

January 2021



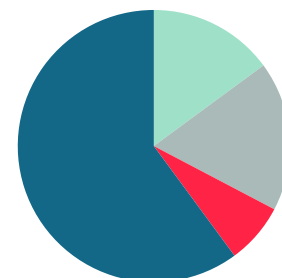
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	48	93	93.75%
Pending Listings	77	111	44.16%
New Listings	223	125	-43.95%
Average List Price	159,376	169,969	6.65%
Average Sale Price	149,576	161,881	8.23%
Average Percent of Selling Price to List Price	93.75%	94.39%	0.68%
Average Days on Market to Sale	57.17	55.09	-3.64%
End of Month Inventory	727	375	-48.42%
Months Supply of Inventory	9.35	3.95	-57.71%



■ Closed (14.90%)
■ Pending (17.79%)
■ Other OffMarket (7.21%)
■ Active (60.10%)

Absorption: Last 12 months, an Average of **95** Sales/Month
Active Inventory as of January 31, 2021 = **375**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **48.42%** to 375 existing homes available for sale. Over the last 12 months this area has had an average of 95 closed sales per month. This represents an unsold inventory index of **3.95** 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 **8.23%** in January 2021 to \$161,881 versus the previous year at \$149,576.

Average Days on Market Shortens

The average number of **55.09** days that homes spent on the market before selling decreased by 2.08 days or **3.64%** in January 2021 compared to last year's same month at **57.17** DOM.

Sales Success for January 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 125 New Listings in January 2021, down **43.95%** from last year at 223. Furthermore, there were 93 Closed Listings this month versus last year at 48, a **93.75%** increase.

Closed versus Listed trends yielded a **74.4%** ratio, up from previous year's, January 2020, at **21.5%**, a **245.65%** 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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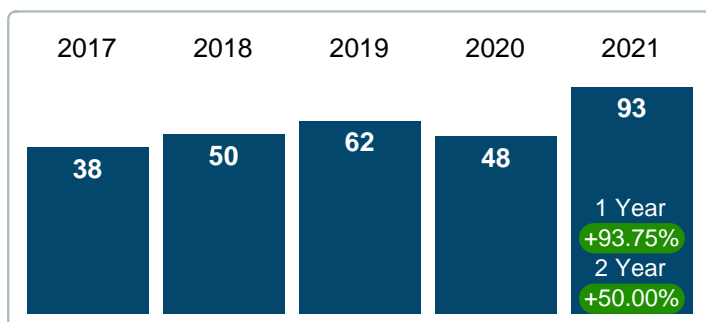
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



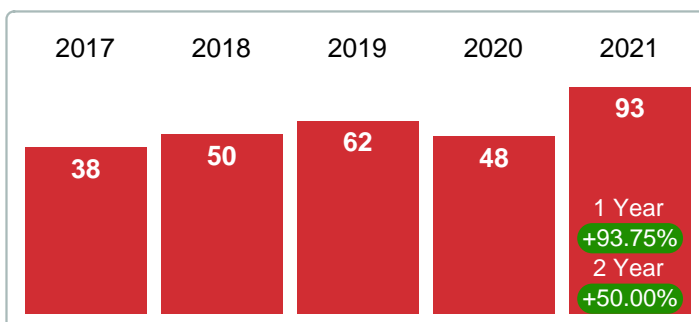
CLOSED LISTINGS

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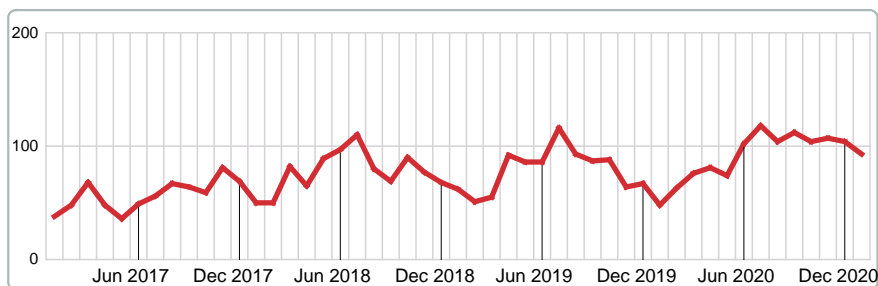
JANUARY



YEAR TO DATE (YTD)

