

# August 2021



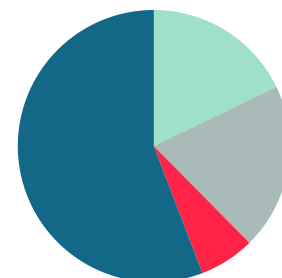
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	104	138	32.69%
Pending Listings	117	153	30.77%
New Listings	138	217	57.25%
Average List Price	200,369	215,611	7.61%
Average Sale Price	187,870	209,464	11.49%
Average Percent of Selling Price to List Price	93.89%	96.23%	2.50%
Average Days on Market to Sale	82.84	35.35	-57.33%
End of Month Inventory	685	432	-36.93%
Months Supply of Inventory	8.46	4.12	-51.23%



■ Closed (17.83%)  
■ Pending (19.77%)  
■ Other OffMarket (6.59%)  
■ Active (55.81%)

**Absorption:** Last 12 months, an Average of **105** Sales/Month  
**Active Inventory** as of August 31, 2021 = **432**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **36.93%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **4.12** 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 **11.49%** in August 2021 to \$209,464 versus the previous year at \$187,870.

#### Average Days on Market Shortens

The average number of **35.35** days that homes spent on the market before selling decreased by 47.49 days or **57.33%** in August 2021 compared to last year's same month at **82.84** DOM.

#### Sales Success for August 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 217 New Listings in August 2021, up **57.25%** from last year at 138. Furthermore, there were 138 Closed Listings this month versus last year at 104, a **32.69%** increase.

Closed versus Listed trends yielded a **63.6%** ratio, down from previous year's, August 2020, at **75.4%**, a **15.62%** downswing. This will certainly create pressure on a decreasing 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

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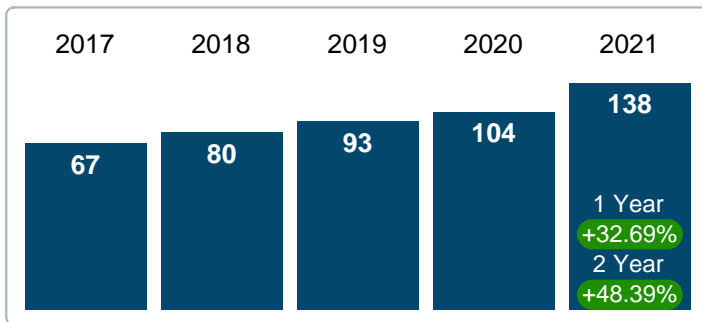
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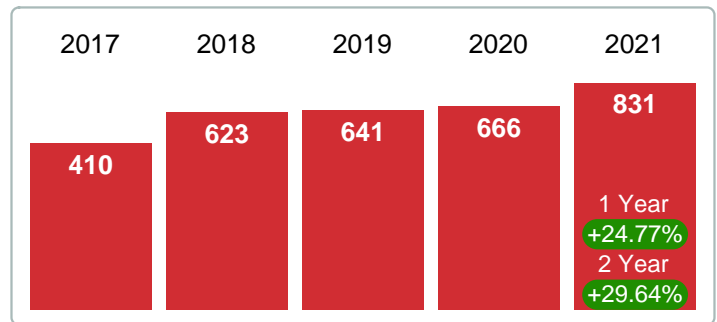
## CLOSED LISTINGS

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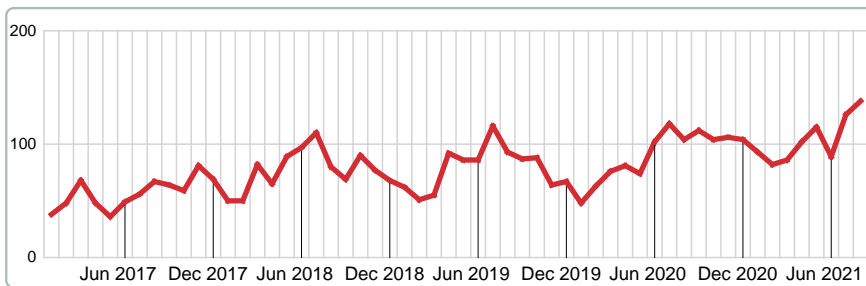
### AUGUST



### YEAR TO DATE (YTD)

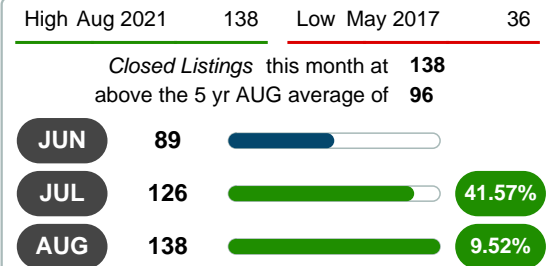


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 96



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	8.70%	108.6	11	0	0	1
\$25,001 - \$50,000	18	13.04%	47.0	18	0	0	0
\$50,001 - \$125,000	17	12.32%	15.2	11	4	2	0
\$125,001 - \$200,000	28	20.29%	19.1	6	21	0	1
\$200,001 - \$275,000	28	20.29%	8.7	1	20	7	0
\$275,001 - \$425,000	20	14.49%	23.4	2	10	6	2
\$425,001 and up	15	10.87%	81.7	2	7	3	3
<b>Total Closed Units</b>	<b>138</b>			<b>51</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>28,906,006</b>	<b>100%</b>	<b>35.3</b>	<b>4.80M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>
<b>Average Closed Price</b>	<b>\$209,464</b>			<b>\$94,128</b>	<b>\$260,291</b>	<b>\$294,031</b>	<b>\$382,129</b>

