

# July 2021



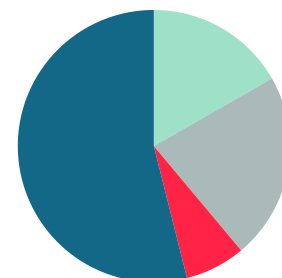
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	118	126	6.78%
Pending Listings	122	167	36.89%
New Listings	175	204	16.57%
Average List Price	161,144	221,742	37.61%
Average Sale Price	154,054	212,638	38.03%
Average Percent of Selling Price to List Price	96.23%	95.95%	-0.29%
Average Days on Market to Sale	44.66	33.21	-25.63%
End of Month Inventory	711	406	-42.90%
Months Supply of Inventory	8.88	3.98	-55.13%



■ Closed (16.73%)  
■ Pending (22.18%)  
■ Other OffMarket (7.17%)  
■ Active (53.92%)

**Absorption:** Last 12 months, an Average of **102** Sales/Month  
**Active Inventory** as of July 31, 2021 = **406**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **42.90%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 102 closed sales per month. This represents an unsold inventory index of **3.98** 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 **38.03%** in July 2021 to \$212,638 versus the previous year at \$154,054.

#### Average Days on Market Shortens

The average number of **33.21** days that homes spent on the market before selling decreased by 11.45 days or **25.63%** in July 2021 compared to last year's same month at **44.66** DOM.

#### Sales Success for July 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 204 New Listings in July 2021, up **16.57%** from last year at 175. Furthermore, there were 126 Closed Listings this month versus last year at 118, a **6.78%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, down from previous year's, July 2020, at **67.4%**, a **8.40%** 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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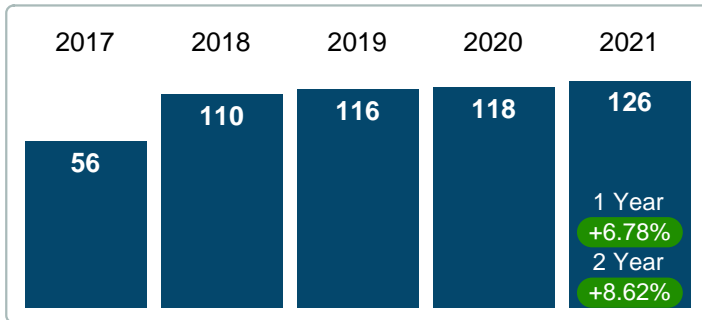
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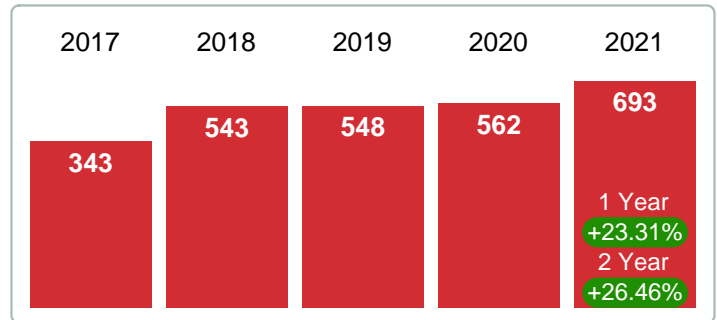
## CLOSED LISTINGS

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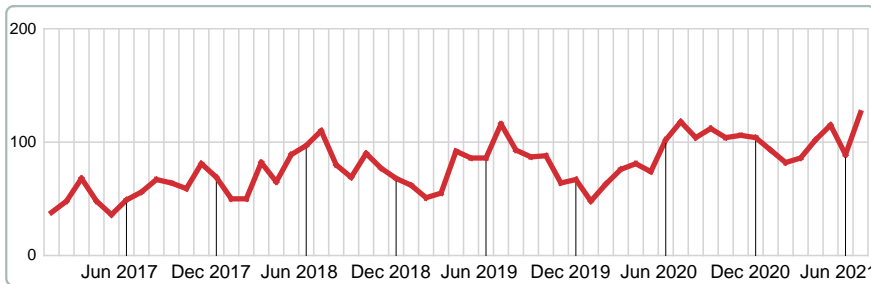
### JULY



### YEAR TO DATE (YTD)

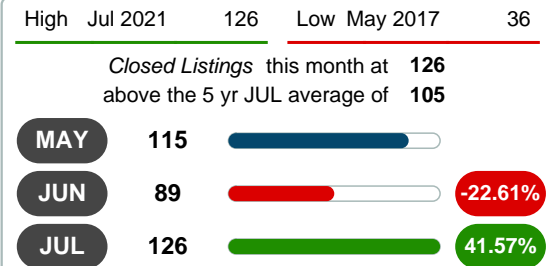


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 105



### 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	8	6.35%	68.8	6	2	0	0
\$25,001 - \$100,000	19	15.08%	61.3	11	7	1	0
\$100,001 - \$150,000	18	14.29%	41.9	13	3	1	1
\$150,001 - \$200,000	25	19.84%	7.9	3	18	4	0
\$200,001 - \$250,000	23	18.25%	29.8	1	17	5	0
\$250,001 - \$375,000	20	15.87%	17.9	1	8	9	2
\$375,001 and up	13	10.32%	36.5	7	3	2	1
<b>Total Closed Units</b>	<b>126</b>			<b>42</b>	<b>58</b>	<b>22</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>26,792,358</b>	<b>100%</b>	<b>33.2</b>	<b>7.25M</b>	<b>12.31M</b>	<b>5.94M</b>	<b>1.29M</b>
<b>Average Closed Price</b>	<b>\$212,638</b>			<b>\$172,630</b>	<b>\$212,187</b>	<b>\$270,006</b>	<b>\$323,725</b>

