

# January 2021



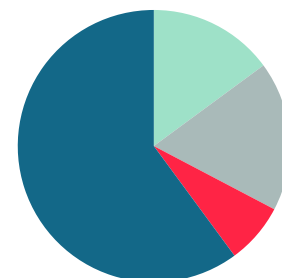
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	139,950	144,000	2.89%
Median Sale Price	132,500	138,000	4.15%
Median Percent of Selling Price to List Price	95.73%	97.35%	1.69%
Median Days on Market to Sale	28.00	34.00	21.43%
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.

#### 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 **4.15%** in January 2021 to \$138,000 versus the previous year at \$132,500.

#### Median Days on Market Lengthens

The median number of **34.00** days that homes spent on the market before selling increased by 6.00 days or **21.43%** in January 2021 compared to last year's same month at **28.00** DOM.

#### Sales Success for January 2021 is Positive

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

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# January 2021



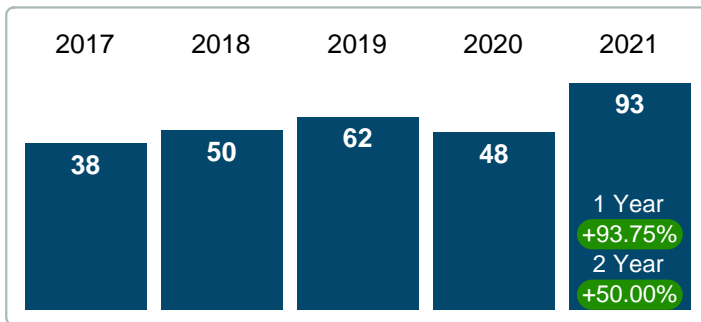
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



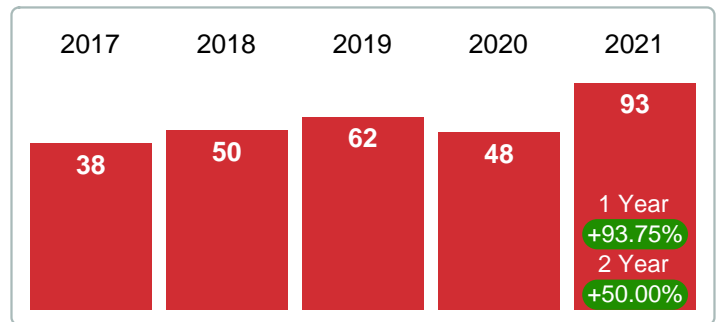
## CLOSED LISTINGS

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

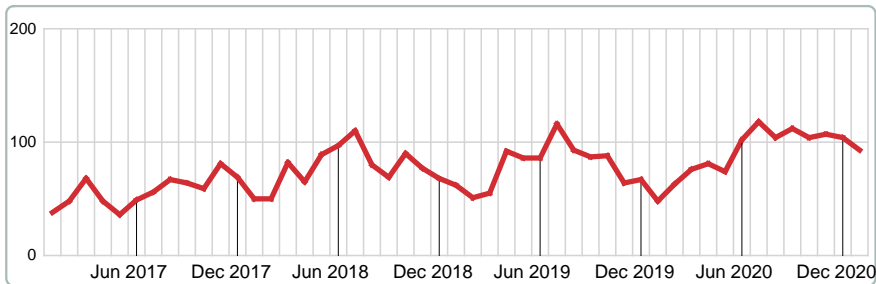
### JANUARY



### YEAR TO DATE (YTD)

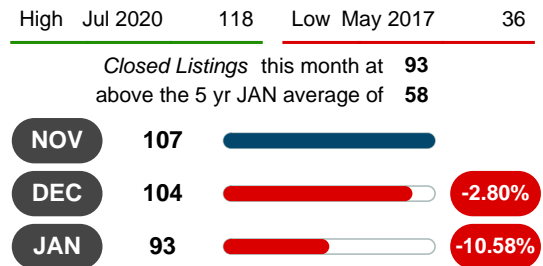


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 58



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.68%	35.0	9	0	0	0
\$30,001 - \$50,000	8	8.60%	30.0	6	1	1	0
\$50,001 - \$90,000	13	13.98%	16.0	10	2	1	0
\$90,001 - \$160,000	27	29.03%	33.0	9	17	1	0
\$160,001 - \$210,000	15	16.13%	1.0	1	10	3	1
\$210,001 - \$290,000	11	11.83%	38.0	1	6	3	1
\$290,001 and up	10	10.75%	67.0	4	1	4	1
<b>Total Closed Units</b>	<b>93</b>			<b>40</b>	<b>37</b>	<b>13</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,054,910</b>	<b>100%</b>	<b>34.0</b>	<b>4.73M</b>	<b>5.96M</b>	<b>3.22M</b>	<b>1.14M</b>
<b>Median Closed Price</b>	<b>\$138,000</b>			<b>\$61,500</b>	<b>\$159,000</b>	<b>\$225,000</b>	<b>\$225,000</b>

