

June 2021



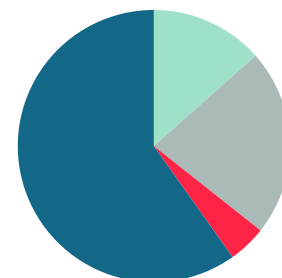
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	102	89	-12.75%
Pending Listings	137	147	7.30%
New Listings	167	187	11.98%
Average List Price	192,781	216,904	12.51%
Average Sale Price	184,750	211,180	14.31%
Average Percent of Selling Price to List Price	95.13%	97.24%	2.22%
Average Days on Market to Sale	50.51	30.85	-38.92%
End of Month Inventory	721	396	-45.08%
Months Supply of Inventory	9.02	3.91	-56.65%



■ Closed (13.44%)
■ Pending (22.21%)
■ Other OffMarket (4.53%)
■ Active (59.82%)

Absorption: Last 12 months, an Average of **101** Sales/Month
Active Inventory as of June 30, 2021 = **396**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **45.08%** to 396 existing homes available for sale. Over the last 12 months this area has had an average of 101 closed sales per month. This represents an unsold inventory index of **3.91** 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 **14.31%** in June 2021 to \$211,180 versus the previous year at \$184,750.

Average Days on Market Shortens

The average number of **30.85** days that homes spent on the market before selling decreased by 19.66 days or **38.92%** in June 2021 compared to last year's same month at **50.51** DOM.

Sales Success for June 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 187 New Listings in June 2021, up **11.98%** from last year at 167. Furthermore, there were 89 Closed Listings this month versus last year at 102, a **-12.75%** decrease.

Closed versus Listed trends yielded a **47.6%** ratio, down from previous year's, June 2020, at **61.1%**, a **22.08%** downswing. 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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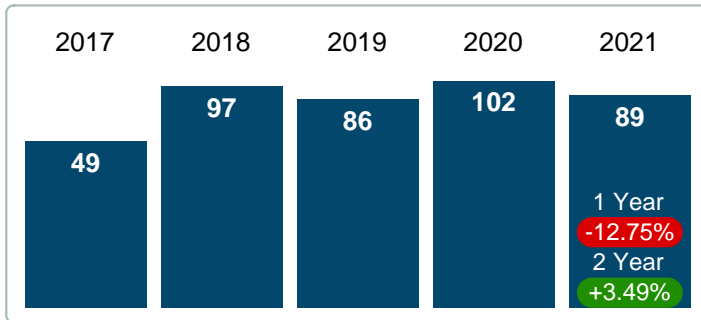
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



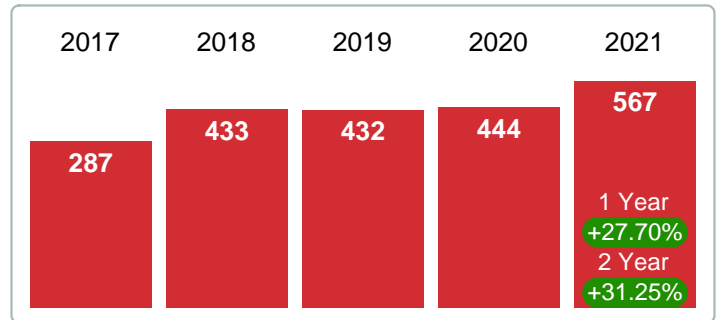
CLOSED LISTINGS

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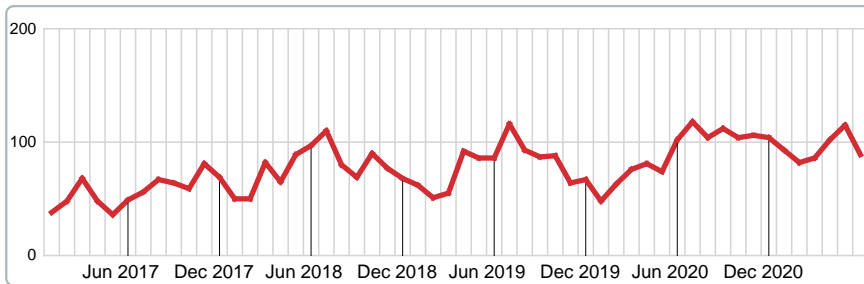
JUNE



YEAR TO DATE (YTD)