# July 2021



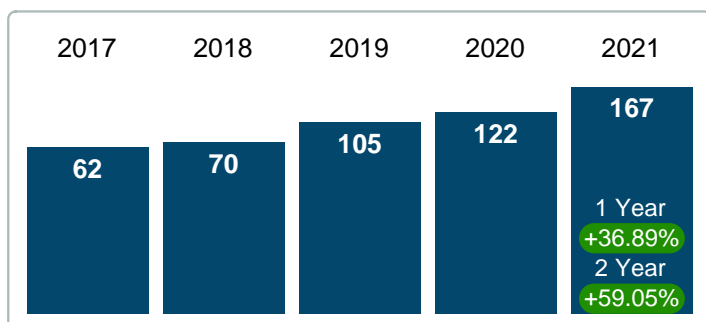
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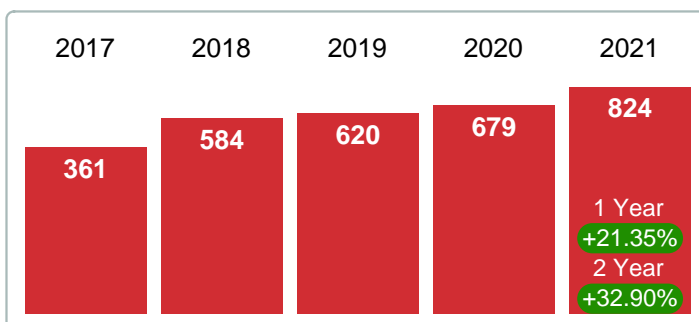
## PENDING LISTINGS

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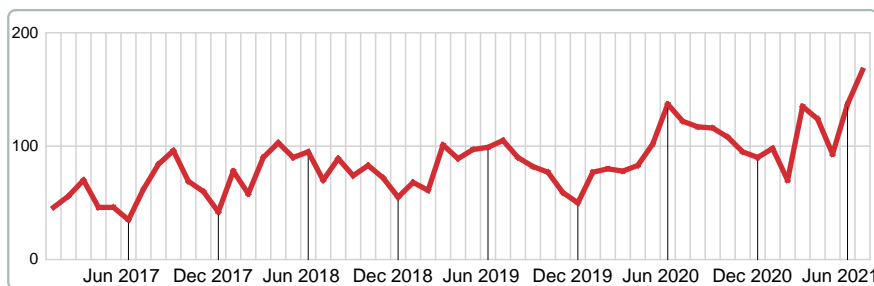
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

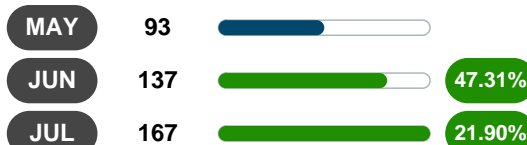


### 3 MONTHS

5 year JUL AVG = 105

High Jul 2021 167 Low Jun 2017 35

Pending Listings this month at 167 above the 5 yr JUL average of 105



### 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	9	5.39%	67.9	9	0	0	0
\$25,001 - \$75,000	26	15.57%	57.5	25	1	0	0
\$75,001 - \$125,000	18	10.78%	58.4	13	4	1	0
\$125,001 - \$200,000	40	23.95%	33.2	6	27	6	1
\$200,001 - \$250,000	32	19.16%	33.2	3	23	6	0
\$250,001 - \$425,000	26	15.57%	31.1	2	12	10	2
\$425,001 and up	16	9.58%	95.0	5	8	3	0
<b>Total Pending Units</b>	<b>167</b>			<b>63</b>	<b>75</b>	<b>26</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>35,447,320</b>	<b>100%</b>	<b>11.4</b>	<b>8.86M</b>	<b>18.67M</b>	<b>7.16M</b>	<b>763.41K</b>
<b>Average Listing Price</b>	<b>\$281,895</b>			<b>\$140,652</b>	<b>\$248,894</b>	<b>\$275,222</b>	<b>\$254,470</b>

