

February 2021



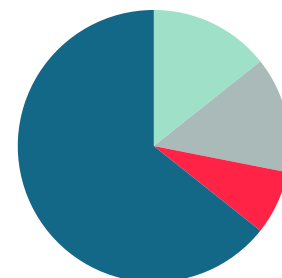
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	63	81	28.57%
Pending Listings	79	78	-1.27%
New Listings	143	97	-32.17%
Average List Price	165,531	173,731	4.95%
Average Sale Price	157,393	167,139	6.19%
Average Percent of Selling Price to List Price	94.41%	94.91%	0.53%
Average Days on Market to Sale	61.22	50.63	-17.30%
End of Month Inventory	745	364	-51.14%
Months Supply of Inventory	9.46	3.78	-60.06%



■ Closed (14.31%)
■ Pending (13.78%)
■ Other OffMarket (7.60%)
■ Active (64.31%)

Absorption: Last 12 months, an Average of **96** Sales/Month
Active Inventory as of February 28, 2021 = **364**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **51.14%** to 364 existing homes available for sale. Over the last 12 months this area has had an average of 96 closed sales per month. This represents an unsold inventory index of **3.78** 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 **6.19%** in February 2021 to \$167,139 versus the previous year at \$157,393.

Average Days on Market Shortens

The average number of **50.63** days that homes spent on the market before selling decreased by 10.59 days or **17.30%** in February 2021 compared to last year's same month at **61.22** DOM.

Sales Success for February 2021 is Positive

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

There were 97 New Listings in February 2021, down **32.17%** from last year at 143. Furthermore, there were 81 Closed Listings this month versus last year at 63, a **28.57%** increase.

Closed versus Listed trends yielded a **83.5%** ratio, up from previous year's, February 2020, at **44.1%**, a **89.54%** upswing. This will certainly create pressure on a decreasing 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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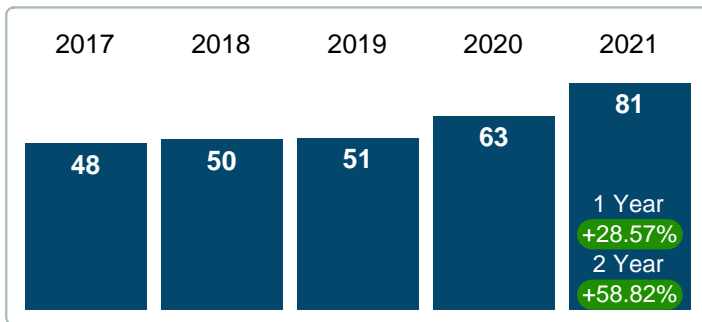
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



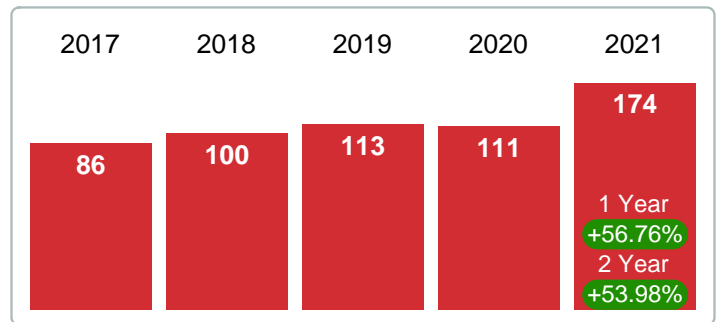
CLOSED LISTINGS

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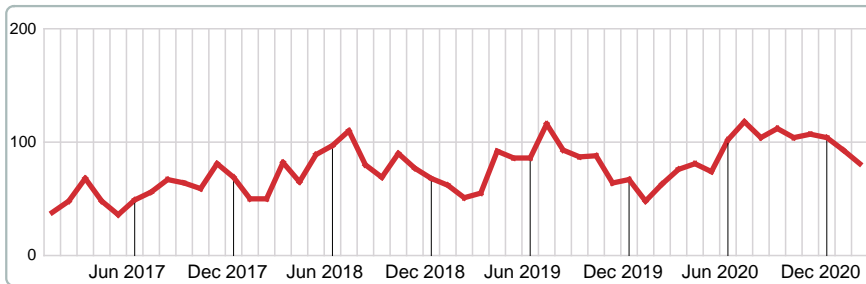
FEBRUARY



YEAR TO DATE (YTD)