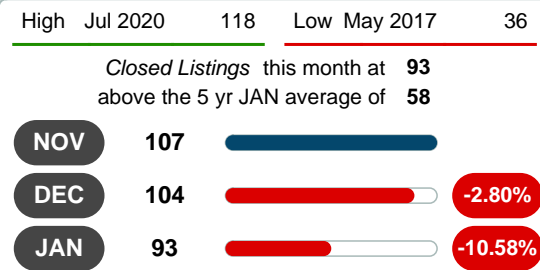


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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	6	6.45%	87.7	6	0	0	0
\$25,001 - \$50,000	11	11.83%	62.8	9	1	1	0
\$50,001 - \$75,000	8	8.60%	43.1	6	2	0	0
\$75,001 - \$150,000	29	31.18%	51.1	13	14	2	0
\$150,001 - \$200,000	15	16.13%	17.9	1	11	3	0
\$200,001 - \$275,000	12	12.90%	50.2	1	7	2	2
\$275,001 and up	12	12.90%	100.8	4	2	5	1
Total Closed Units	93			40	37	13	3
Total Closed Volume	15,054,910	100%	55.1	4.73M	5.96M	3.22M	1.14M
Average Closed Price	\$161,881			\$118,280	\$161,124	\$247,854	\$380,000

January 2021



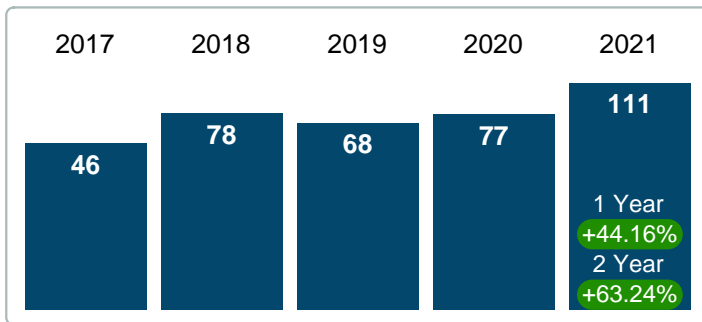
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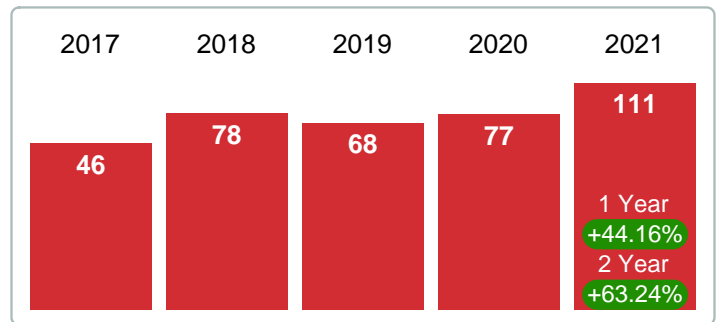
PENDING LISTINGS

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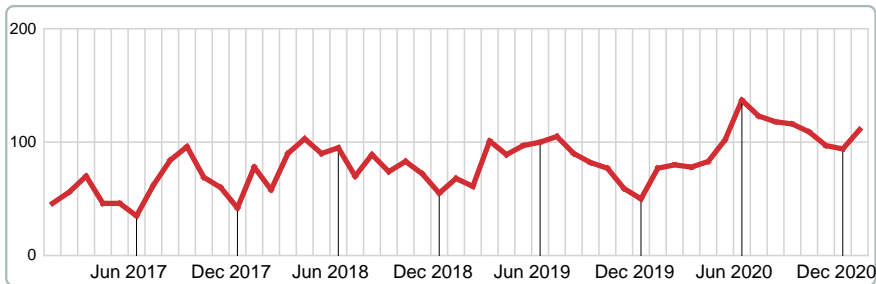
JANUARY



YEAR TO DATE (YTD)

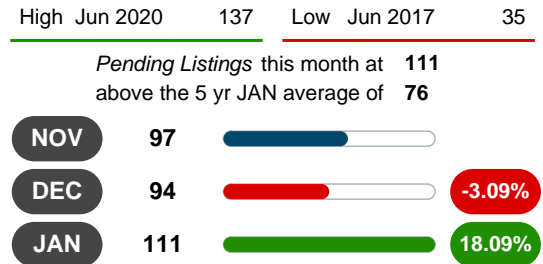


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 76



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	5	4.50%	36.6	4	1	0	0
\$25,001 - \$75,000	15	13.51%	50.1	10	4	1	0
\$75,001 - \$125,000	16	14.41%	20.7	10	6	0	0
\$125,001 - \$200,000	33	29.73%	48.0	4	21	6	2
\$200,001 - \$275,000	16	14.41%	75.7	1	7	7	1
\$275,001 - \$425,000	15	13.51%	65.5	6	4	5	0
\$425,001 and up	11	9.91%	77.2	7	3	0	1
Total Pending Units	111			42	46	19	4
Total Pending Volume	25,462,828	100%	34.6	10.06M	9.11M	4.46M	1.83M
Average Listing Price	\$184,018			\$239,589	\$198,139	\$234,516	\$457,475