# July 2021



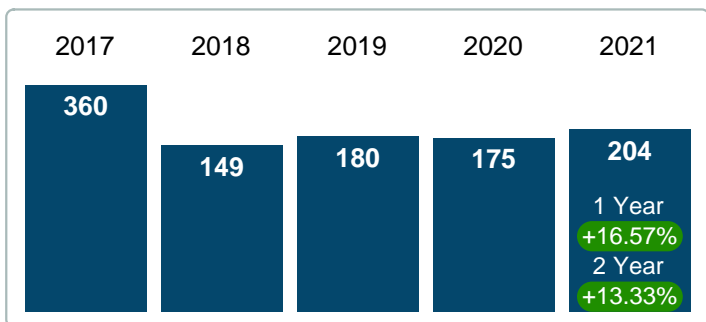
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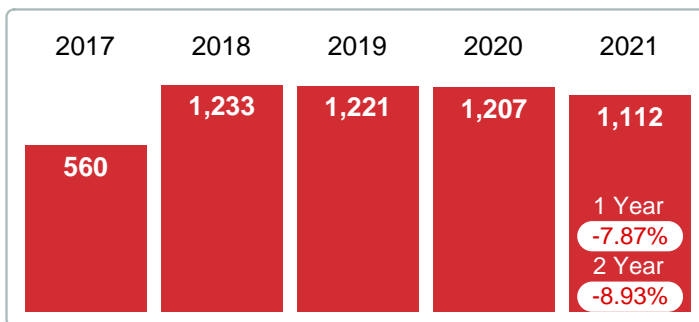
## NEW LISTINGS

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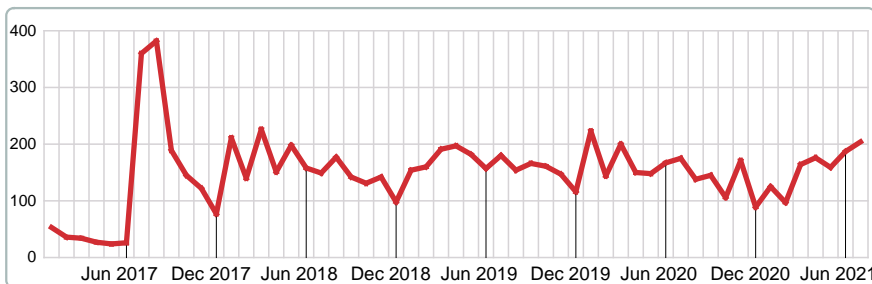
### JULY



### YEAR TO DATE (YTD)

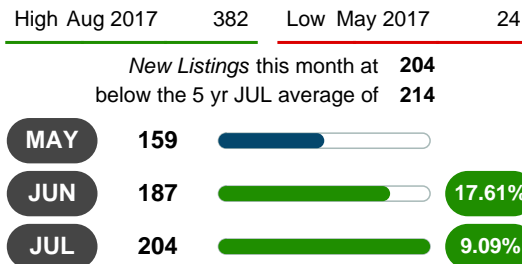


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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	4	1.96%	4	0	0	0
\$25,001 - \$75,000	37	18.14%	37	0	0	0
\$75,001 - \$125,000	24	11.76%	15	9	0	0
\$125,001 - \$225,000	58	28.43%	15	40	2	1
\$225,001 - \$325,000	35	17.16%	6	20	9	0
\$325,001 - \$675,000	26	12.75%	9	7	10	0
\$675,001 and up	20	9.80%	10	5	3	2
<b>Total New Listed Units</b>	<b>204</b>		<b>96</b>	<b>81</b>	<b>24</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>68,556,418</b>	<b>100%</b>	<b>27.68M</b>	<b>23.95M</b>	<b>11.35M</b>	<b>5.58M</b>
<b>Average New Listed Listing Price</b>	<b>\$321,412</b>		<b>\$288,343</b>	<b>\$295,652</b>	<b>\$473,030</b>	<b>\$1,858,333</b>

# July 2021



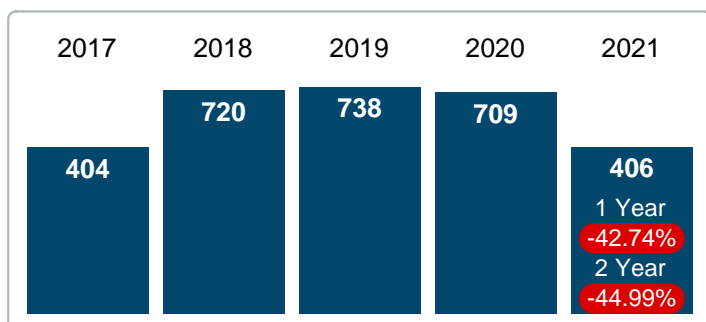
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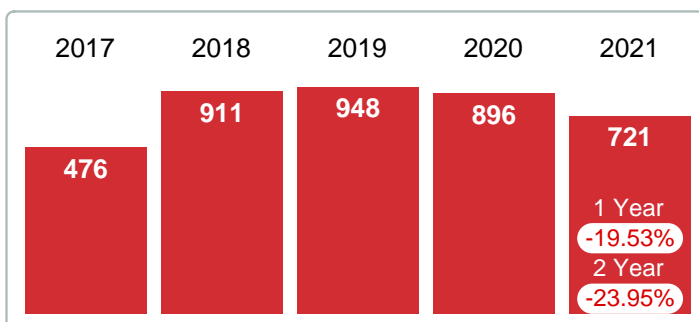
## ACTIVE INVENTORY