# January 2021



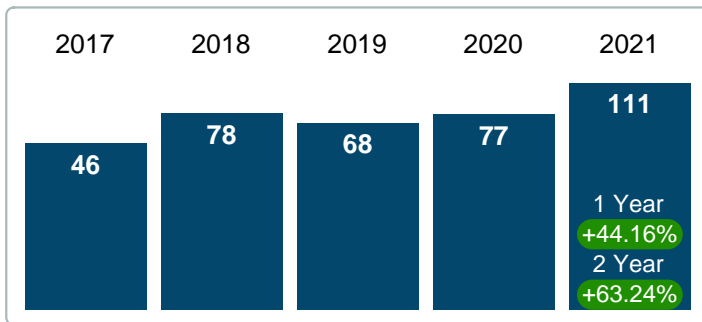
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



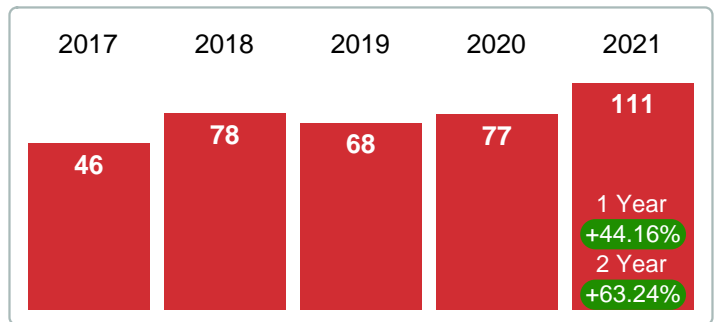
## PENDING LISTINGS

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

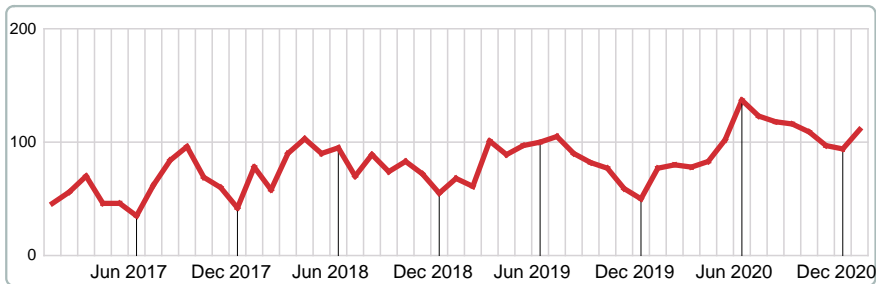
### JANUARY



### YEAR TO DATE (YTD)

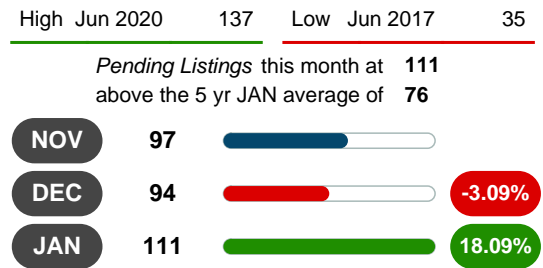


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 76



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.50%	55.0	4	1	0	0
\$25,001 - \$75,000	15	13.51%	54.0	10	4	1	0
\$75,001 - \$125,000	16	14.41%	7.0	10	6	0	0
\$125,001 - \$200,000	33	29.73%	26.0	4	21	6	2
\$200,001 - \$275,000	16	14.41%	35.5	1	7	7	1
\$275,001 - \$425,000	15	13.51%	38.0	6	4	5	0
\$425,001 and up	11	9.91%	23.0	7	3	0	1
<b>Total Pending Units</b>	<b>111</b>			<b>42</b>	<b>46</b>	<b>19</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>25,462,828</b>	<b>100%</b>	<b>26.0</b>	<b>10.06M</b>	<b>9.11M</b>	<b>4.46M</b>	<b>1.83M</b>
<b>Median Listing Price</b>	<b>\$172,500</b>			<b>\$95,950</b>	<b>\$168,650</b>	<b>\$228,500</b>	<b>\$220,000</b>