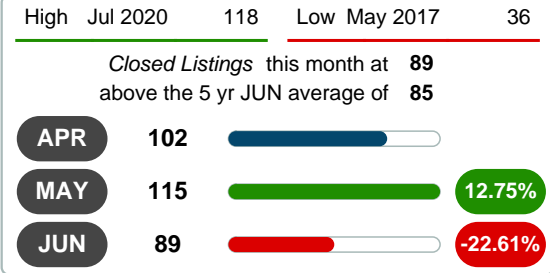


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 85



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	6.74%	50.3	6	0	0	0
\$25,001 - \$50,000	6	6.74%	105.7	6	0	0	0
\$50,001 - \$125,000	21	23.60%	19.3	15	6	0	0
\$125,001 - \$175,000	19	21.35%	21.2	6	11	1	1
\$175,001 - \$250,000	16	17.98%	21.0	2	11	2	1
\$250,001 - \$425,000	12	13.48%	27.3	4	5	3	0
\$425,001 and up	9	10.11%	37.6	4	2	2	1
Total Closed Units	89			43	35	8	3
Total Closed Volume	18,795,060	100%	30.9	7.91M	7.50M	2.59M	794.50K
Average Closed Price	\$211,180			\$184,015	\$214,343	\$323,238	\$264,833

June 2021



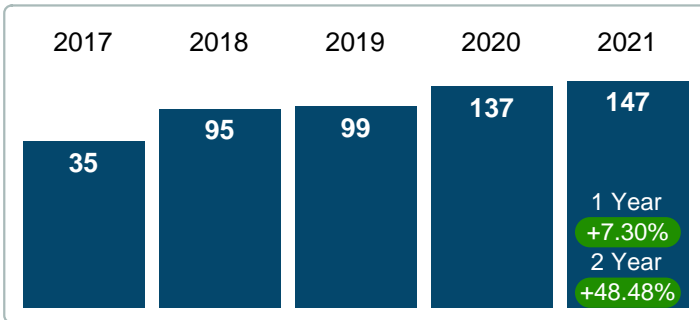
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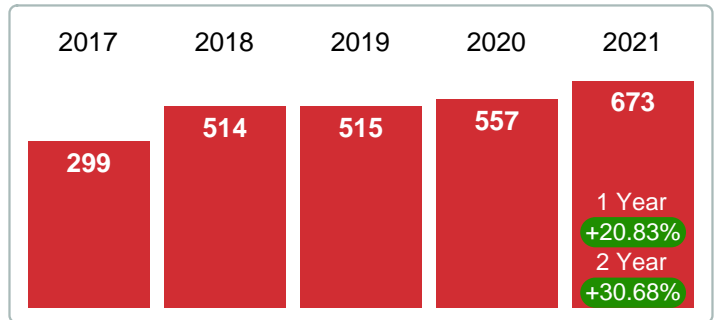
PENDING LISTINGS

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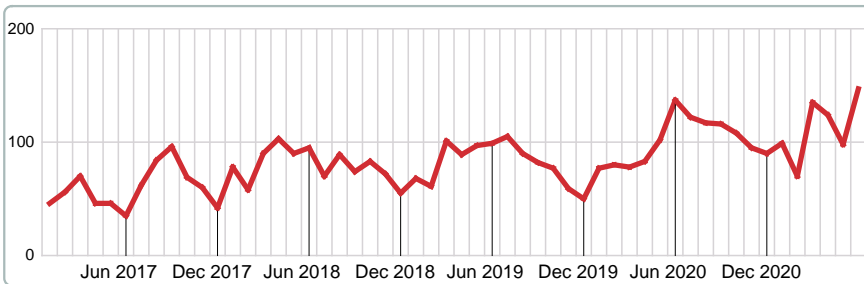
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

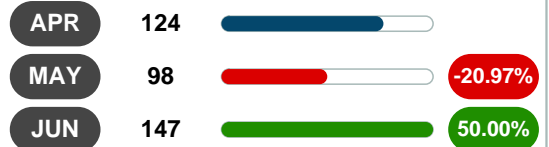


3 MONTHS

5 year JUN AVG = 103

High Jun 2021 147 Low Jun 2017 35

Pending Listings this month at 147
above the 5 yr JUN average of 103



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	6.12%	74.1	7	2	0	0
\$25,001 - \$50,000	19	12.93%	23.4	18	1	0	0
\$50,001 - \$125,000	27	18.37%	32.4	19	8	0	0
\$125,001 - \$200,000	33	22.45%	19.1	13	17	3	0
\$200,001 - \$250,000	22	14.97%	24.7	4	16	2	0
\$250,001 - \$375,000	21	14.29%	21.2	2	8	9	2
\$375,001 and up	16	10.88%	63.6	9	2	3	2
Total Pending Units	147			72	54	17	4
Total Pending Volume	30,371,404	100%	40.9	12.62M	11.05M	4.99M	1.71M
Average Listing Price	\$261,974			\$175,285	\$204,699	\$293,374	\$427,450