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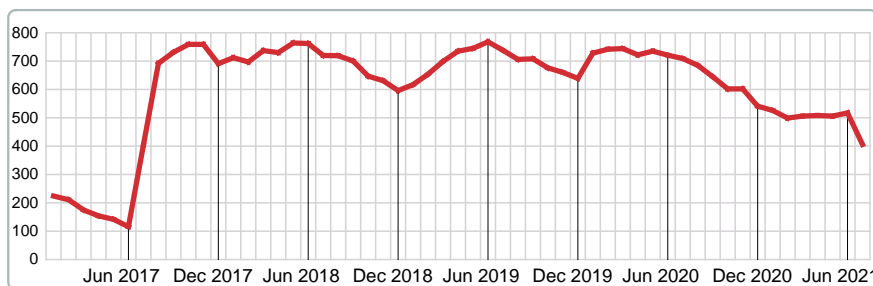
### END OF JULY



### ACTIVE DURING JULY

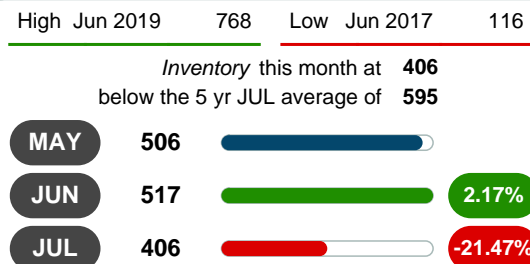


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 595



## 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	21	5.17%	122.3	21	0	0	0
\$25,001 - \$50,000	63	15.52%	193.0	62	1	0	0
\$50,001 - \$125,000	63	15.52%	60.4	50	11	2	0
\$125,001 - \$275,000	107	26.35%	83.6	58	40	8	1
\$275,001 - \$425,000	60	14.78%	77.9	31	15	12	2
\$425,001 - \$800,000	53	13.05%	74.3	30	14	7	2
\$800,001 and up	39	9.61%	93.0	18	9	7	5
<b>Total Active Inventory by Units</b>	<b>406</b>			<b>270</b>	<b>90</b>	<b>36</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>154,669,646</b>	<b>100%</b>	<b>97.8</b>	<b>80.71M</b>	<b>38.05M</b>	<b>20.83M</b>	<b>15.08M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$380,960</b>			<b>\$298,911</b>	<b>\$422,810</b>	<b>\$578,638</b>	<b>\$1,507,970</b>

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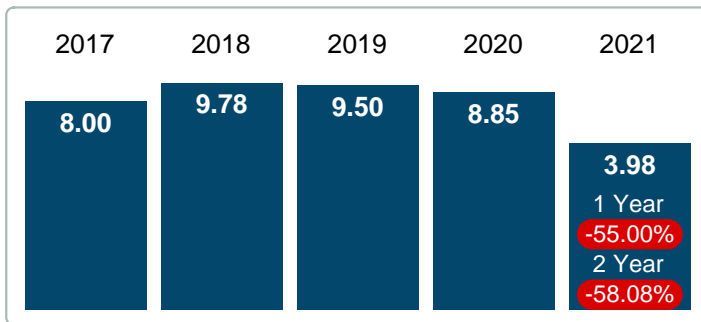
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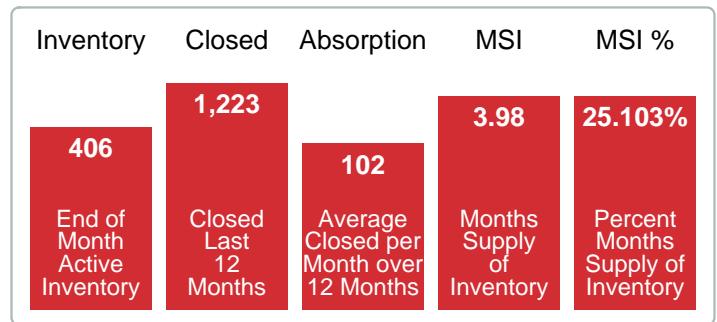
## MONTHS SUPPLY of INVENTORY (MSI)

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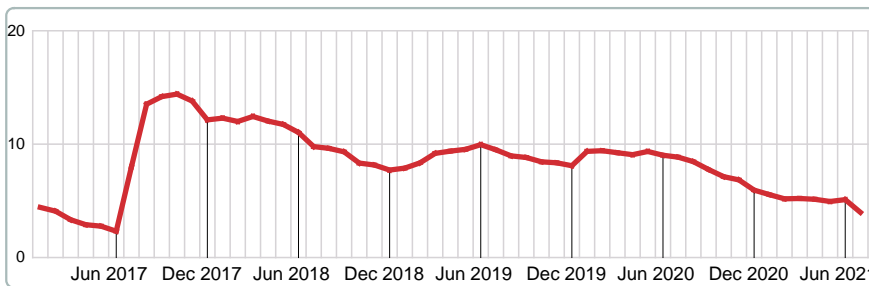
### MSI FOR JULY