# August 2021



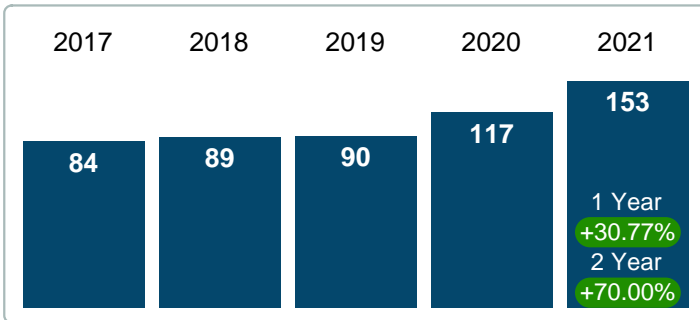
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



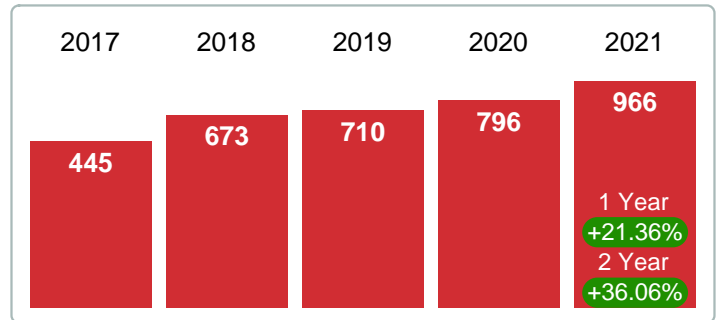
## PENDING LISTINGS

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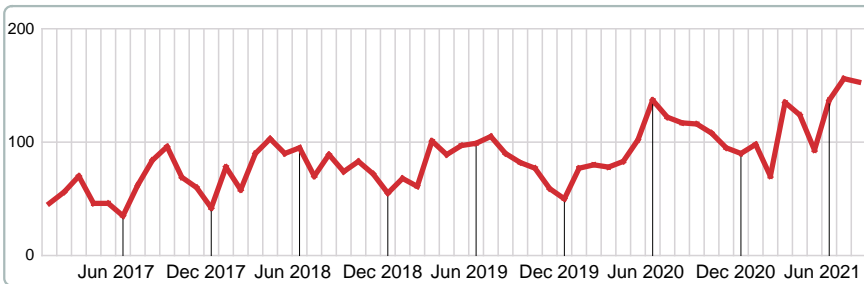
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 107

High Jul 2021 156 Low Jun 2017 35

Pending Listings this month at 153 above the 5 yr AUG average of 107



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	7.19%	80.6	11	0	0	0
\$25,001 - \$75,000	20	13.07%	61.6	19	1	0	0
\$75,001 - \$125,000	28	18.30%	35.7	12	15	1	0
\$125,001 - \$225,000	38	24.84%	39.7	12	22	4	0
\$225,001 - \$300,000	21	13.73%	22.0	5	12	4	0
\$300,001 - \$425,000	20	13.07%	36.3	7	9	3	1
\$425,001 and up	15	9.80%	46.7	6	5	2	2
<b>Total Pending Units</b>	<b>153</b>			<b>72</b>	<b>64</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>36,127,989</b>	<b>100%</b>	<b>97.8</b>	<b>14.29M</b>	<b>15.32M</b>	<b>4.32M</b>	<b>2.20M</b>
<b>Average Listing Price</b>	<b>\$157,461</b>			<b>\$198,487</b>	<b>\$239,354</b>	<b>\$308,262</b>	<b>\$734,193</b>