# January 2021



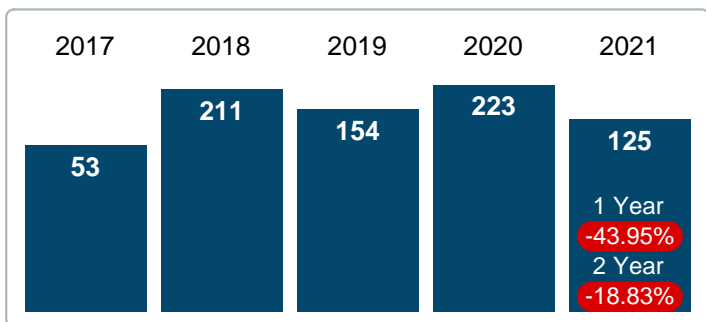
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



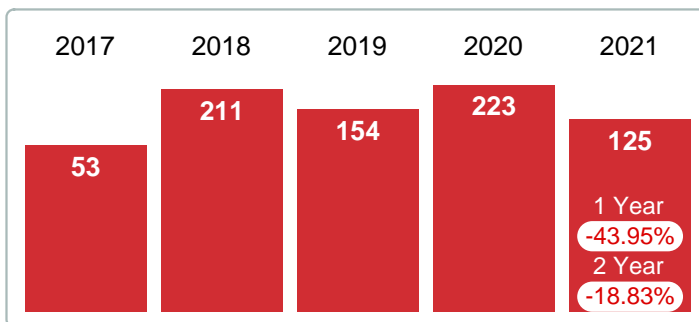
## NEW LISTINGS

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

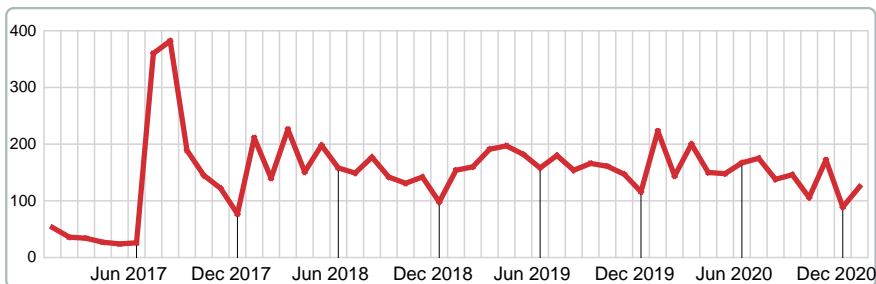
### JANUARY



### YEAR TO DATE (YTD)

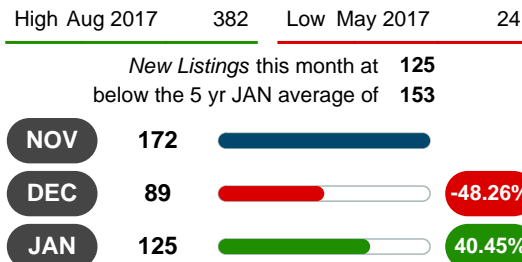


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>125</b>		<b>60</b>	<b>43</b>	<b>16</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>27,368,073</b>	<b>100%</b>	<b>8.82M</b>	<b>9.83M</b>	<b>5.54M</b>	<b>3.17M</b>
<b>Median New Listed Listing Price</b>	<b>\$160,000</b>		<b>\$69,500</b>	<b>\$189,900</b>	<b>\$292,000</b>	<b>\$372,450</b>

# January 2021



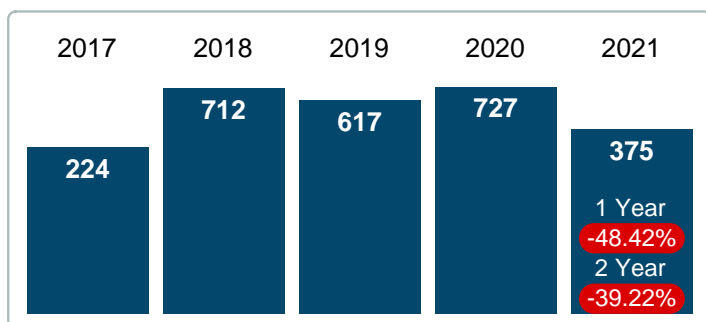
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