### INDICATORS FOR JULY 2021

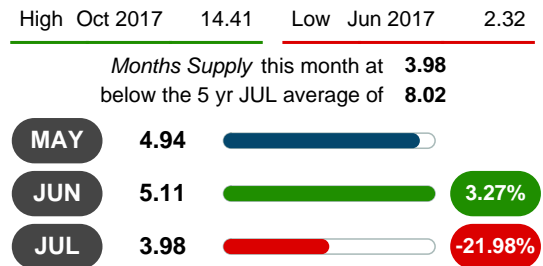


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 8.02



### 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	21	5.17%	3.04	3.27	0.00	0.00	0.00
\$25,001 - \$50,000	63	15.52%	5.52	6.20	0.86	0.00	0.00
\$50,001 - \$125,000	63	15.52%	2.67	3.82	1.18	1.71	0.00
\$125,001 - \$275,000	107	26.35%	2.53	8.00	1.44	1.30	0.92
\$275,001 - \$425,000	60	14.78%	5.45	14.31	3.27	3.51	2.40
\$425,001 - \$800,000	53	13.05%	9.64	15.65	10.50	6.00	1.85
\$800,001 and up	39	9.61%	33.43	30.86	54.00	42.00	20.00
Market Supply of Inventory (MSI)			3.98	6.52	2.01	2.90	3.08
Total Active Inventory by Units		100%	3.98	270	90	36	10

# July 2021



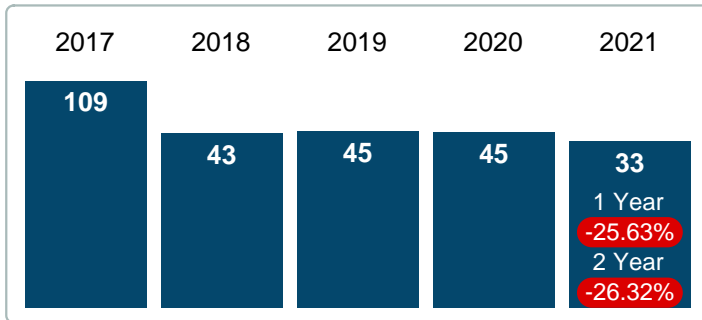
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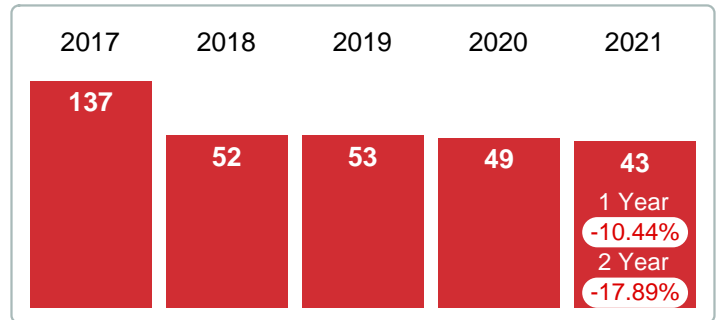
## AVERAGE DAYS ON MARKET TO SALE

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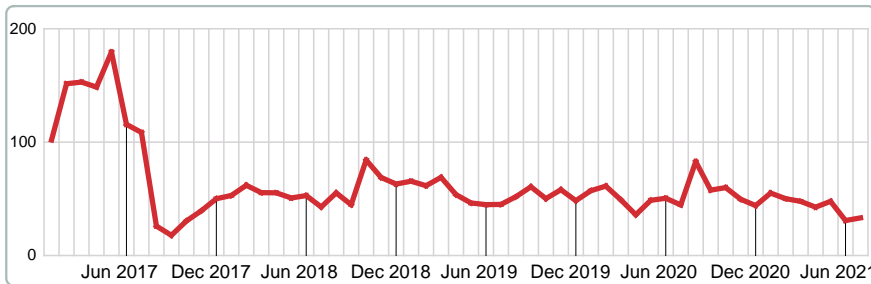
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 55

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 33 below the 5 yr JUL average of 55



### 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	6.35%	69	91	4	0	
\$25,001 - \$100,000	19	15.08%	61	80	14	180	
\$100,001 - \$150,000	18	14.29%	42	54	8	25	
\$150,001 - \$200,000	25	19.84%	8	37	4	6	
\$200,001 - \$250,000	23	18.25%	30	132	21	38	
\$250,001 - \$375,000	20	15.87%	18	59	13	21	
\$375,001 and up	13	10.32%	37	57	22	3	
Average Closed DOM		33		67	13	28	
Total Closed Units		126	100%	33	42	58	22
Total Closed Volume		26,792,358			7.25M	12.31M	5.94M