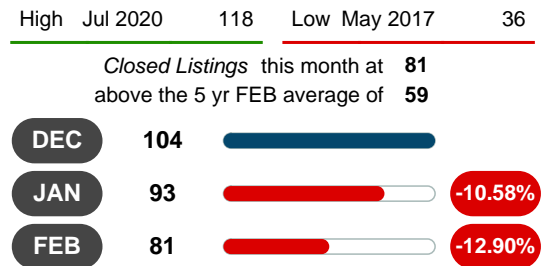


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59



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	5	6.17%	97.4	5	0	0	0
\$25,001 - \$50,000	13	16.05%	67.7	12	1	0	0
\$50,001 - \$75,000	5	6.17%	65.0	3	1	1	0
\$75,001 - \$150,000	24	29.63%	45.9	8	15	1	0
\$150,001 - \$225,000	14	17.28%	46.4	3	10	1	0
\$225,001 - \$325,000	11	13.58%	33.7	3	6	2	0
\$325,001 and up	9	11.11%	31.9	4	2	1	2
Total Closed Units	81			38	35	6	2
Total Closed Volume	13,538,299	100%	50.6	4.80M	6.43M	1.43M	884.90K
Average Closed Price	\$167,139			\$126,263	\$183,669	\$237,833	\$442,450

February 2021



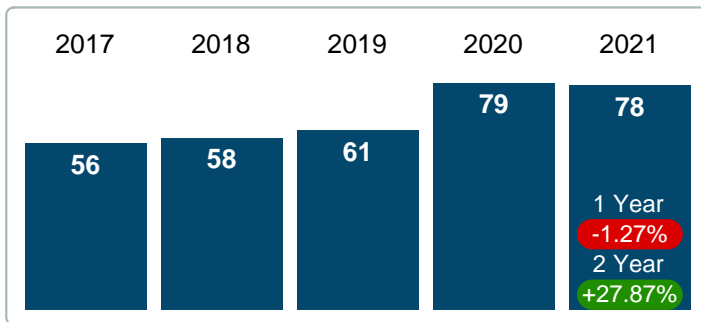
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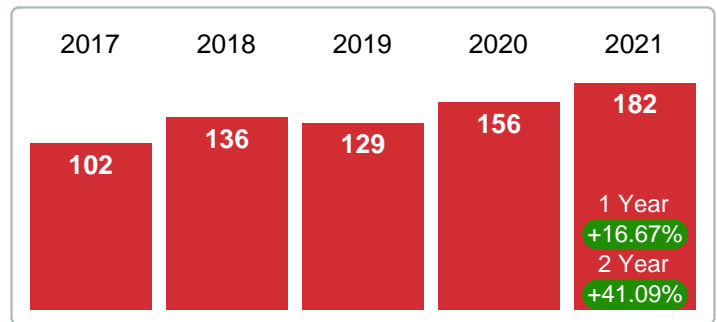
PENDING LISTINGS

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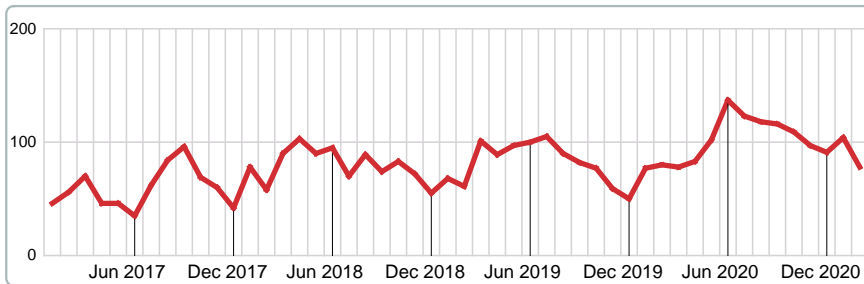
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

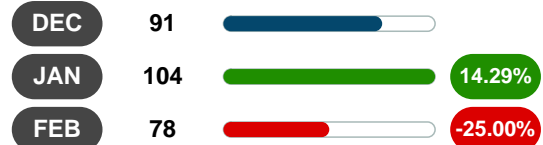


3 MONTHS

5 year FEB AVG = 66

High Jun 2020 137 Low Jun 2017 35

Pending Listings this month at **78**
above the 5 yr FEB average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	7.69%	148.2	6	0	0	0
\$30,001 - \$60,000	9	11.54%	88.2	7	2	0	0
\$60,001 - \$110,000	14	17.95%	42.3	10	4	0	0
\$110,001 - \$200,000	19	24.36%	44.2	3	14	2	0
\$200,001 - \$260,000	12	15.38%	48.8	0	11	1	0
\$260,001 - \$410,000	10	12.82%	43.8	3	4	2	1
\$410,001 and up	8	10.26%	106.4	4	3	0	1
Total Pending Units	78			33	38	5	2
Total Pending Volume	15,448,900	100%	78.9	5.52M	7.77M	1.20M	965.00K
Average Listing Price	\$99,290			\$167,138	\$204,433	\$239,980	\$482,500