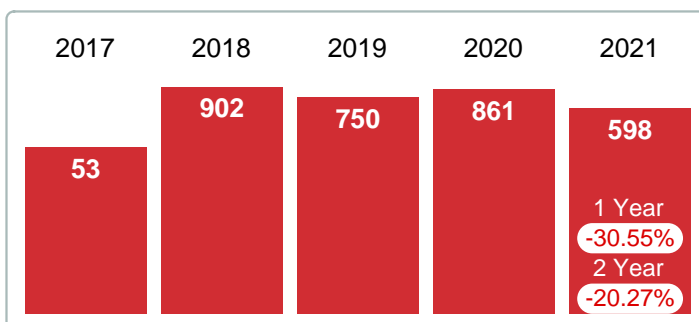
## ACTIVE INVENTORY

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

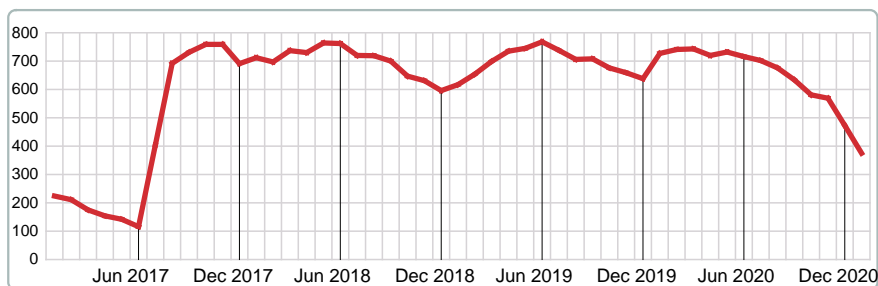
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

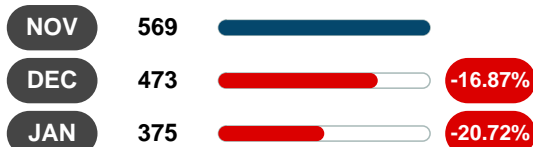


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	22	5.87%	116.0	22	0	0	0
\$20,001 - \$30,000	42	11.20%	76.0	42	0	0	0
\$30,001 - \$80,000	76	20.27%	83.0	67	8	1	0
\$80,001 - \$180,000	97	25.87%	118.0	68	23	5	1
\$180,001 - \$300,000	52	13.87%	81.0	22	22	8	0
\$300,001 - \$550,000	49	13.07%	99.0	26	7	11	5
\$550,001 and up	37	9.87%	128.0	18	6	5	8
<b>Total Active Inventory by Units</b>	<b>375</b>			<b>265</b>	<b>66</b>	<b>30</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>91,978,798</b>	<b>100%</b>	<b>89.0</b>	<b>44.83M</b>	<b>17.35M</b>	<b>15.71M</b>	<b>14.10M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$125,000</b>			<b>\$84,000</b>	<b>\$189,450</b>	<b>\$319,500</b>	<b>\$592,000</b>

# January 2021



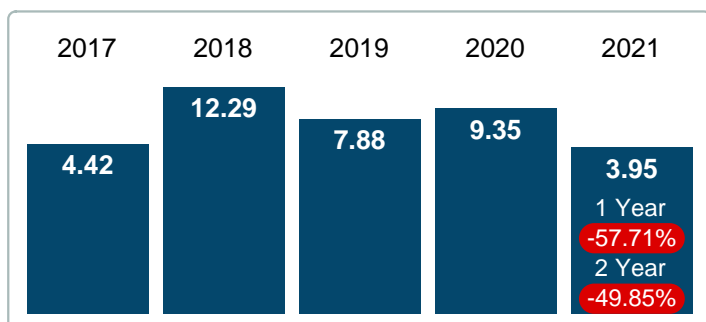
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



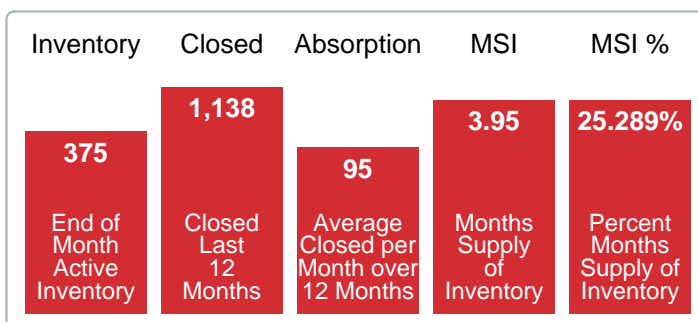
## MONTHS SUPPLY of INVENTORY (MSI)

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

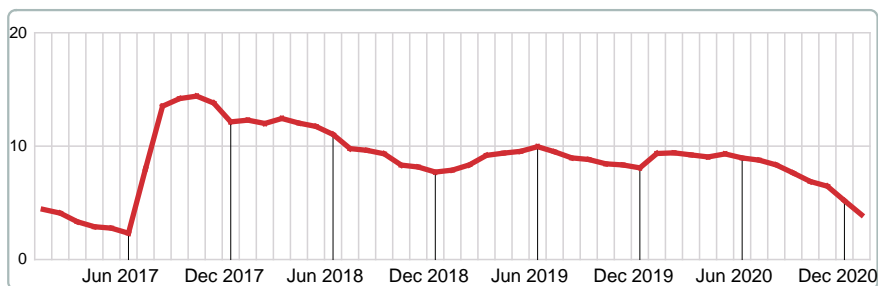
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