June 2021



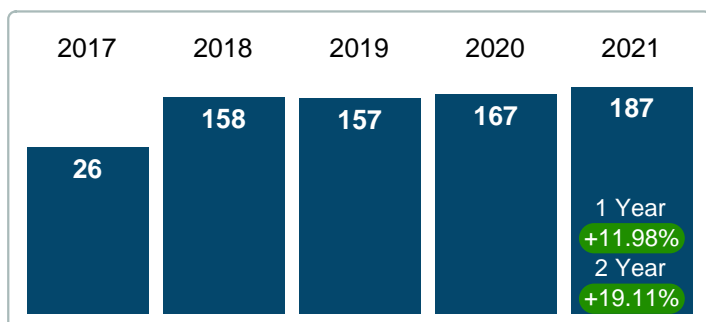
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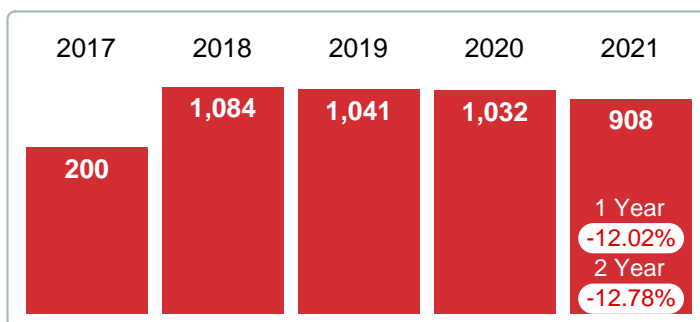
NEW LISTINGS

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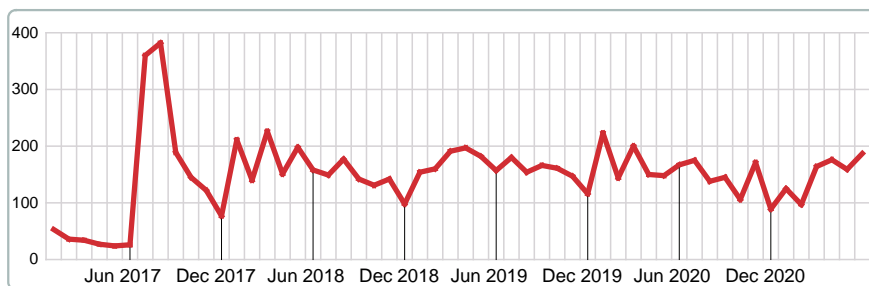
JUNE



YEAR TO DATE (YTD)

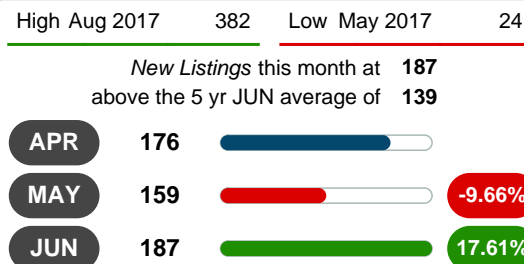


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 139



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	5	2.67%	4	1	0	0
\$25,001 - \$75,000	34	18.18%	32	2	0	0
\$75,001 - \$150,000	28	14.97%	15	9	4	0
\$150,001 - \$225,000	47	25.13%	14	28	5	0
\$225,001 - \$275,000	20	10.70%	4	9	7	0
\$275,001 - \$450,000	35	18.72%	7	14	11	3
\$450,001 and up	18	9.63%	10	3	5	0
Total New Listed Units	187		86	66	32	3
Total New Listed Volume	47,793,353	100%	16.46M	19.72M	10.66M	949.80K
Average New Listed Listing Price	\$310,729		\$191,414	\$298,824	\$333,110	\$316,600

June 2021



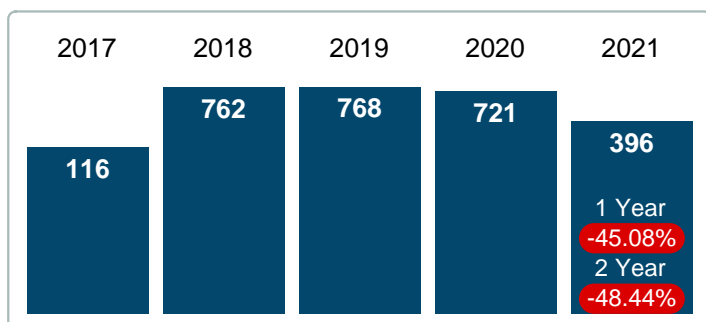
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