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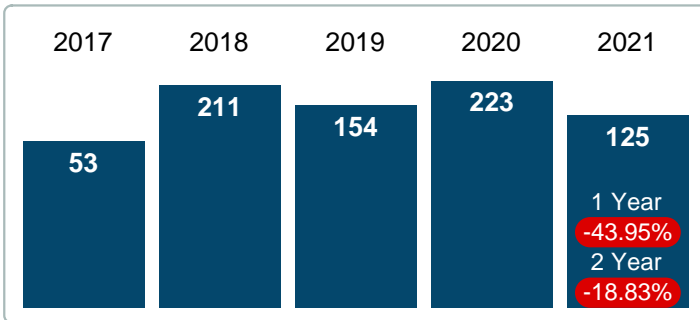
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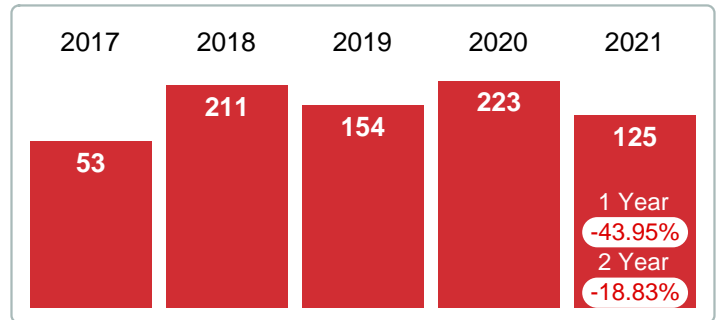
NEW LISTINGS

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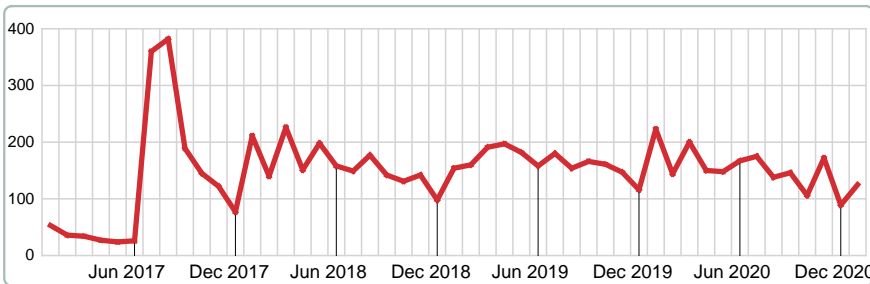
JANUARY



YEAR TO DATE (YTD)

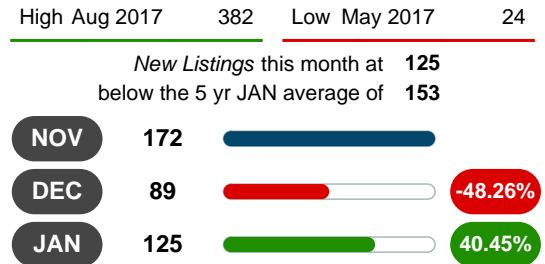


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 153



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	14	11.20%	14	0	0	0
\$25,001 - \$50,000	15	12.00%	14	1	0	0
\$50,001 - \$75,000	11	8.80%	8	3	0	0
\$75,001 - \$200,000	37	29.60%	12	21	2	2
\$200,001 - \$275,000	18	14.40%	3	9	6	0
\$275,001 - \$475,000	16	12.80%	3	6	5	2
\$475,001 and up	14	11.20%	6	3	3	2
Total New Listed Units	125		60	43	16	6
Total New Listed Volume	27,368,073	100%	8.82M	9.83M	5.54M	3.17M
Average New Listed Listing Price	\$168,673		\$147,055	\$228,705	\$346,294	\$528,300

January 2021



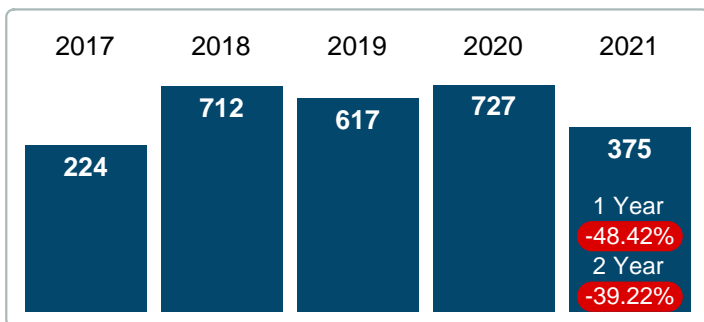
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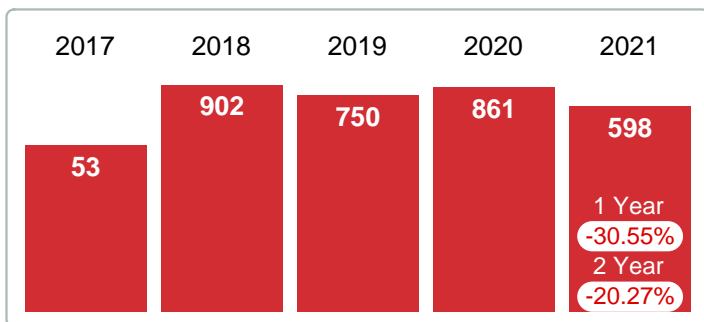
ACTIVE INVENTORY