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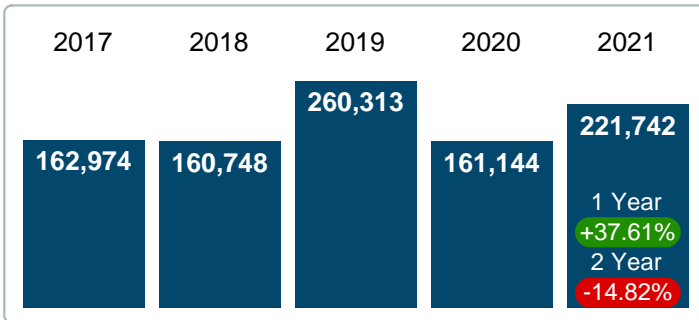
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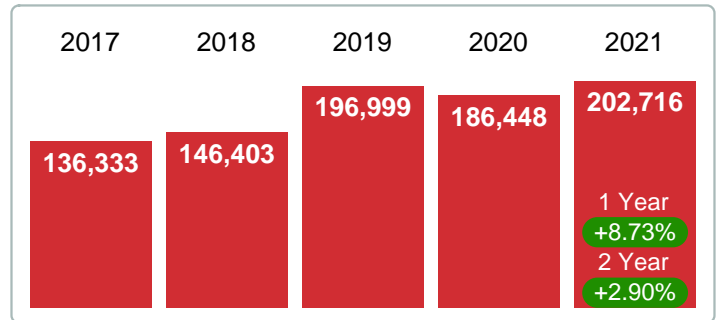
## AVERAGE LIST PRICE AT CLOSING

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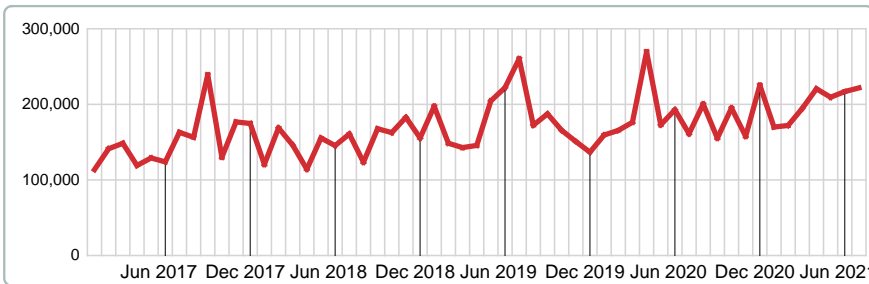
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

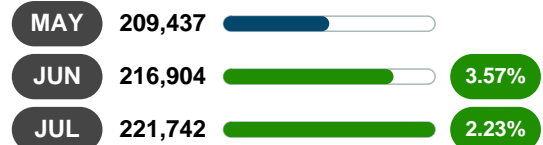


### 3 MONTHS

5 year JUL AVG = 193,384

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

Average List Price at Closing this month at **221,742**  
above the 5 yr JUL average of **193,384**



### 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	6.35%	14,225	10,633	25,000	0	
\$25,001 - \$100,000	18	14.29%	58,222	49,727	78,000	80,000	
\$100,001 - \$150,000	18	14.29%	130,400	131,838	139,467	139,900	
\$150,001 - \$200,000	23	18.25%	185,669	175,833	191,211	194,049	
\$200,001 - \$250,000	24	19.05%	223,225	225,000	222,986	244,109	
\$250,001 - \$375,000	21	16.67%	298,425	330,000	304,313	303,782	
\$375,001 and up	14	11.11%	609,696	636,836	652,667	567,500	
<b>Average List Price</b>		<b>221,742</b>		<b>187,263</b>	<b>217,922</b>	<b>276,622</b>	<b>337,325</b>
<b>Total Closed Units</b>		<b>126</b>	<b>100%</b>	<b>221,742</b>	<b>42</b>	<b>58</b>	<b>22</b>
<b>Total Closed Volume</b>		<b>27,939,475</b>			<b>7.87M</b>	<b>12.64M</b>	<b>6.09M</b>



# July 2021



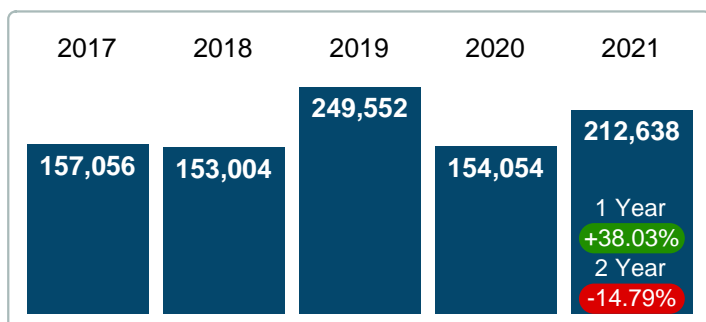
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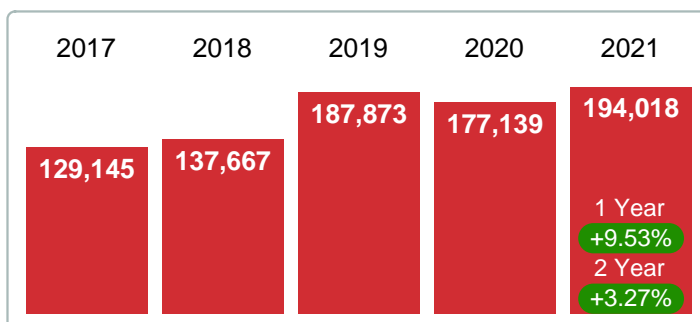
## AVERAGE SOLD PRICE AT CLOSING