# August 2021



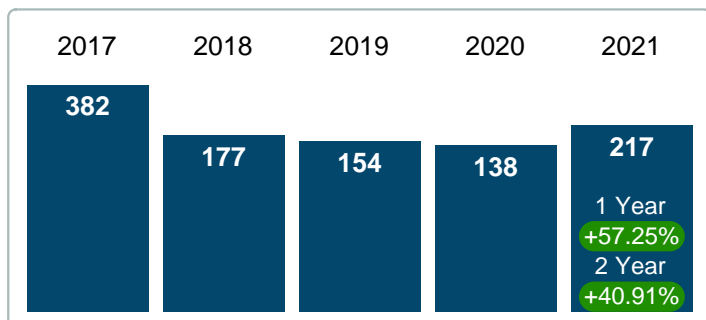
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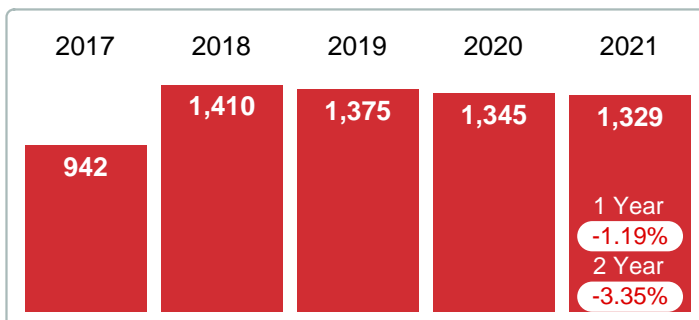
## NEW LISTINGS

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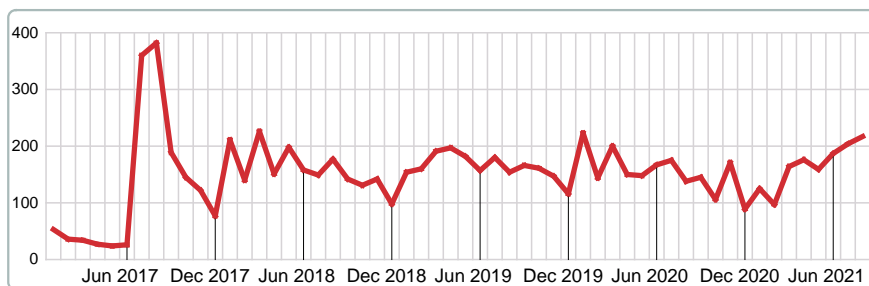
### AUGUST



### YEAR TO DATE (YTD)

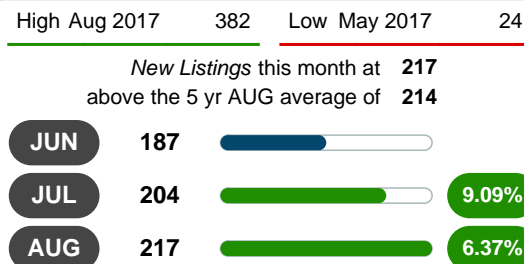


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 214



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	5.53%	12	0	0	0
\$25,001 - \$50,000	27	12.44%	24	3	0	0
\$50,001 - \$125,000	38	17.51%	26	11	1	0
\$125,001 - \$250,000	62	28.57%	20	31	11	0
\$250,001 - \$375,000	32	14.75%	7	14	10	1
\$375,001 - \$600,000	26	11.98%	14	6	3	3
\$600,001 and up	20	9.22%	11	5	2	2
<b>Total New Listed Units</b>	<b>217</b>		<b>114</b>	<b>70</b>	<b>27</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>68,654,008</b>	<b>100%</b>	<b>33.75M</b>	<b>19.64M</b>	<b>10.01M</b>	<b>5.26M</b>
<b>Average New Listed Listing Price</b>	<b>\$209,075</b>		<b>\$296,011</b>	<b>\$280,582</b>	<b>\$370,795</b>	<b>\$876,097</b>

# August 2021



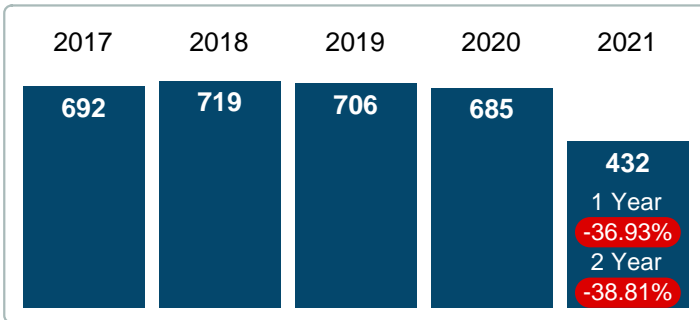
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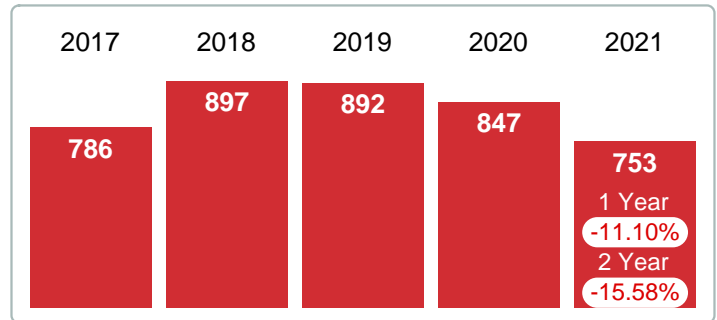
## ACTIVE INVENTORY