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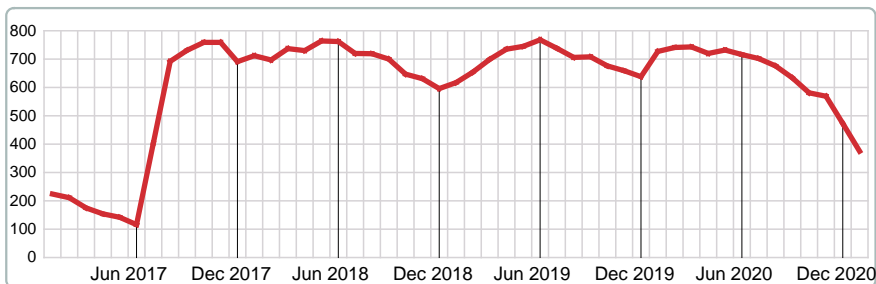
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 531

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **375**
below the 5 yr JAN average of **531**



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	33	8.80%	116.3	33	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	100	26.67%	159.0	95	5	0	0
\$75,001 - \$175,000	100	26.67%	155.6	70	23	6	1
\$175,001 - \$300,000	56	14.93%	78.5	23	25	8	0
\$300,001 - \$550,000	49	13.07%	98.1	26	7	11	5
\$550,001 and up	37	9.87%	123.8	18	6	5	8
Total Active Inventory by Units	375			265	66	30	14
Total Active Inventory by Volume	91,978,798	100%	130.9	44.83M	17.35M	15.71M	14.10M
Average Active Inventory Listing Price	\$245,277			\$169,167	\$262,803	\$523,523	\$1,007,064

January 2021



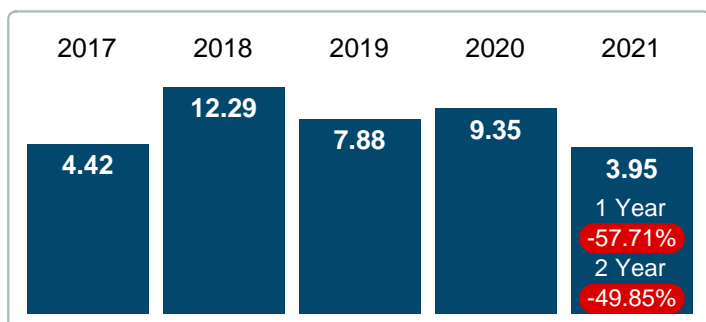
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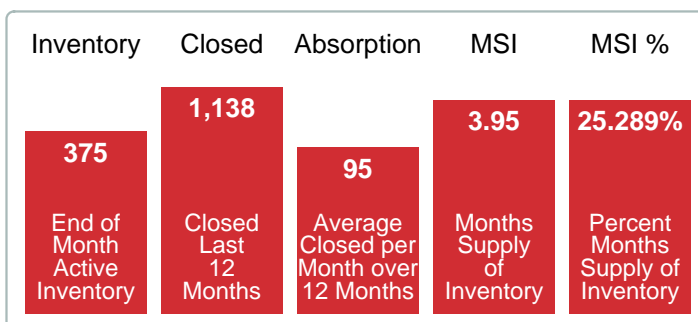
MONTHS SUPPLY of INVENTORY (MSI)

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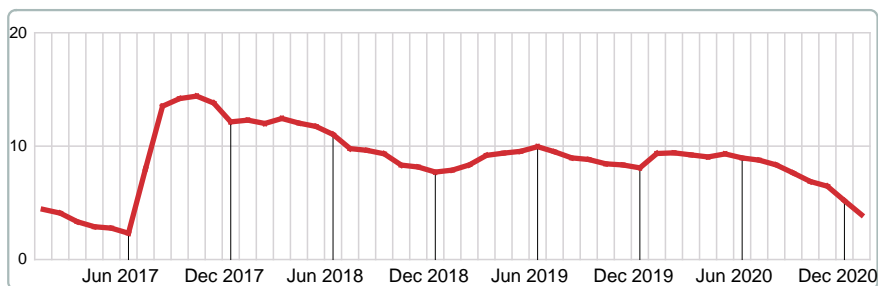
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