February 2021



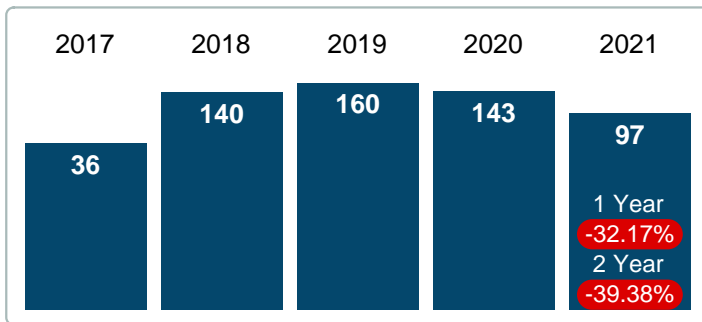
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



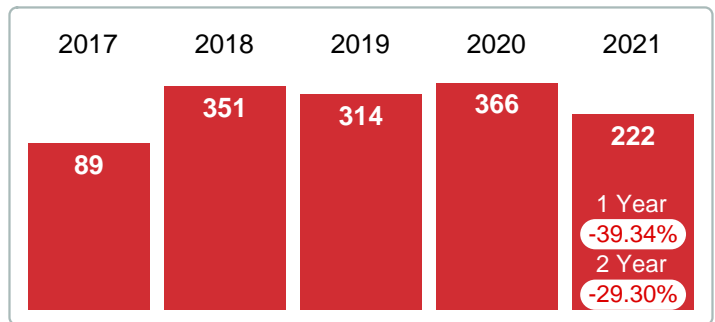
NEW LISTINGS

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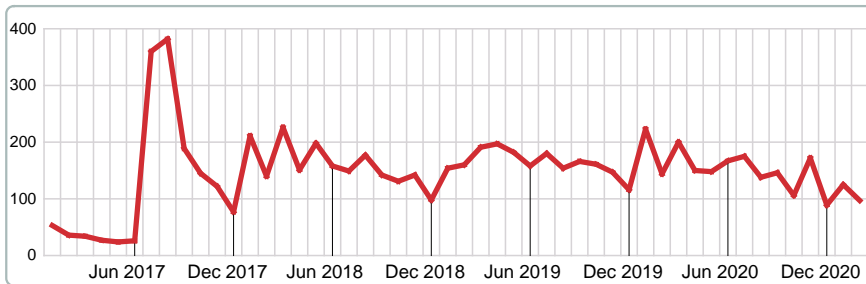
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115

High Aug 2017 382 Low May 2017 24

New Listings this month at 97
below the 5 yr FEB average of 115



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.25%	8	0	0	0
\$20,001 - \$40,000	14	14.43%	14	0	0	0
\$40,001 - \$90,000	15	15.46%	13	2	0	0
\$90,001 - \$180,000	23	23.71%	9	10	3	1
\$180,001 - \$320,000	16	16.49%	3	12	1	0
\$320,001 - \$540,000	11	11.34%	7	1	3	0
\$540,001 and up	10	10.31%	3	4	2	1
Total New Listed Units	97		57	29	9	2
Total New Listed Volume	23,373,049	100%	11.10M	8.39M	3.05M	823.00K
Average New Listed Listing Price	\$134,480		\$194,765	\$289,457	\$339,356	\$411,500

February 2021



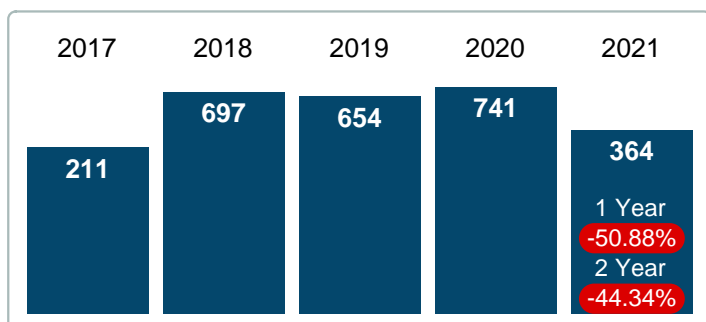
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



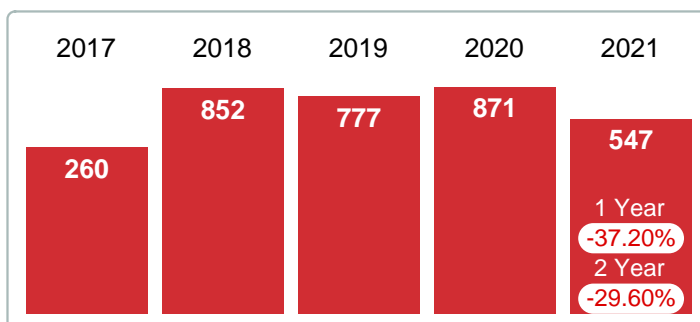
ACTIVE INVENTORY

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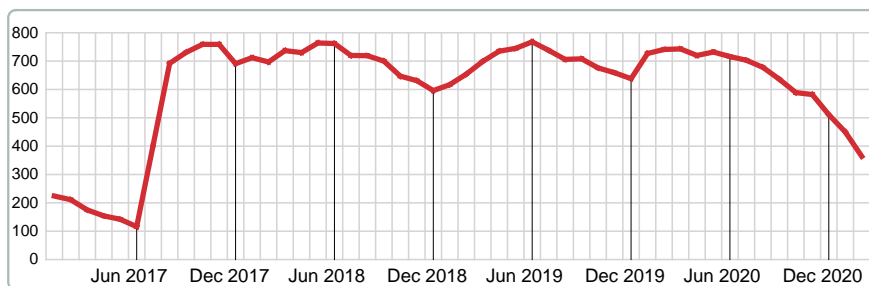
END OF FEBRUARY