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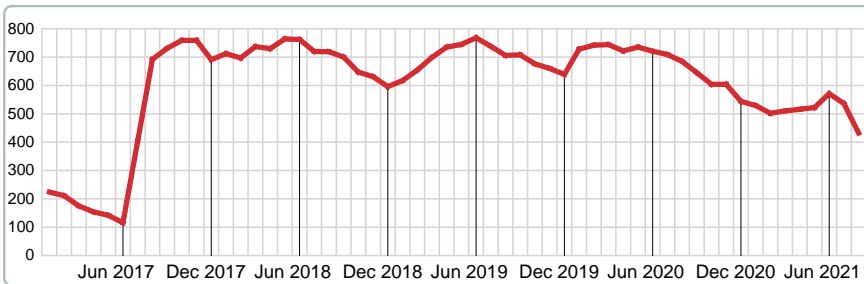
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

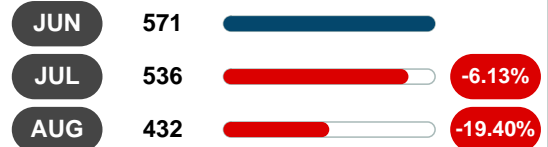


### 3 MONTHS

5 year AUG AVG = 647

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **432**  
below the 5 yr AUG average of **647**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	19	4.40%	90.1	19	0	0	0
\$25,001 - \$50,000	65	15.05%	183.4	63	2	0	0
\$50,001 - \$125,000	68	15.74%	72.0	58	8	2	0
\$125,001 - \$275,000	118	27.31%	89.5	62	39	16	1
\$275,001 - \$425,000	62	14.35%	75.0	29	18	15	0
\$425,001 - \$875,000	56	12.96%	72.8	35	12	6	3
\$875,001 and up	44	10.19%	83.4	21	10	8	5
<b>Total Active Inventory by Units</b>	<b>432</b>			<b>287</b>	<b>89</b>	<b>47</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>169,238,203</b>	<b>100%</b>	<b>96.0</b>	<b>89.98M</b>	<b>38.23M</b>	<b>24.77M</b>	<b>16.25M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$391,755</b>			<b>\$313,513</b>	<b>\$429,589</b>	<b>\$527,077</b>	<b>\$1,805,989</b>

# August 2021



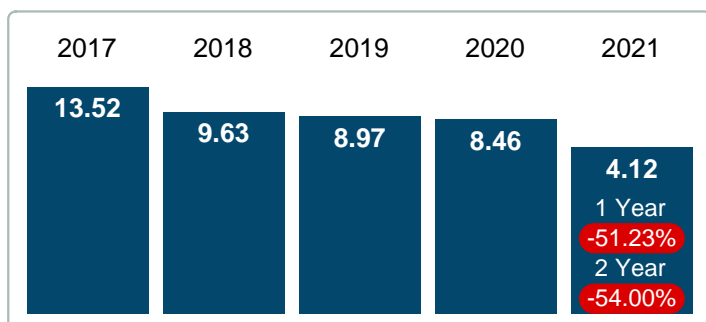
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



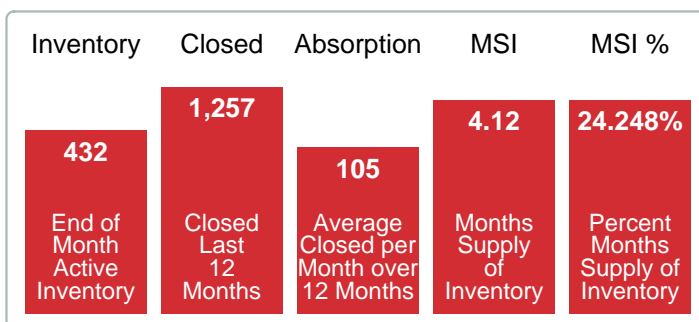
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 13, 2021 for MLS Technology Inc.

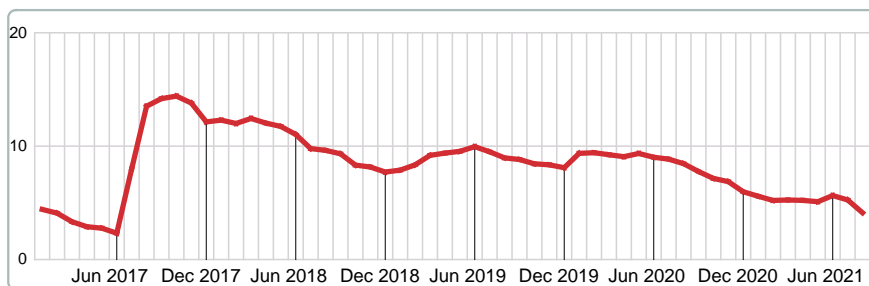
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021



### 5 YEAR MARKET ACTIVITY TRENDS

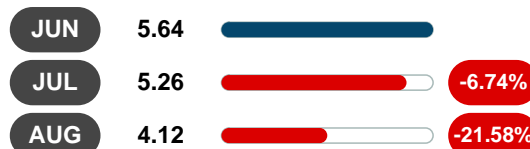


### 3 MONTHS

5 year AUG AVG = 8.94

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at 4.12 below the 5 yr AUG average of 8.94