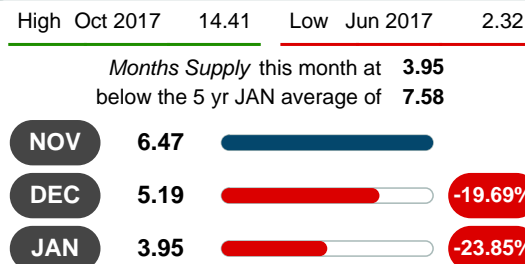


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7.58



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	5.87%	5.87	6.00	0.00	0.00	0.00
\$20,001 - \$30,000	42	11.20%	7.41	8.26	0.00	0.00	0.00
\$30,001 - \$80,000	76	20.27%	4.47	5.58	1.81	1.71	0.00
\$80,001 - \$180,000	97	25.87%	2.69	6.33	1.07	1.40	4.00
\$180,001 - \$300,000	52	13.87%	2.52	7.54	1.68	2.00	0.00
\$300,001 - \$550,000	49	13.07%	5.50	20.80	2.15	3.38	4.29
\$550,001 and up	37	9.87%	13.45	21.60	10.29	5.45	19.20
Market Supply of Inventory (MSI)			3.95	7.26	1.52	2.40	5.60
Total Active Inventory by Units		100%	375	265	66	30	14

January 2021



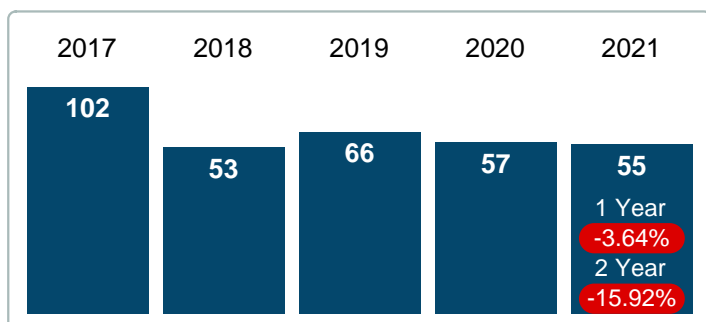
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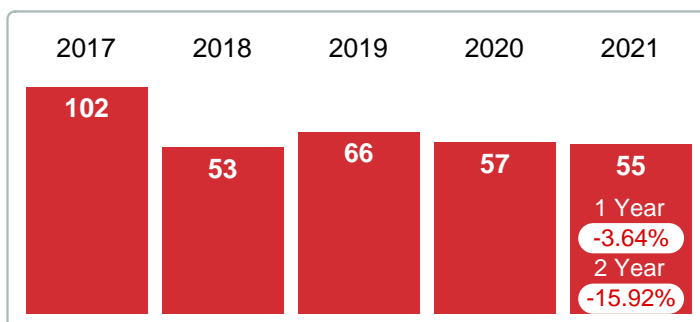
AVERAGE DAYS ON MARKET TO SALE

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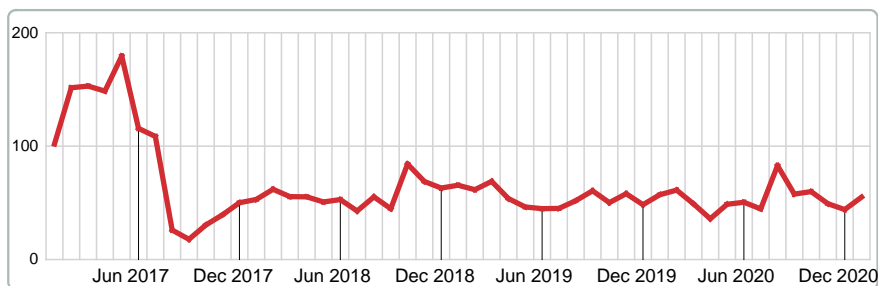
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

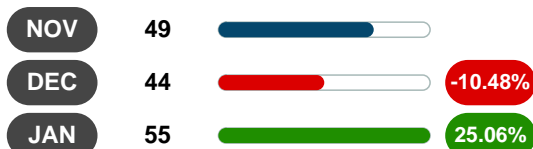


3 MONTHS

5 year JAN AVG = 67

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 55 below the 5 yr JAN average of 67



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	6.45%	88	88	0	0	0
\$25,001 - \$50,000	11.83%	63	55	194	3	0
\$50,001 - \$75,000	8.60%	43	55	9	0	0
\$75,001 - \$150,000	31.18%	51	54	45	69	0
\$150,001 - \$200,000	16.13%	18	181	5	12	0
\$200,001 - \$275,000	12.90%	50	38	18	169	50
\$275,001 and up	12.90%	101	63	212	93	67
Average Closed DOM		55	63	39	75	56
Total Closed Units	100%	93	40	37	13	3
Total Closed Volume		15,054,910	4.73M	5.96M	3.22M	1.14M