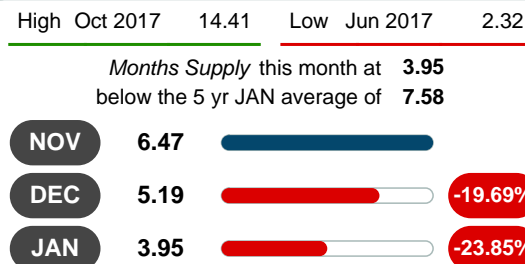


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



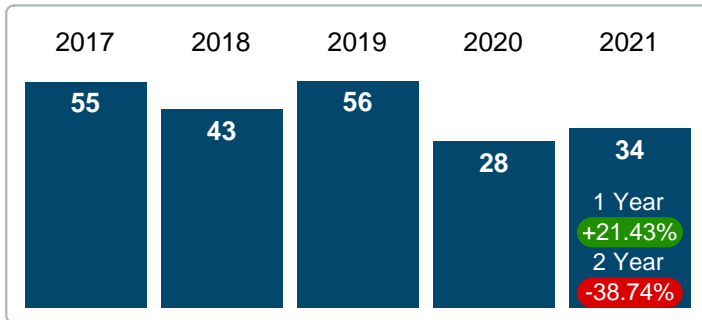
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



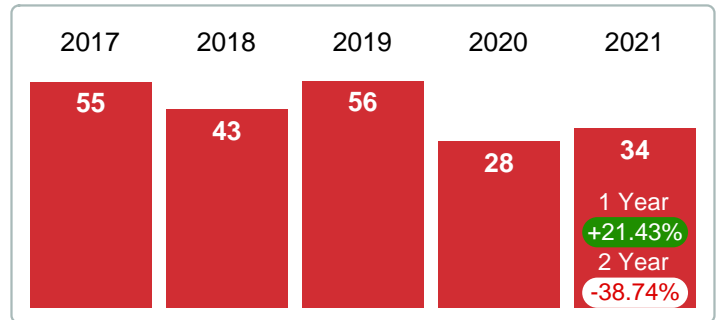
## MEDIAN DAYS ON MARKET TO SALE

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

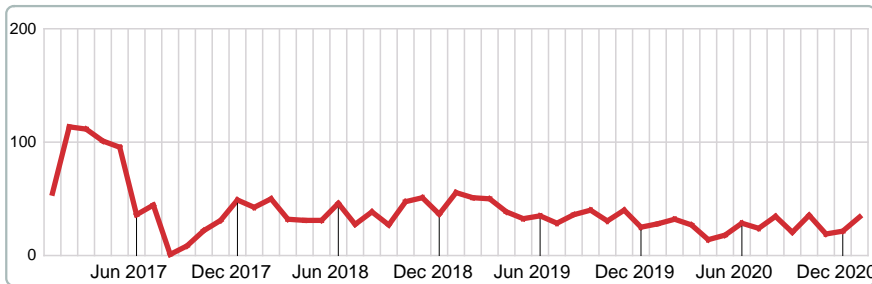
### JANUARY



### YEAR TO DATE (YTD)

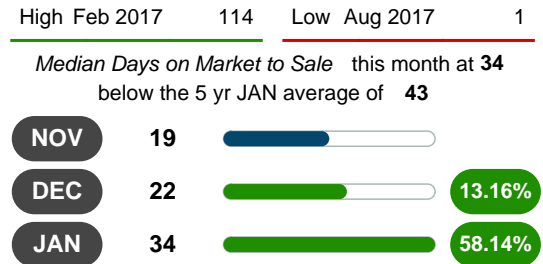


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 43



### 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
\$30,000 and less	9.68%	35	35	0	0	0
\$30,001 - \$50,000	8.60%	30	30	194	3	0
\$50,001 - \$90,000	13.98%	16	38	9	1	0
\$90,001 - \$160,000	29.03%	33	15	35	137	0
\$160,001 - \$210,000	16.13%	1	181	1	1	58
\$210,001 - \$290,000	11.83%	38	38	12	96	42
\$290,001 and up	10.75%	67	54	161	83	67
Median Closed DOM		34	39	13	34	58
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



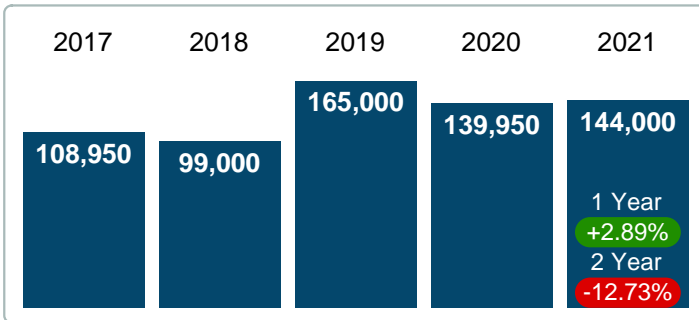
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