### 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	19	4.40%	2.65	2.89	0.00	0.00	0.00
\$25,001 - \$50,000	65	15.05%	5.45	5.86	2.18	0.00	0.00
\$50,001 - \$125,000	68	15.74%	2.94	4.41	0.91	1.60	0.00
\$125,001 - \$275,000	118	27.31%	2.71	8.55	1.35	2.49	1.00
\$275,001 - \$425,000	62	14.35%	5.28	12.43	3.86	3.83	0.00
\$425,001 - \$875,000	56	12.96%	8.96	17.50	7.20	4.80	2.25
\$875,001 and up	44	10.19%	48.00	36.00	60.00	0.00	30.00
Market Supply of Inventory (MSI)			4.12	6.73	1.96	3.57	2.63
Total Active Inventory by Units		100%	432	287	89	47	9

# August 2021



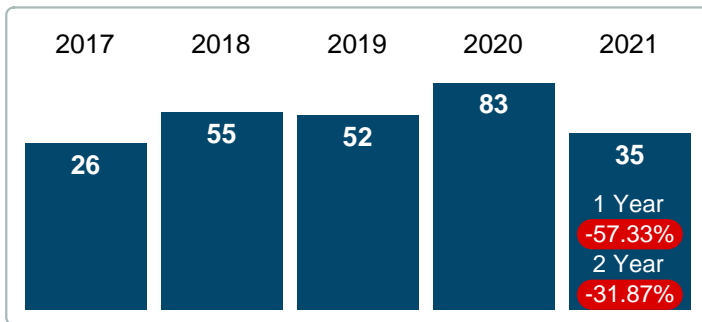
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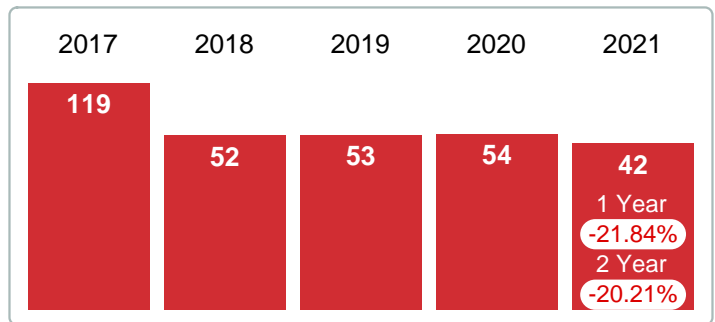
## AVERAGE DAYS ON MARKET TO SALE

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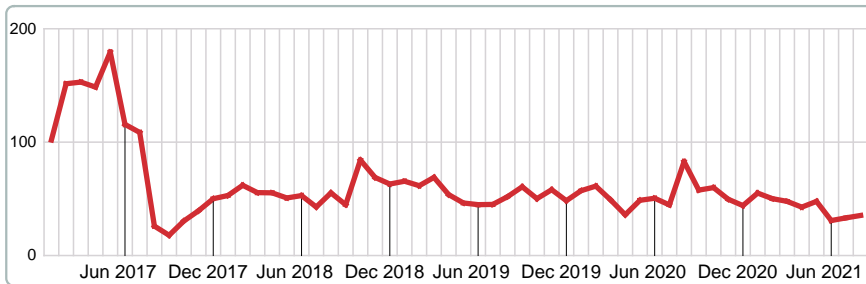
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

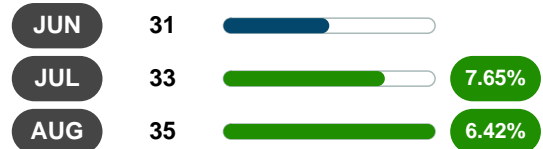


### 3 MONTHS

5 year AUG AVG = 50

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 35 below the 5 yr AUG average of 50



### 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
\$25,000 and less	8.70%	109	115	0	0	43
\$25,001 - \$50,000	13.04%	47	47	0	0	0
\$50,001 - \$125,000	12.32%	15	9	21	39	0
\$125,001 - \$200,000	20.29%	19	31	16	0	8
\$200,001 - \$275,000	20.29%	9	23	6	13	0
\$275,001 - \$425,000	14.49%	23	66	25	12	7
\$425,001 and up	10.87%	82	53	126	15	64
<b>Average Closed DOM</b>		<b>35</b>	<b>52</b>	<b>27</b>	<b>16</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>51</b>	<b>62</b>	<b>18</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>28,906,006</b>	<b>4.80M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>



