	4.90%	20,000	19,000	20,000	0	0
\$25,001 - \$75,000	13.73%	49,450	49,450	0	0	0
\$75,001 - \$125,000	15.69%	111,250	111,250	111,500	0	0
\$125,001 - \$200,000	27.45%	158,750	175,000	164,950	149,900	139,900
\$200,001 - \$250,000	12.75%	225,000	225,000	217,800	230,900	0
\$250,001 - \$375,000	12.75%	299,900	320,000	287,450	297,450	0
\$375,001 and up	12.75%	542,500	596,200	473,750	445,000	637,000
Median List Price		172,450	86,500	183,922	234,900	599,000
Total Closed Units	102	100%	38	42	15	7
Total Closed Volume	22,497,792		4.88M	8.87M	3.72M	5.03M

April 2021



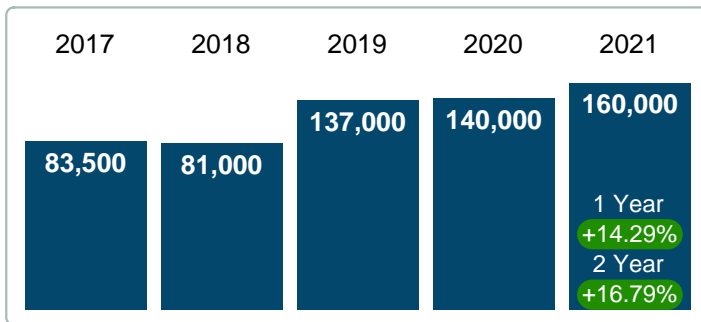
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



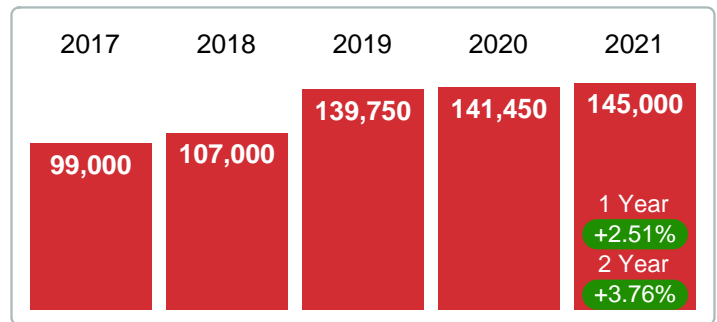
MEDIAN SOLD PRICE AT CLOSING

Report produced on May 11, 2021 for MLS Technology Inc.

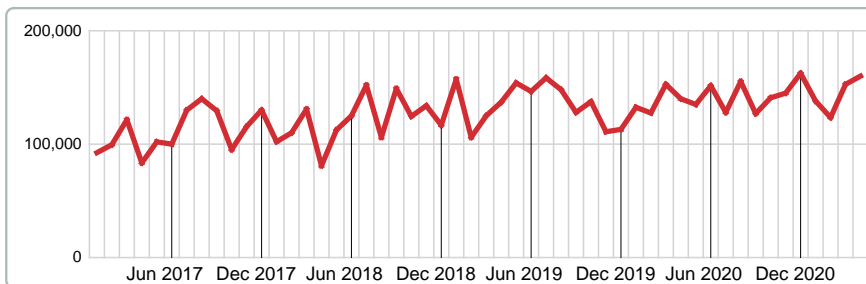
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

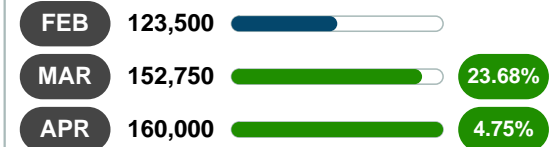


3 MONTHS

5 year APR AVG = 120,300

High Dec 2020 162,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at **160,000** above the 5 yr APR average of **120,300**