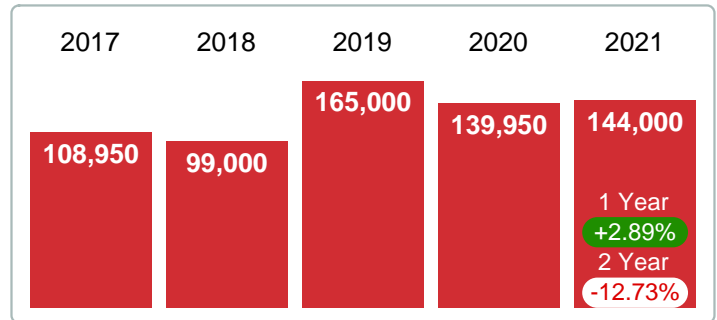
## MEDIAN LIST PRICE AT CLOSING

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

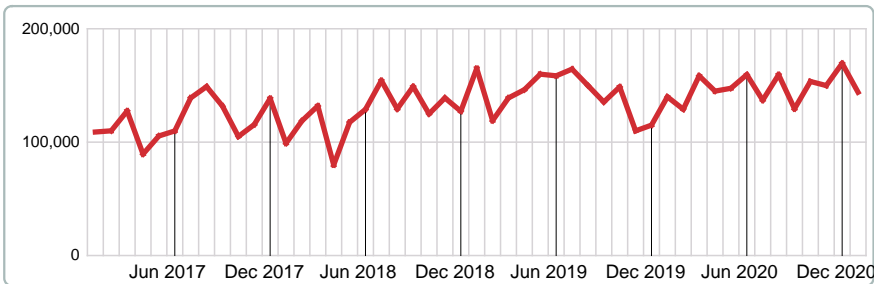
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

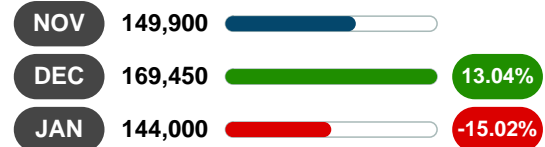


### 3 MONTHS

5 year JAN AVG = 131,380

High Dec 2020 169,450 Low Apr 2018 79,900

Median List Price at Closing this month at **144,000**  
above the 5 yr JAN average of **131,380**



### 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
\$30,000 and less	6	6.45%	23,000	23,000	0	0	0
\$30,001 - \$50,000	9	9.68%	40,000	40,000	40,000	43,000	0
\$50,001 - \$90,000	13	13.98%	60,000	60,000	58,950	79,000	0
\$90,001 - \$160,000	27	29.03%	125,000	125,000	125,000	108,000	0
\$160,001 - \$210,000	16	17.20%	181,000	199,000	181,250	174,500	0
\$210,001 - \$290,000	10	10.75%	230,875	233,750	228,000	237,500	232,500
\$290,001 and up	12	12.90%	391,760	401,760	362,000	375,000	798,000
Median List Price			144,000	67,250	162,500	225,000	240,000
Total Closed Units		100%	144,000	40	37	13	3
Total Closed Volume			15,807,099	4.99M	6.17M	3.38M	1.26M



# January 2021



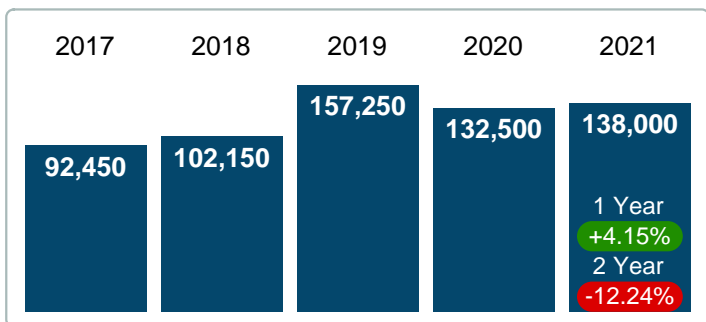
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