# August 2021



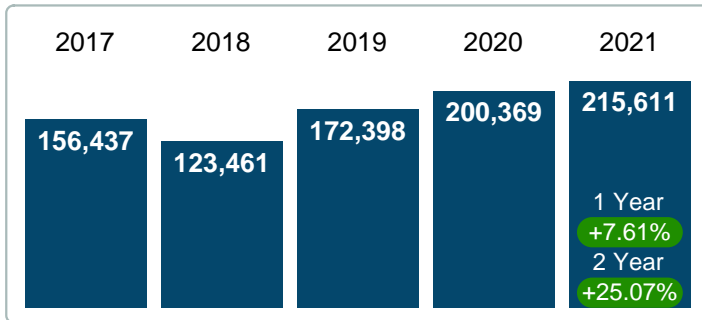
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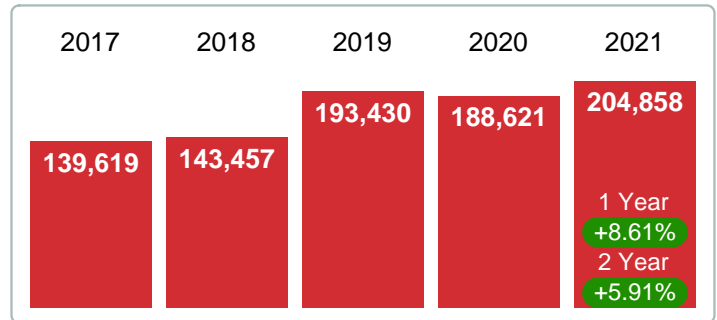
## AVERAGE LIST PRICE AT CLOSING

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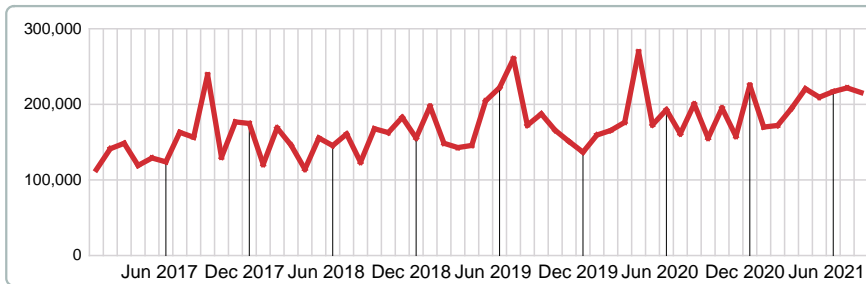
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

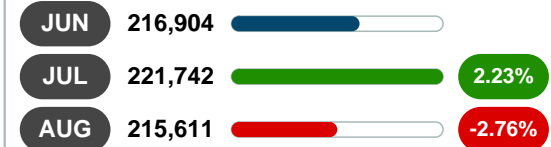


### 3 MONTHS

5 year AUG AVG = 173,655

High Apr 2020 269,566 Low Jan 2017 113,669

Average List Price at Closing this month at **215,611**  
above the 5 yr AUG average of **173,655**



### 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		
\$25,000 and less	8	5.80%	21,925	24,573	0	0	35,000	
\$25,001 - \$50,000	21	15.22%	38,795	41,100	0	0	0	
\$50,001 - \$125,000	17	12.32%	80,112	77,091	92,450	109,500	0	
\$125,001 - \$200,000	27	19.57%	166,364	149,667	175,886	0	185,000	
\$200,001 - \$275,000	30	21.74%	228,876	250,000	227,376	236,297	0	
\$275,001 - \$425,000	19	13.77%	338,247	322,500	346,490	344,500	349,900	
\$425,001 and up	16	11.59%	601,097	676,375	645,857	486,600	611,333	
<b>Average List Price</b>		215,611		98,115	267,691	299,993	393,400	
<b>Total Closed Units</b>		138	100%	215,611	51	62	18	7
<b>Total Closed Volume</b>		29,754,342		5.00M	16.60M	5.40M	2.75M	



# August 2021



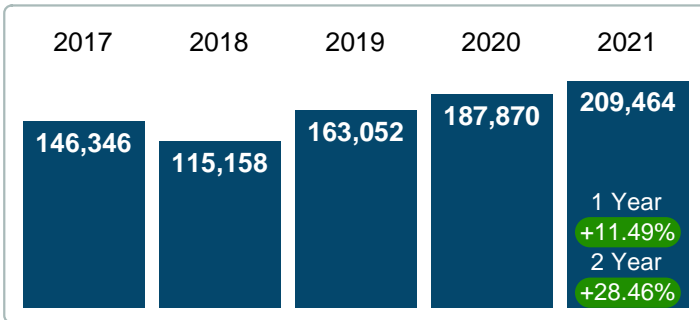
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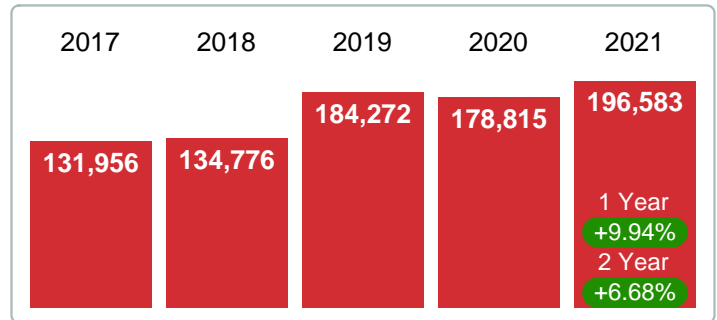
## AVERAGE SOLD PRICE AT CLOSING