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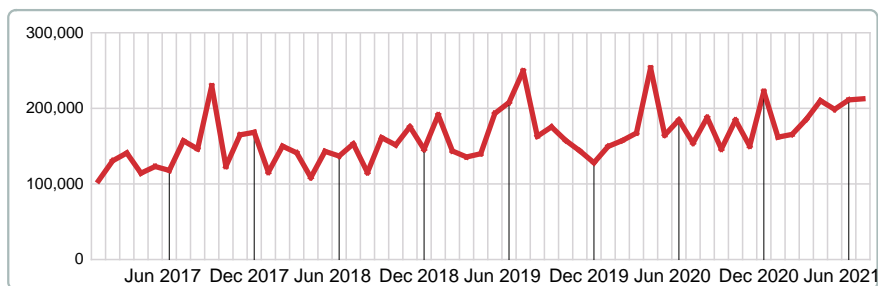
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

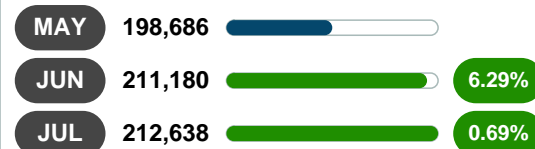


### 3 MONTHS

5 year JUL AVG = 185,261

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

Average Sold Price at Closing this month at **212,638** above the 5 yr JUL average of **185,261**



### 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	6.35%	13,488	10,483	22,500	0	0
\$25,001 - \$100,000	15.08%	54,887	45,614	65,871	80,000	0
\$100,001 - \$150,000	14.29%	127,867	125,554	136,500	130,000	129,900
\$150,001 - \$200,000	19.84%	183,976	167,667	185,894	187,574	0
\$200,001 - \$250,000	18.25%	222,577	210,000	219,849	234,369	0
\$250,001 - \$375,000	15.87%	299,713	310,000	295,781	299,778	310,000
\$375,001 and up	10.32%	586,700	575,800	647,167	555,000	545,000
<b>Average Sold Price</b>		<b>212,638</b>	<b>172,630</b>	<b>212,187</b>	<b>270,006</b>	<b>323,725</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>126</b>	<b>42</b>	<b>58</b>	<b>22</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>26,792,358</b>	<b>7.25M</b>	<b>12.31M</b>	<b>5.94M</b>	<b>1.29M</b>

# July 2021



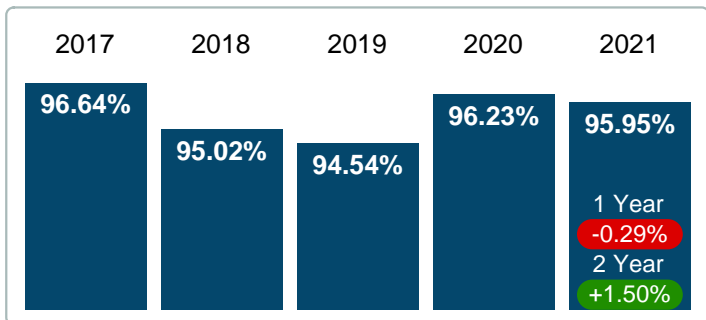
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



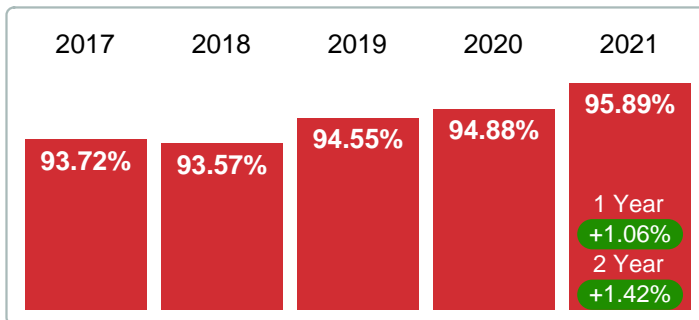
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

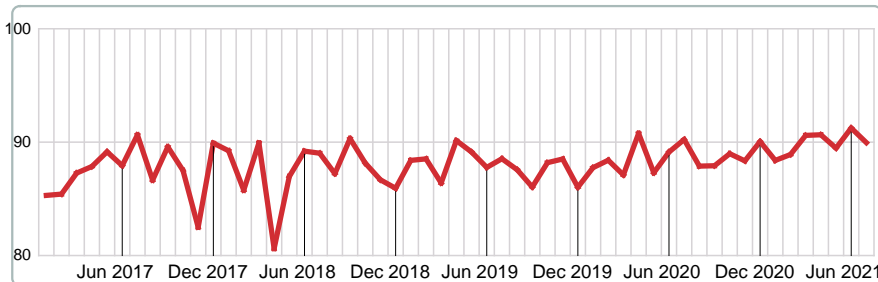
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