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
\$25,000 and less	6	5.88%	20,000	20,000	20,000	0	0
\$25,001 - \$75,000	15	14.71%	50,000	50,000	0	0	0
\$75,001 - \$125,000	14	13.73%	105,000	105,000	101,500	0	0
\$125,001 - \$200,000	27	26.47%	156,000	159,000	160,000	155,000	140,000
\$200,001 - \$250,000	14	13.73%	230,450	232,000	225,000	230,900	0
\$250,001 - \$375,000	15	14.71%	299,999	320,000	287,450	284,750	372,500
\$375,001 and up	11	10.78%	595,000	578,698	424,000	425,000	787,500
Median Sold Price			160,000	75,000	180,250	234,900	595,000
Total Closed Units		100%	102	38	42	15	7
Total Closed Volume			21,433,888	4.64M	8.70M	3.64M	4.46M

April 2021



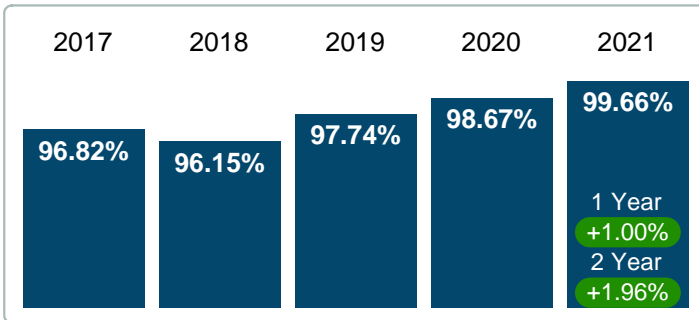
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



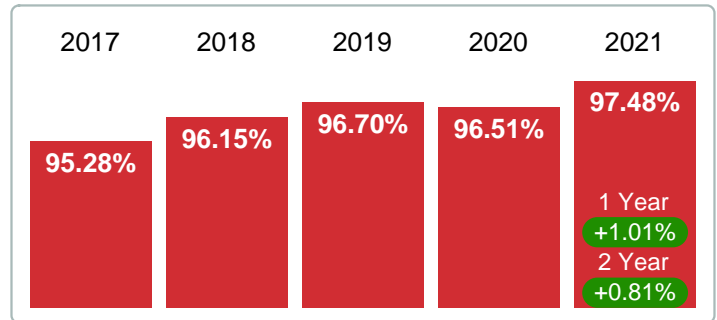
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2021 for MLS Technology Inc.

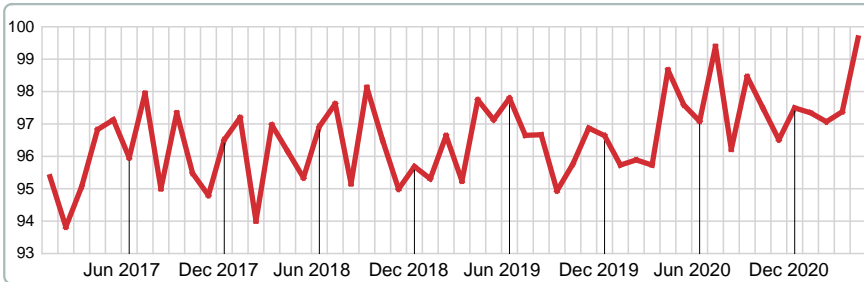
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

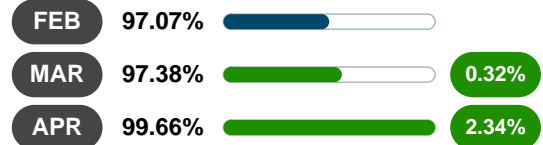


3 MONTHS

5 year APR AVG = 97.81%

High Apr 2021 99.66% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **99.66%**
above the 5 yr APR average of **97.81%**