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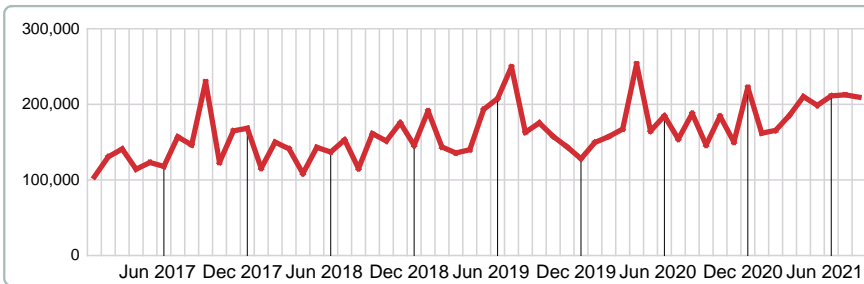
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

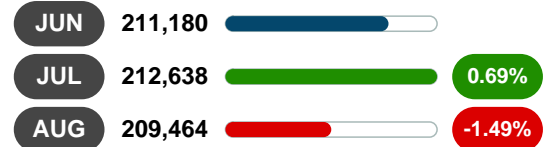


### 3 MONTHS

5 year AUG AVG = 164,378

High Apr 2020 253,516 Low Jan 2017 104,134

Average Sold Price at Closing this month at **209,464** above the 5 yr AUG average of **164,378**



## 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	
\$25,000 and less	12	8.70%	21,150	20,800	0	0	
\$25,001 - \$50,000	18	13.04%	39,278	39,278	0	0	
\$50,001 - \$125,000	17	12.32%	79,640	72,362	89,475	100,000	
\$125,001 - \$200,000	28	20.29%	166,625	142,667	173,691	0	
\$200,001 - \$275,000	28	20.29%	230,817	230,000	229,186	235,593	
\$275,001 - \$425,000	20	14.49%	336,040	330,000	336,290	334,333	
\$425,001 and up	15	10.87%	582,810	661,375	598,000	479,133	
<b>Average Sold Price</b>		<b>209,464</b>		<b>94,128</b>	<b>260,291</b>	<b>294,031</b>	<b>382,129</b>
<b>Total Closed Units</b>		<b>138</b>	<b>100%</b>	<b>209,464</b>	<b>51</b>	<b>62</b>	<b>18</b>
<b>Total Closed Volume</b>		<b>28,906,006</b>		<b>4.80M</b>	<b>16.14M</b>	<b>5.29M</b>	<b>2.67M</b>

# August 2021



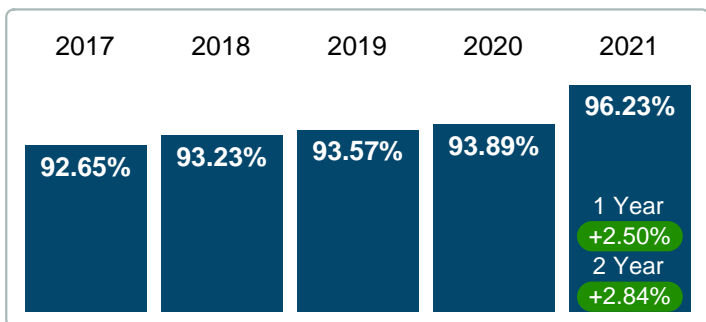
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



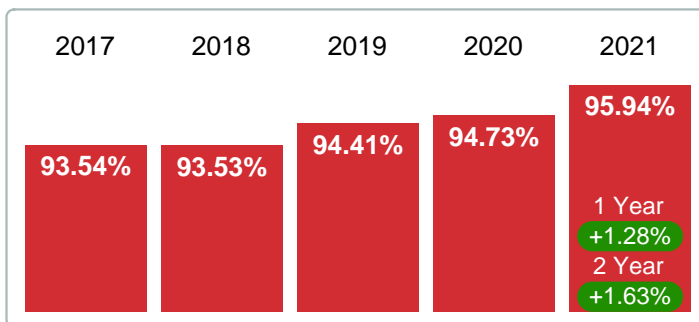
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

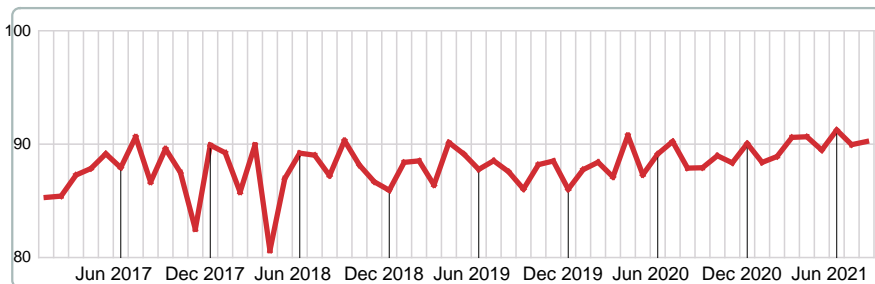
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