ACTIVE DURING FEBRUARY

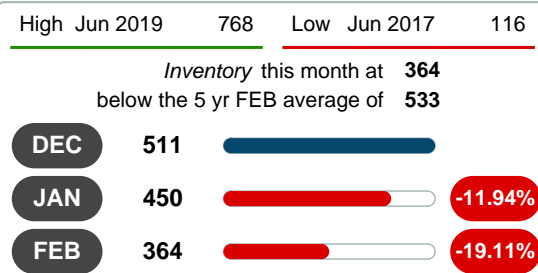


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 533



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	35	9.62%	75.1	35	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	94	25.82%	159.3	87	7	0	0
\$75,001 - \$200,000	99	27.20%	159.8	72	18	7	2
\$200,001 - \$325,000	47	12.91%	96.3	17	21	8	1
\$325,001 - \$575,000	51	14.01%	110.6	29	7	13	2
\$575,001 and up	38	10.44%	113.8	16	7	7	8
Total Active Inventory by Units	364			256	60	35	13
Total Active Inventory by Volume	96,951,226	100%	131.6	46.94M	18.56M	17.88M	13.58M
Average Active Inventory Listing Price	\$266,350			\$183,349	\$309,280	\$510,723	\$1,044,762

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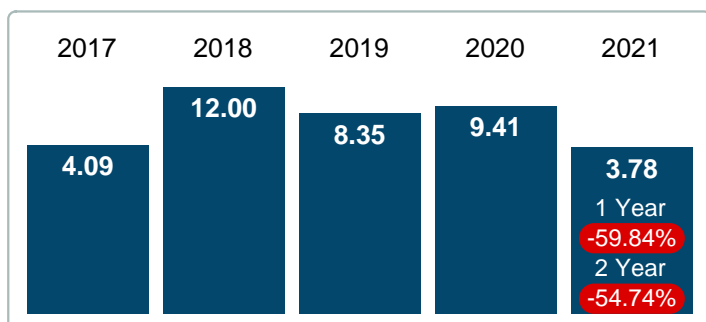
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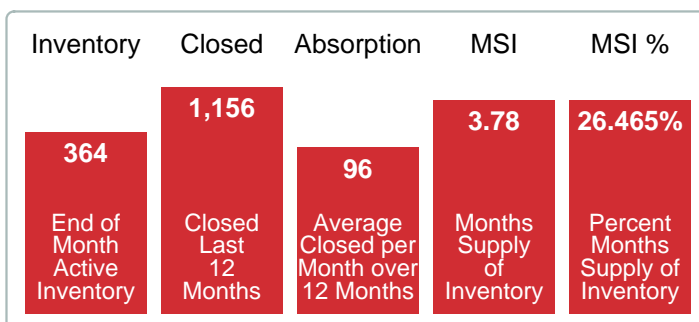
MONTHS SUPPLY of INVENTORY (MSI)

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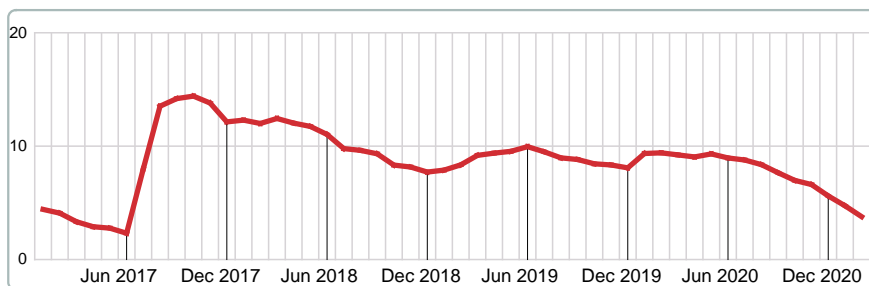
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

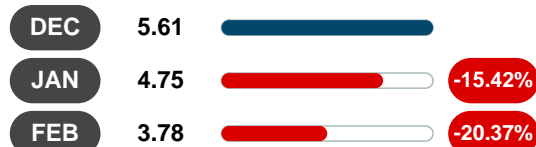


3 MONTHS

5 year FEB AVG = 7.53

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **3.78**
below the 5 yr FEB average of **7.53**