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
\$25,000 and less	6	5.88%	98.33%	96.67%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	15	14.71%	93.96%	93.96%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	14	13.73%	96.57%	95.47%	97.77%	0.00%	0.00%
\$125,001 - \$200,000	27	26.47%	100.00%	90.86%	100.00%	100.00%	100.07%
\$200,001 - \$250,000	14	13.73%	100.00%	103.11%	100.00%	100.00%	0.00%
\$250,001 - \$375,000	15	14.71%	98.14%	100.00%	100.00%	97.25%	96.76%
\$375,001 and up	11	10.78%	93.76%	97.31%	91.91%	95.51%	87.82%
Median Sold/List Ratio		99.66%		95.93%	100.00%	98.60%	96.15%
Total Closed Units		102	100%	38	42	15	7
Total Closed Volume		21,433,888		4.64M	8.70M	3.64M	4.46M

April 2021



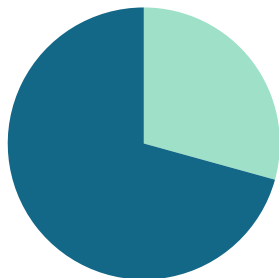
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

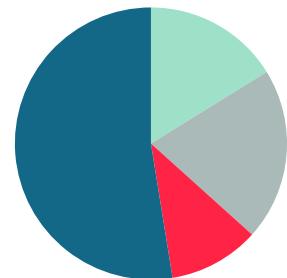


Inventory
 New Listings
176 = 29.28%
 Start Inventory
425
 Total Inventory Units
601
 Volume
\$165,020,741

Market Activity

Closed Sales
102 = 16.19%
 Pending Sales
129 = 20.48%
 Other Off Market
68 = 10.79%
 Active Inventory
331 = 52.54%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	81	102	25.93%	268	361	34.70%
Pending Sales	83	129	55.42%	318	438	37.74%
New Listings	150	176	17.33%	717	562	-21.62%
Median List Price	145,000	172,450	18.93%	144,950	149,500	3.14%
Median Sale Price	140,000	160,000	14.29%	141,450	145,000	2.51%
Median Percent of Selling Price to List Price	98.67%	99.66%	1.00%	96.51%	97.48%	1.01%
Median Days on Market to Sale	14.00	10.00	-28.57%	25.50	20.00	-21.57%
Monthly Inventory	722	331	-54.16%	722	331	-54.16%
Months Supply of Inventory	9.07	3.35	-63.08%	9.07	3.35	-63.08%

Absorption: Last 12 months, an Average of **99** Sales/Month

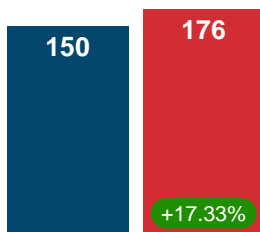
Inventory on April 30, 2021 = **331**

2020 **2021**

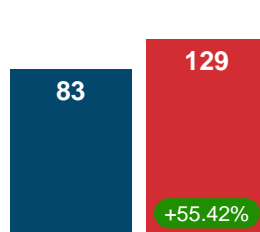
APRIL MARKET

MEDIAN PRICES

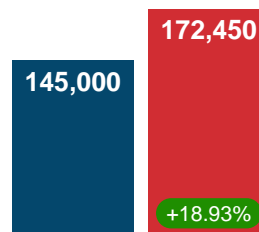
New Listings



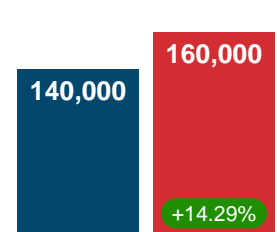
Pending Listings



List Price



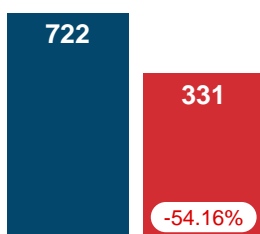
Sale Price



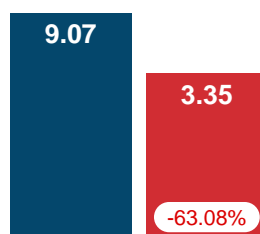
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

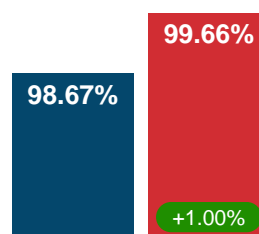
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