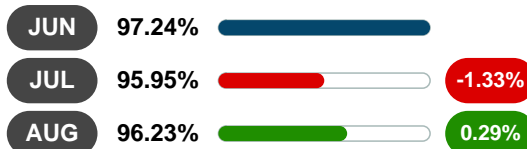


### 3 MONTHS

5 year AUG AVG = 93.91%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **96.23%** above the 5 yr AUG average of **93.91%**



### 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
\$25,000 and less	12	8.70%	84.66%	85.86%	0.00%	0.00%	71.43%
\$25,001 - \$50,000	18	13.04%	95.41%	95.41%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	17	12.32%	94.22%	93.32%	97.27%	93.06%	0.00%
\$125,001 - \$200,000	28	20.29%	97.77%	95.41%	98.93%	0.00%	87.57%
\$200,001 - \$275,000	28	20.29%	100.29%	92.00%	100.89%	99.73%	0.00%
\$275,001 - \$425,000	20	14.49%	97.93%	102.54%	97.27%	97.14%	99.01%
\$425,001 and up	15	10.87%	96.04%	97.93%	93.45%	98.53%	98.33%
Average Sold/List Ratio		96.20%		93.21%	98.57%	97.93%	93.14%
Total Closed Units		138	100%	51	62	18	7
Total Closed Volume		28,906,006		4.80M	16.14M	5.29M	2.67M

# August 2021



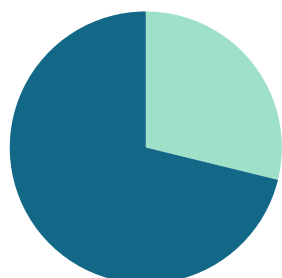
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

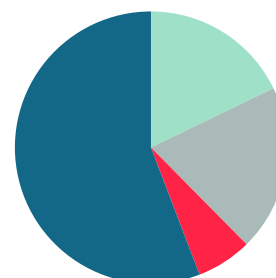


**Inventory**  
 New Listings  
**217 = 28.82%**  
 Start Inventory  
**536**  
 Total Inventory Units  
**753**  
 Volume  
**\$247,134,300**

### Market Activity

Closed Sales  
**138 = 17.83%**  
 Pending Sales  
**153 = 19.77%**  
 Other Off Market  
**51 = 6.59%**  
 Active Inventory  
**432 = 55.81%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	104	138	32.69%	666	831	24.77%
Pending Sales	117	153	30.77%	796	966	21.36%
New Listings	138	217	57.25%	1,345	1,329	-1.19%
Average List Price	200,369	215,611	7.61%	188,621	204,858	8.61%
Average Sale Price	187,870	209,464	11.49%	178,815	196,583	9.94%
Average Percent of Selling Price to List Price	93.89%	96.23%	2.50%	94.73%	95.94%	1.28%
Average Days on Market to Sale	82.84	35.35	-57.33%	53.89	42.12	-21.84%
Monthly Inventory	685	432	-36.93%	685	432	-36.93%
Months Supply of Inventory	8.46	4.12	-51.23%	8.46	4.12	-51.23%

**Absorption:** Last 12 months, an Average of **105** Sales/Month

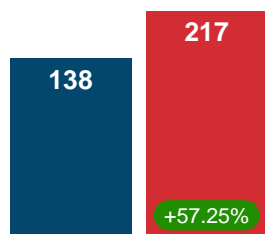
**Inventory** on August 31, 2021 = **432**

**2020** **2021**

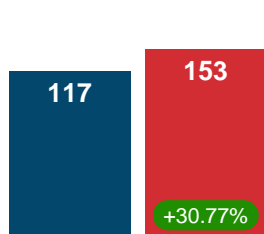
### AUGUST MARKET

### AVERAGE PRICES

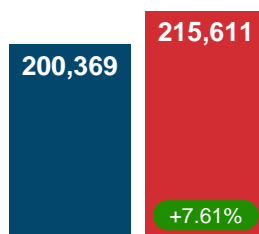
#### New Listings



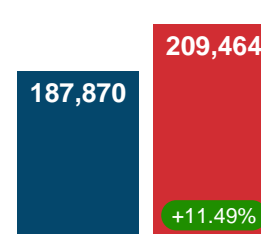
#### Pending Listings



#### List Price



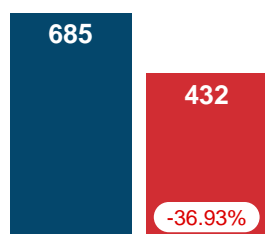
#### Sale Price



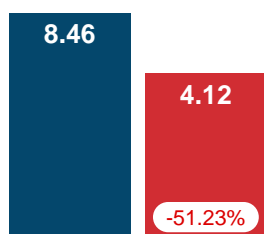
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

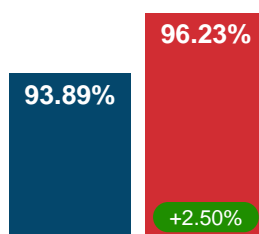
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