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
\$20,000 and less	22	6.04%	5.39	5.50	0.00	0.00	0.00
\$20,001 - \$30,000	42	11.54%	6.81	7.41	0.00	0.00	0.00
\$30,001 - \$80,000	70	19.23%	4.06	5.13	1.56	1.50	0.00
\$80,001 - \$200,000	94	25.82%	2.21	5.79	0.68	1.50	8.00
\$200,001 - \$340,000	53	14.56%	3.10	6.67	2.27	2.64	1.50
\$340,001 - \$590,000	45	12.36%	6.75	34.67	3.23	3.75	1.85
\$590,001 and up	38	10.44%	14.71	17.45	12.00	10.50	19.20
Market Supply of Inventory (MSI)			3.78	6.71	1.38	2.86	5.38
Total Active Inventory by Units		100%	364	256	60	35	13

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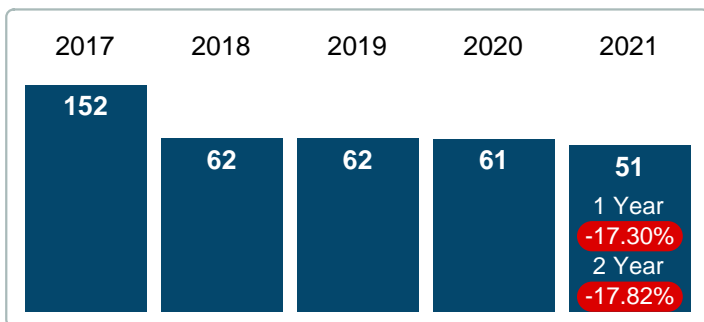
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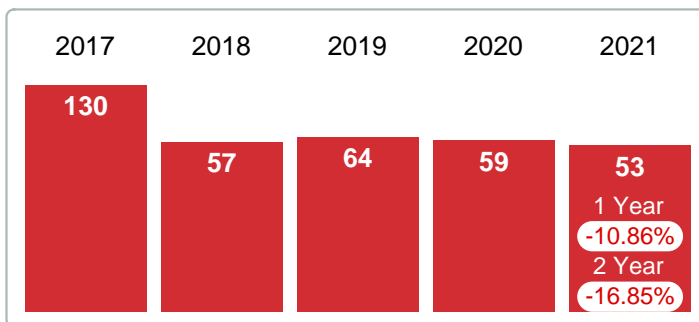
AVERAGE DAYS ON MARKET TO SALE

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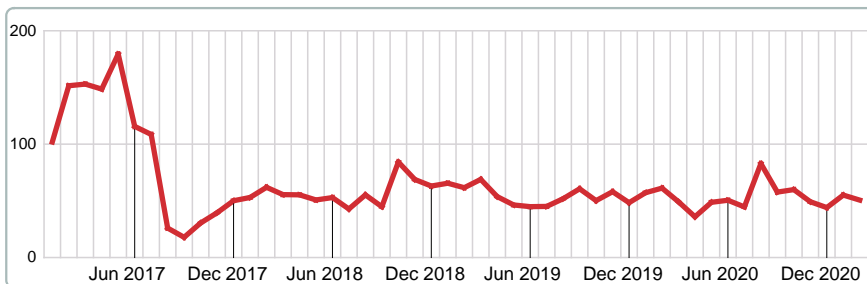
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

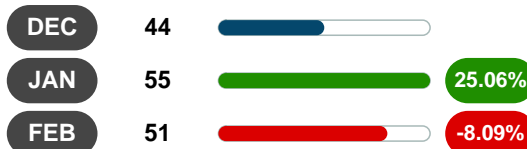


3 MONTHS

5 year FEB AVG = 77

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 51 below the 5 yr FEB average of 77



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	6.17%	97	97	0	0	0
\$25,001 - \$50,000	16.05%	68	64	116	0	0
\$50,001 - \$75,000	6.17%	65	74	73	29	0
\$75,001 - \$150,000	29.63%	46	48	46	26	0
\$150,001 - \$225,000	17.28%	46	131	25	9	0
\$225,001 - \$325,000	13.58%	34	14	20	105	0
\$325,001 and up	11.11%	32	27	54	1	36
Average Closed DOM		51	63	39	46	36
Total Closed Units	100%	51	38	35	6	2
Total Closed Volume		13,538,299	4.80M	6.43M	1.43M	884.90K