January 2021



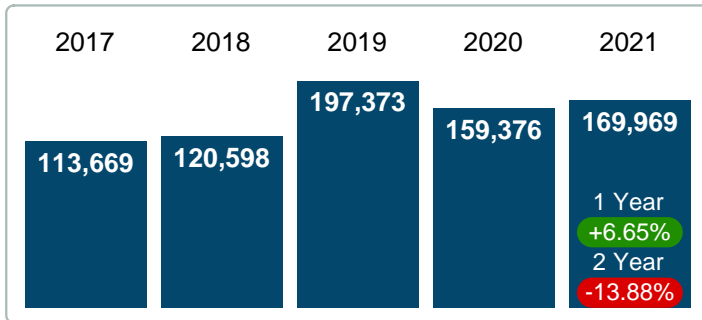
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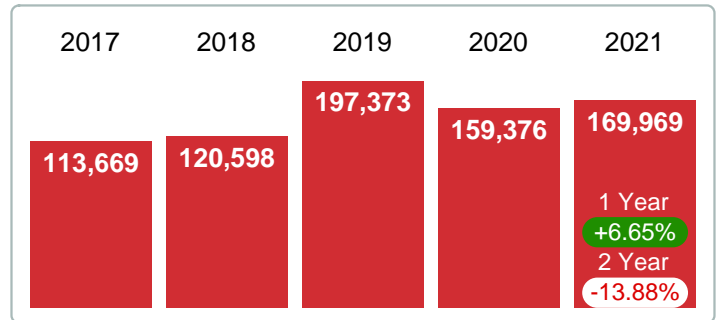
AVERAGE LIST PRICE AT CLOSING

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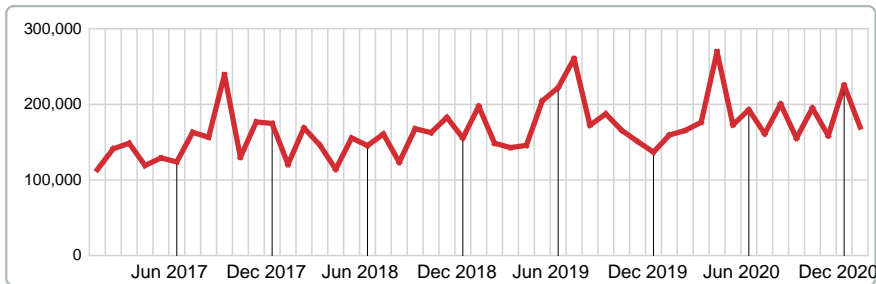
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

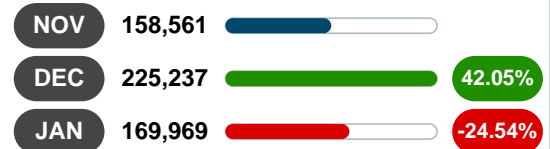


3 MONTHS

5 year JAN AVG = 152,197

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

Average List Price at Closing this month at **169,969**
above the 5 yr JAN average of **152,197**



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	5.38%	20,580	22,150	0	0	0
\$25,001 - \$50,000	10.75%	38,940	43,489	40,000	43,000	0
\$50,001 - \$75,000	10.75%	60,130	61,400	58,950	0	0
\$75,001 - \$150,000	27.96%	117,960	119,910	128,496	93,500	0
\$150,001 - \$200,000	19.35%	173,452	199,000	173,755	178,000	0
\$200,001 - \$275,000	12.90%	229,346	233,750	225,486	237,500	232,500
\$275,001 and up	12.90%	481,023	526,318	362,000	429,000	798,000
Average List Price		169,969	124,739	166,772	260,308	421,000
Total Closed Units	100%	169,969	40	37	13	3
Total Closed Volume		15,807,099	4.99M	6.17M	3.38M	1.26M

January 2021



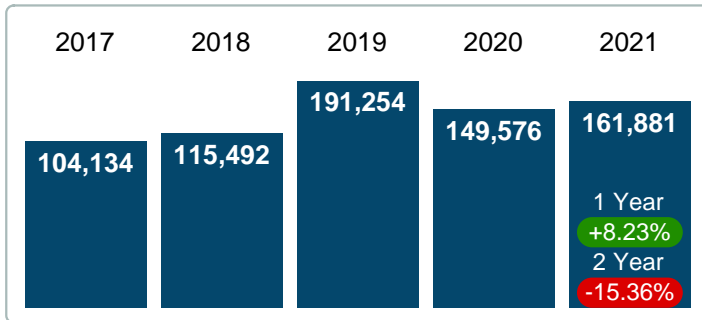
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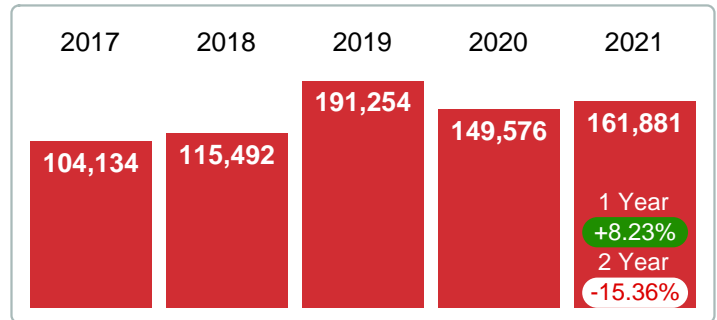
AVERAGE SOLD PRICE AT CLOSING