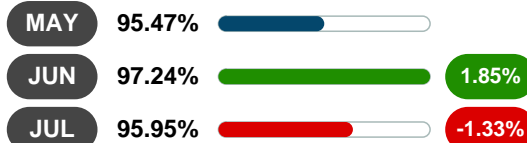


### 3 MONTHS

5 year JUL AVG = 95.68%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **95.95%** equal to 5 yr JUL average of **95.68%**



### 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	8	6.35%	96.83%	99.11%	90.00%	0.00%	0.00%
\$25,001 - \$100,000	19	15.08%	90.97%	94.24%	84.54%	100.00%	0.00%
\$100,001 - \$150,000	18	14.29%	96.02%	95.55%	97.78%	92.92%	100.00%
\$150,001 - \$200,000	25	19.84%	97.09%	95.25%	97.41%	97.02%	0.00%
\$200,001 - \$250,000	23	18.25%	97.96%	93.33%	98.64%	96.54%	0.00%
\$250,001 - \$375,000	20	15.87%	98.07%	93.94%	97.78%	98.74%	98.24%
\$375,001 and up	13	10.32%	93.61%	90.28%	98.66%	98.30%	92.39%
Average Sold/List Ratio		96.00%		94.73%	96.10%	97.68%	97.22%
Total Closed Units	126	100%	96.00%	42	58	22	4
Total Closed Volume	26,792,358			7.25M	12.31M	5.94M	1.29M

# July 2021



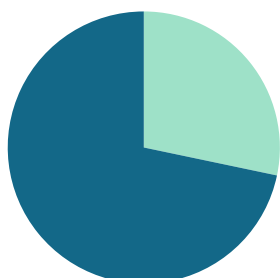
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

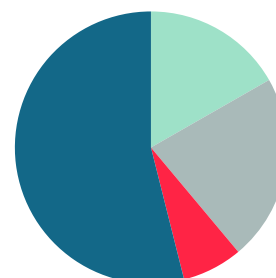


**Inventory**  
 New Listings  
**204 = 28.29%**  
 Start Inventory  
**517**  
 Total Inventory Units  
**721**  
 Volume  
**\$223,115,731**

### Market Activity

Closed Sales  
**126 = 16.73%**  
 Pending Sales  
**167 = 22.18%**  
 Other Off Market  
**54 = 7.17%**  
 Active Inventory  
**406 = 53.92%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	118	126	6.78%	562	693	23.31%
Pending Sales	122	167	36.89%	679	824	21.35%
New Listings	175	204	16.57%	1,207	1,112	-7.87%
Average List Price	161,144	221,742	37.61%	186,448	202,716	8.73%
Average Sale Price	154,054	212,638	38.03%	177,139	194,018	9.53%
Average Percent of Selling Price to List Price	96.23%	95.95%	-0.29%	94.88%	95.89%	1.06%
Average Days on Market to Sale	44.66	33.21	-25.63%	48.53	43.47	-10.44%
Monthly Inventory	711	406	-42.90%	711	406	-42.90%
Months Supply of Inventory	8.88	3.98	-55.13%	8.88	3.98	-55.13%

**Absorption:** Last 12 months, an Average of **102** Sales/Month

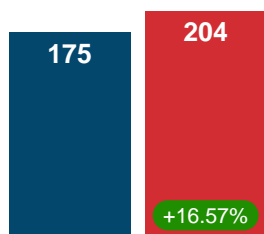
**Inventory** on July 31, 2021 = **406**

**2020** **2021**

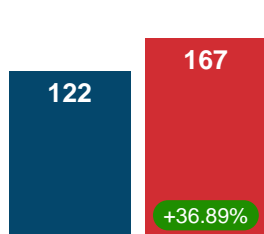
### JULY MARKET

### AVERAGE PRICES

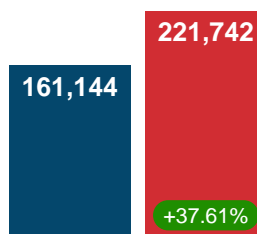
#### New Listings



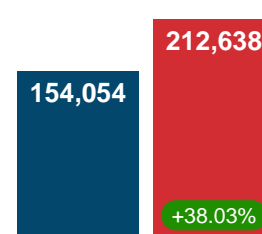
#### Pending Listings



#### List Price



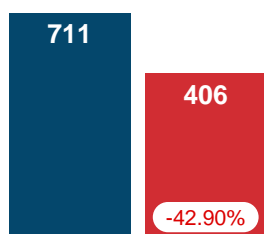
#### Sale Price



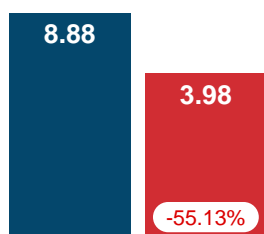
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

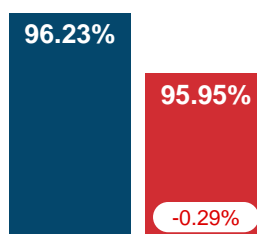
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