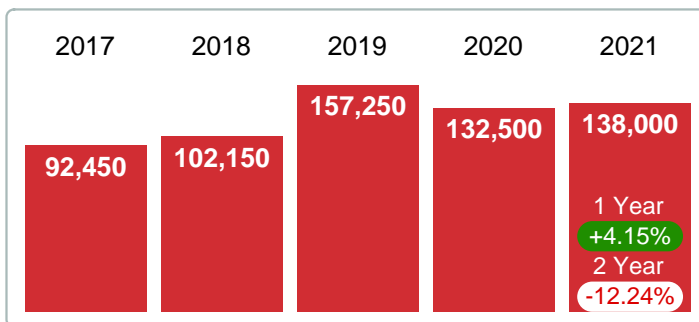
## MEDIAN SOLD PRICE AT CLOSING

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

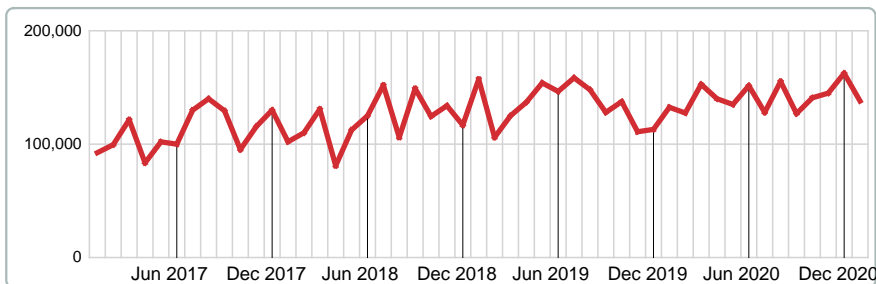
### JANUARY



### YEAR TO DATE (YTD)

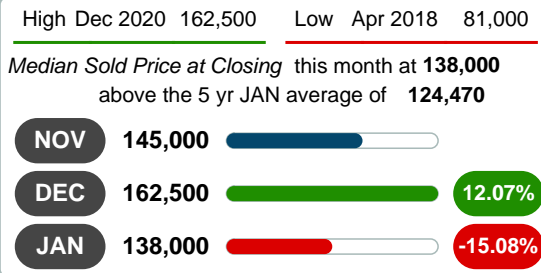


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 124,470



### 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
\$30,000 and less	9	9.68%	22,000	22,000	0	0	0
\$30,001 - \$50,000	8	8.60%	45,000	45,000	32,500	43,500	0
\$50,001 - \$90,000	13	13.98%	60,000	61,500	54,200	79,000	0
\$90,001 - \$160,000	27	29.03%	124,900	122,000	132,500	99,000	0
\$160,001 - \$210,000	15	16.13%	187,000	190,000	181,250	174,500	205,000
\$210,001 - \$290,000	11	11.83%	228,000	220,000	236,500	250,000	225,000
\$290,001 and up	10	10.75%	372,500	367,500	360,000	357,500	710,000
Median Sold Price			138,000	61,500	159,000	225,000	225,000
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



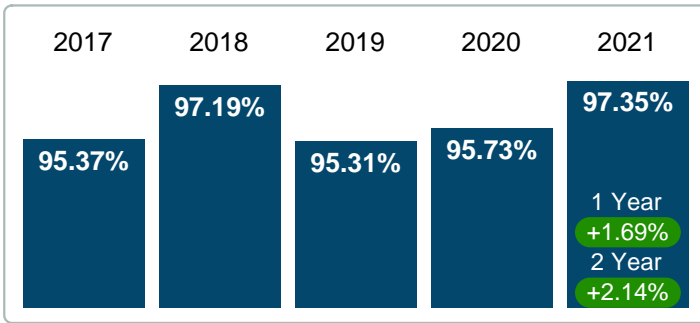
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



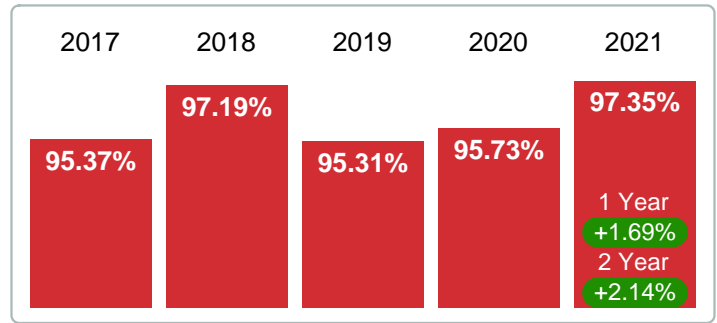
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

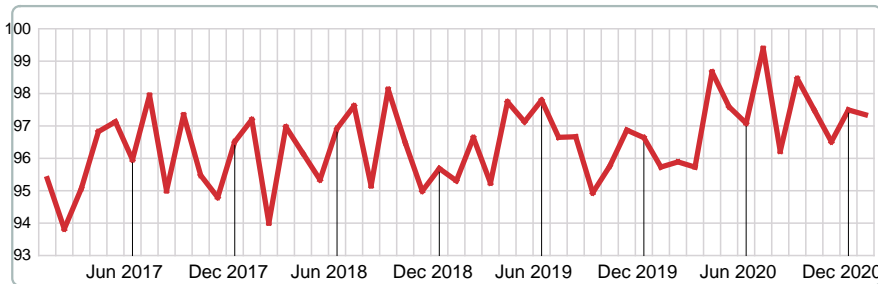
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