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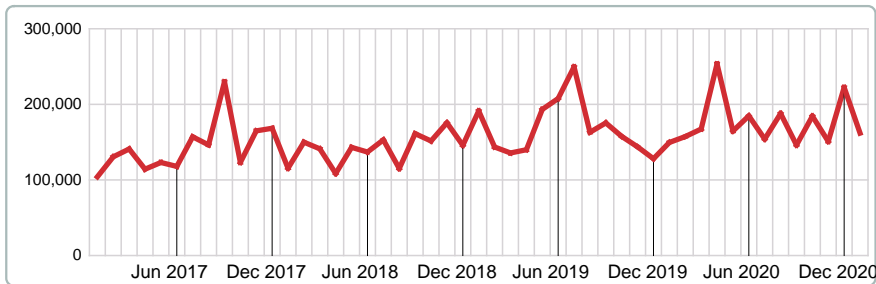
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

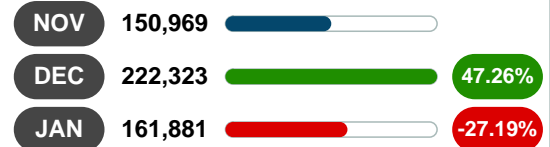


3 MONTHS

5 year JAN AVG = 144,467

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

Average Sold Price at Closing this month at **161,881**
above the 5 yr JAN average of **144,467**



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	6.45%	19,067	19,067	0	0	0
\$25,001 - \$50,000	11.83%	39,227	39,500	32,500	43,500	0
\$50,001 - \$75,000	8.60%	57,288	58,317	54,200	0	0
\$75,001 - \$150,000	31.18%	114,418	110,133	122,029	89,000	0
\$150,001 - \$200,000	16.13%	174,360	190,000	171,945	178,000	0
\$200,001 - \$275,000	12.90%	224,658	220,000	224,414	237,500	215,000
\$275,001 and up	12.90%	451,774	517,421	325,000	398,320	710,000
Average Sold Price		161,881	118,280	161,124	247,854	380,000
Total Closed Units	100%	93	40	37	13	3
Total Closed Volume		15,054,910	4.73M	5.96M	3.22M	1.14M

January 2021



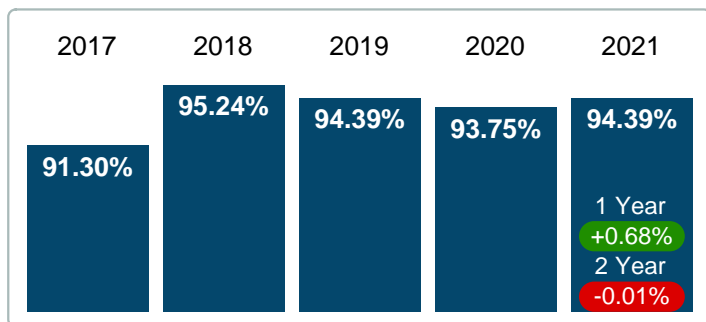
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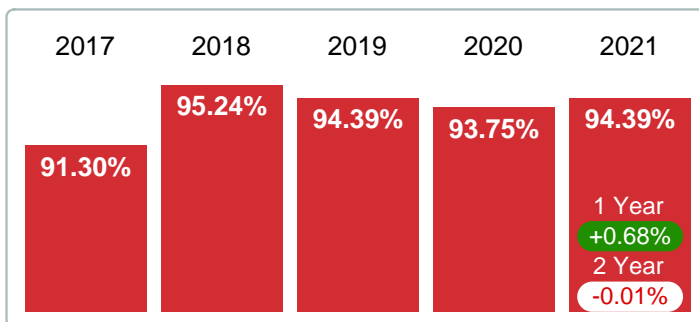
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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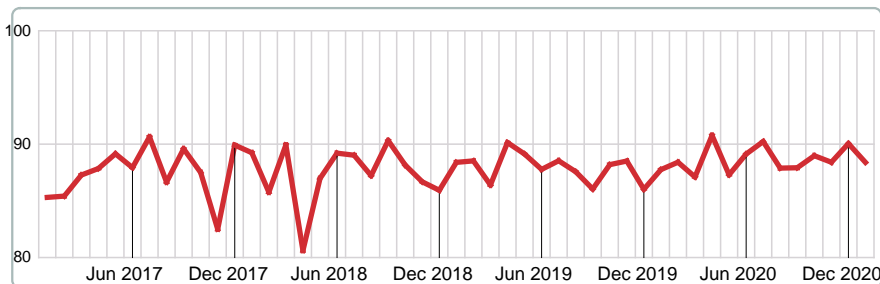
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