February 2021



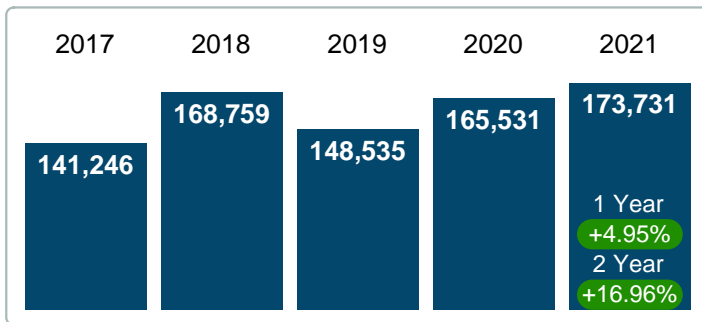
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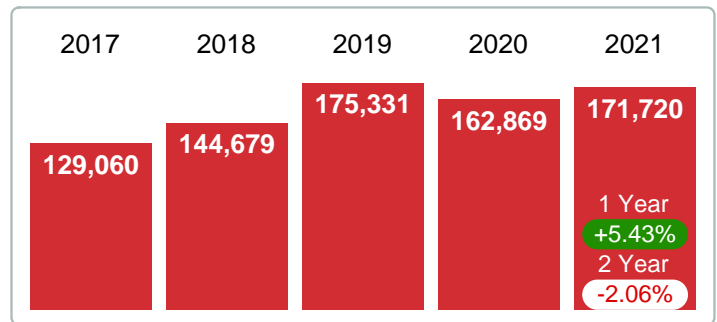
AVERAGE LIST PRICE AT CLOSING

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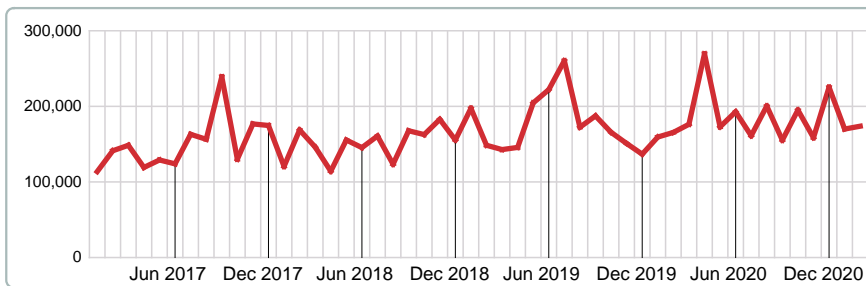
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

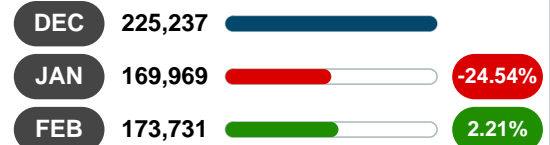


3 MONTHS

5 year FEB AVG = 159,561

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

Average List Price at Closing this month at **173,731**
above the 5 yr FEB average of **159,561**



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	4.94%	17,250	19,800	0	0	0
\$25,001 - \$50,000	17.28%	39,179	39,042	58,000	0	0
\$50,001 - \$75,000	4.94%	66,000	62,333	69,000	150,000	0
\$75,001 - \$150,000	29.63%	114,721	98,363	125,693	145,900	0
\$150,001 - \$225,000	17.28%	181,471	165,333	187,460	185,000	0
\$225,001 - \$325,000	12.35%	282,705	284,917	313,917	309,450	0
\$325,001 and up	13.58%	460,891	518,750	524,950	425,000	379,950
Average List Price		173,731	130,714	194,869	254,133	379,950
Total Closed Units	100%	173,731	38	35	6	2
Total Closed Volume		14,072,250	4.97M	6.82M	1.52M	759.90K

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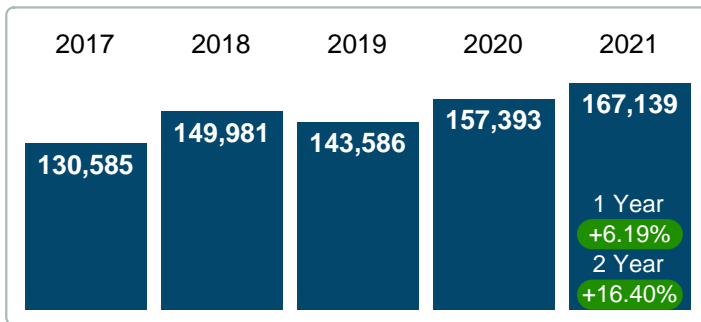
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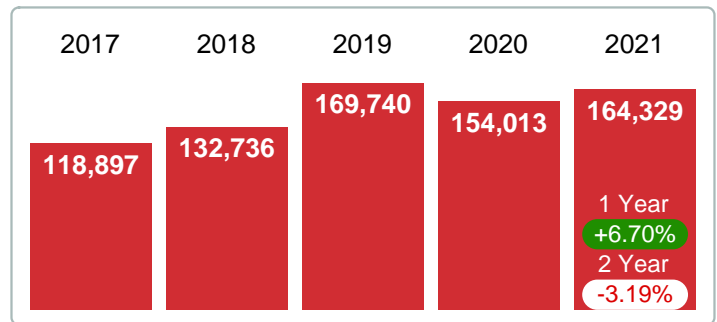
AVERAGE SOLD PRICE AT CLOSING