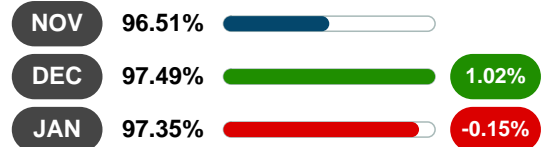


### 3 MONTHS

5 year JAN AVG = 96.19%

High Jul 2020 99.39% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **97.35%**  
above the 5 yr JAN average of **96.19%**



### 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
\$30,000 and less	<b>9</b>	9.68%	89.58%	89.58%	0.00%	0.00%	0.00%
\$30,001 \$50,000	<b>8</b>	8.60%	96.25%	96.25%	81.25%	101.16%	0.00%
\$50,001 \$90,000	<b>13</b>	13.98%	95.20%	95.01%	92.69%	100.00%	0.00%
\$90,001 \$160,000	<b>27</b>	29.03%	97.71%	100.00%	97.71%	91.67%	0.00%
\$160,001 \$210,000	<b>15</b>	16.13%	100.00%	95.48%	100.00%	100.00%	85.42%
\$210,001 \$290,000	<b>11</b>	11.83%	100.00%	94.12%	99.43%	100.00%	100.00%
\$290,001 and up	<b>10</b>	10.75%	91.00%	91.18%	90.00%	94.08%	88.97%
Median Sold/List Ratio		97.35%		94.25%	98.78%	100.00%	88.97%
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



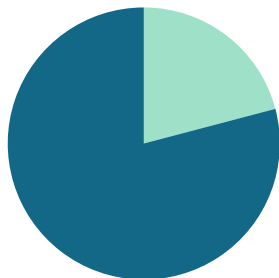
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

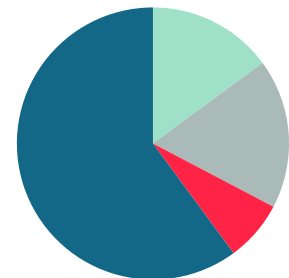


**Inventory**  
 New Listings  
**125 = 20.90%**  
 Start Inventory  
**473**  
 Total Inventory Units  
**598**  
 Volume  
**\$141,770,918**

### 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%
Median List Price	139,950	144,000	2.89%	139,950	144,000	2.89%
Median Sale Price	132,500	138,000	4.15%	132,500	138,000	4.15%
Median Percent of Selling Price to List Price	95.73%	97.35%	1.69%	95.73%	97.35%	1.69%
Median Days on Market to Sale	28.00	34.00	21.43%	28.00	34.00	21.43%
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

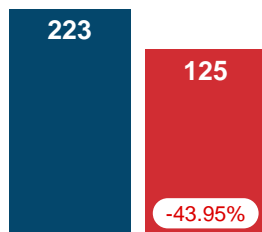
**Inventory** on January 31, 2021 = **375**

**2020** **2021**

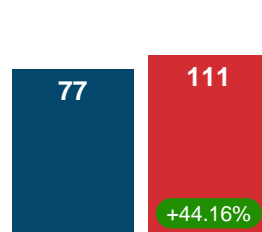
### JANUARY MARKET

### MEDIAN PRICES

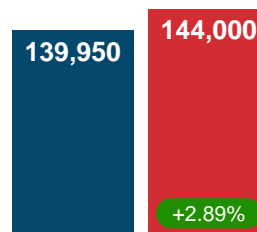
#### New Listings



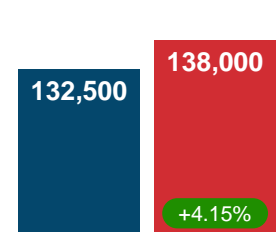
#### Pending Listings



#### List Price



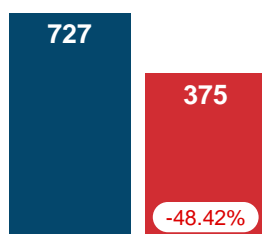
#### Sale Price



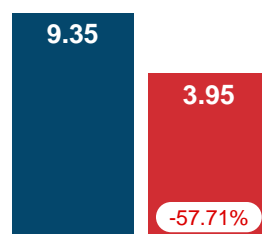
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

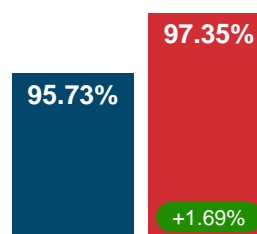
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