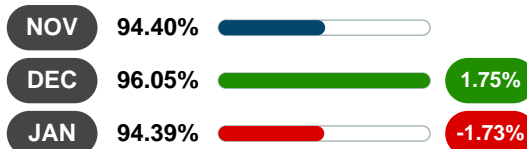


3 MONTHS

5 year JAN AVG = 93.82%

High Apr 2020 96.77% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **94.39%** equal to 5 yr JAN average of **93.82%**



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	6	6.45%	87.43%	87.43%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	11	11.83%	91.44%	91.49%	81.25%	101.16%	0.00%
\$50,001 - \$75,000	8	8.60%	94.61%	95.25%	92.69%	0.00%	0.00%
\$75,001 - \$150,000	29	31.18%	93.97%	92.31%	95.25%	95.83%	0.00%
\$150,001 - \$200,000	15	16.13%	98.97%	95.48%	99.01%	100.00%	0.00%
\$200,001 - \$275,000	12	12.90%	97.99%	94.12%	99.48%	100.00%	92.71%
\$275,001 and up	12	12.90%	92.09%	93.52%	89.75%	92.51%	88.97%
Average Sold/List Ratio		94.40%		92.08%	96.35%	96.57%	91.46%
Total Closed Units		93	100%	40	37	13	3
Total Closed Volume		15,054,910		4.73M	5.96M	3.22M	1.14M

January 2021



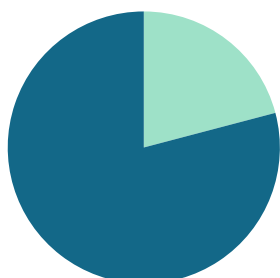
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

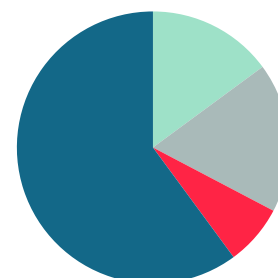


Inventory
 New Listings
125 = 20.90%
 Start Inventory
473
 Total Inventory Units
598
 Volume
\$141,770,918

Market Activity

Closed Sales
93 = 14.90%
 Pending Sales
111 = 17.79%
 Other Off Market
45 = 7.21%
 Active Inventory
375 = 60.10%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	93	93.75%	48	93	93.75%
Pending Sales	77	111	44.16%	77	111	44.16%
New Listings	223	125	-43.95%	223	125	-43.95%
Average List Price	159,376	169,969	6.65%	159,376	169,969	6.65%
Average Sale Price	149,576	161,881	8.23%	149,576	161,881	8.23%
Average Percent of Selling Price to List Price	93.75%	94.39%	0.68%	93.75%	94.39%	0.68%
Average Days on Market to Sale	57.17	55.09	-3.64%	57.17	55.09	-3.64%
Monthly Inventory	727	375	-48.42%	727	375	-48.42%
Months Supply of Inventory	9.35	3.95	-57.71%	9.35	3.95	-57.71%

Absorption: Last 12 months, an Average of **95** Sales/Month

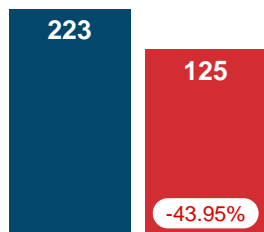
Inventory on January 31, 2021 = **375**

2020 **2021**

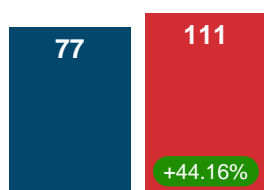
JANUARY MARKET

AVERAGE PRICES

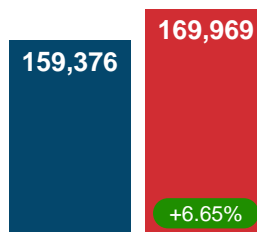
New Listings



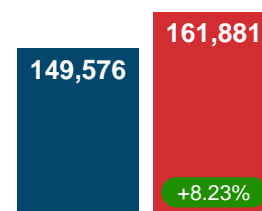
Pending Listings



List Price



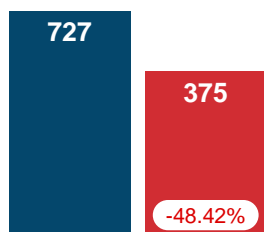
Sale Price



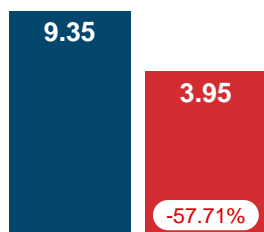
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

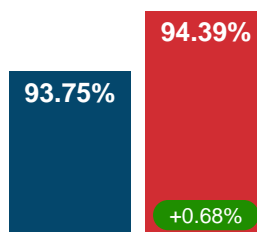
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