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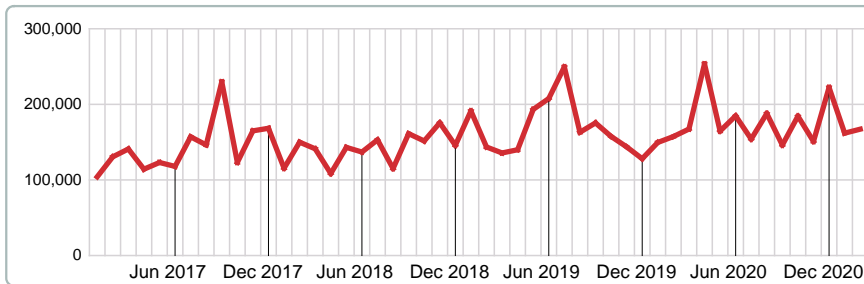
FEBRUARY



YEAR TO DATE (YTD)

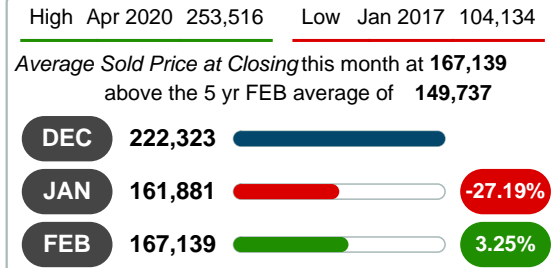


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 149,737



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	6.17%	17,000	17,000	0	0	0
\$25,001 - \$50,000	16.05%	35,885	34,792	49,000	0	0
\$50,001 - \$75,000	6.17%	64,900	60,167	69,000	75,000	0
\$75,001 - \$150,000	29.63%	111,625	93,175	120,040	133,000	0
\$150,001 - \$225,000	17.28%	180,557	170,000	183,780	180,000	0
\$225,001 - \$325,000	13.58%	285,691	279,533	278,667	316,000	0
\$325,001 and up	11.11%	479,211	505,250	500,000	407,000	442,450
Average Sold Price		167,139	126,263	183,669	237,833	442,450
Total Closed Units	100%	167,139	38	35	6	2
Total Closed Volume		13,538,299	4.80M	6.43M	1.43M	884.90K

February 2021



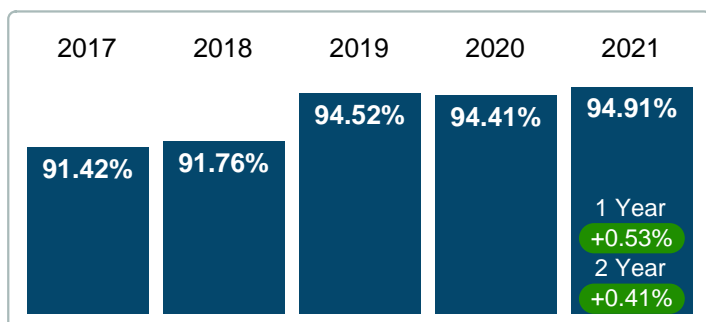
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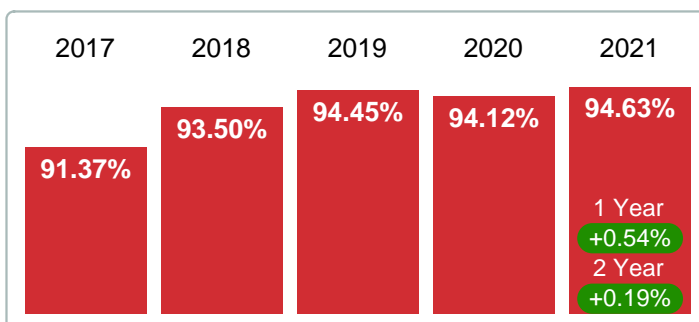
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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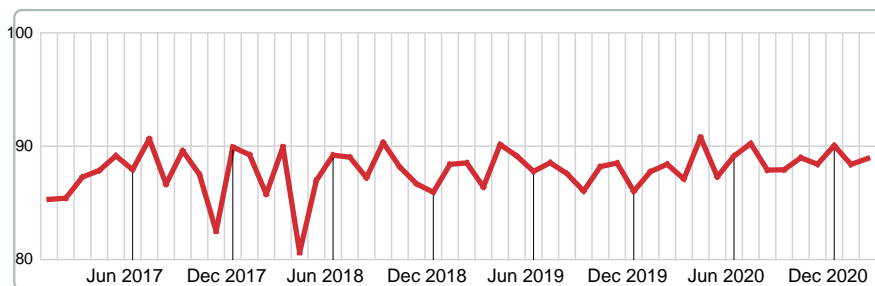
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

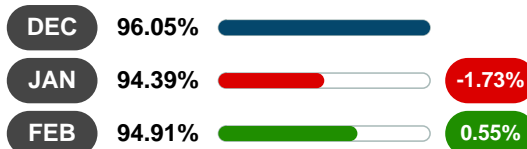


3 MONTHS

5 year FEB AVG = 93.40%

High Apr 2020 96.77% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **94.91%**
above the 5 yr FEB average of **93.40%**



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	5	6.17%	90.00%	90.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	13	16.05%	88.23%	88.55%	84.48%	0.00%	0.00%
\$50,001 - \$75,000	5	6.17%	88.34%	97.23%	100.00%	50.00%	0.00%
\$75,001 - \$150,000	24	29.63%	95.85%	95.05%	96.58%	91.16%	0.00%
\$150,001 - \$225,000	14	17.28%	99.87%	106.86%	98.03%	97.30%	0.00%
\$225,001 - \$325,000	11	13.58%	94.72%	98.63%	90.27%	102.20%	0.00%
\$325,001 and up	9	11.11%	100.95%	97.00%	95.73%	95.76%	116.67%
Average Sold/List Ratio		94.90%		93.92%	95.62%	89.77%	116.67%
Total Closed Units		81	100%	38	35	6	2
Total Closed Volume		13,538,299		4.80M	6.43M	1.43M	884.90K

February 2021



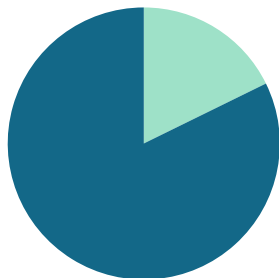
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

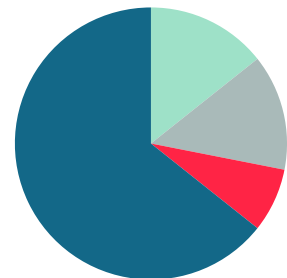


Inventory
 New Listings
97 = 17.73%
 Start Inventory
450
 Total Inventory Units
547
 Volume
\$130,810,847

Market Activity

Closed Sales
81 = 14.31%
 Pending Sales
78 = 13.78%
 Other Off Market
43 = 7.60%
 Active Inventory
364 = 64.31%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	81	28.57%	111	174	56.76%
Pending Sales	79	78	-1.27%	156	182	16.67%
New Listings	143	97	-32.17%	366	222	-39.34%
Average List Price	165,531	173,731	4.95%	162,869	171,720	5.43%
Average Sale Price	157,393	167,139	6.19%	154,013	164,329	6.70%
Average Percent of Selling Price to List Price	94.41%	94.91%	0.53%	94.12%	94.63%	0.54%
Average Days on Market to Sale	61.22	50.63	-17.30%	59.47	53.01	-10.86%
Monthly Inventory	745	364	-51.14%	745	364	-51.14%
Months Supply of Inventory	9.46	3.78	-60.06%	9.46	3.78	-60.06%

Absorption: Last 12 months, an Average of **96** Sales/Month

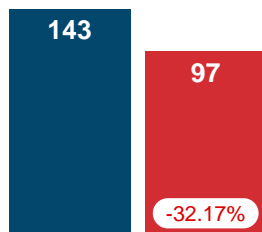
Inventory on February 28, 2021 = **364**

2020 **2021**

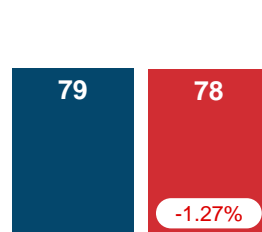
FEBRUARY MARKET

AVERAGE PRICES

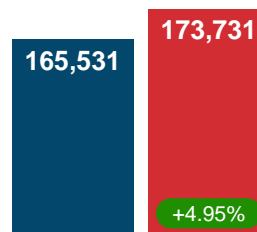
New Listings



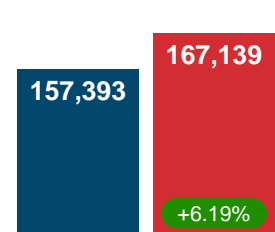
Pending Listings



List Price



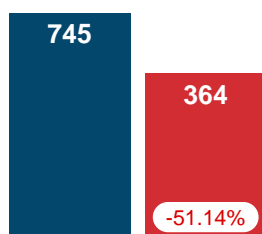
Sale Price



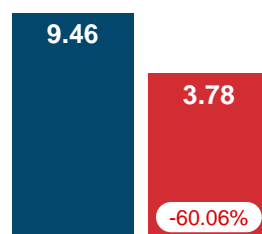
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

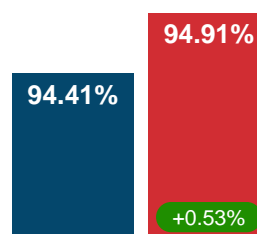
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