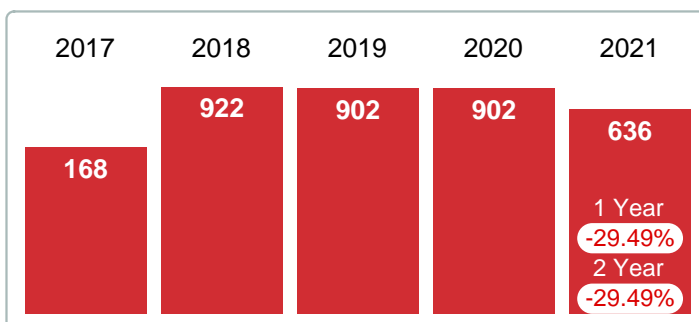
ACTIVE INVENTORY

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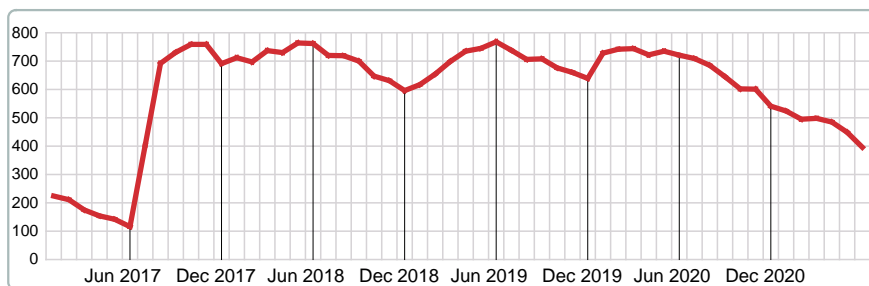
END OF JUNE



ACTIVE DURING JUNE

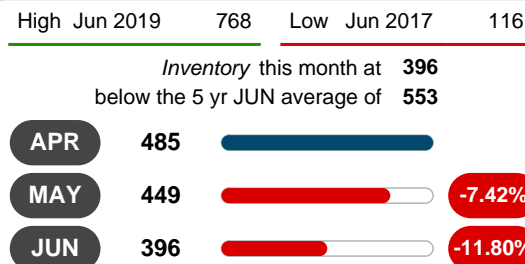


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 553



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	8.33%	110.9	31	2	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	97	24.49%	146.1	92	4	1	0
\$100,001 - \$225,000	101	25.51%	94.9	63	27	11	0
\$225,001 - \$375,000	78	19.70%	73.0	34	26	15	3
\$375,001 - \$625,000	45	11.36%	80.6	24	14	6	1
\$625,001 and up	42	10.61%	112.7	20	11	8	3
Total Active Inventory by Units	396			264	84	41	7
Total Active Inventory by Volume	126,359,954	100%	104.7	64.87M	32.93M	20.36M	8.20M
Average Active Inventory Listing Price	\$319,091			\$245,726	\$392,075	\$496,479	\$1,171,187

June 2021



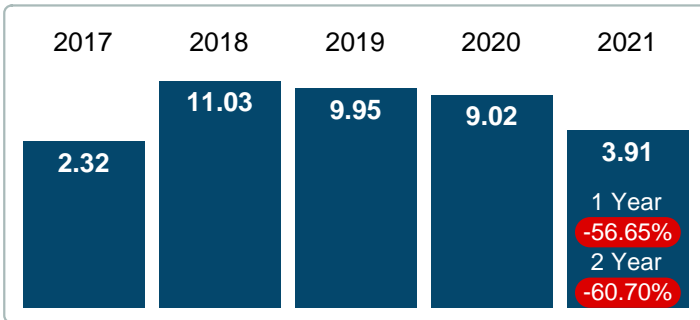
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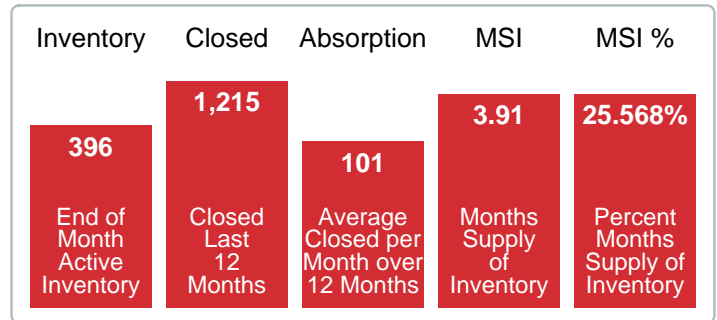
MONTHS SUPPLY of INVENTORY (MSI)

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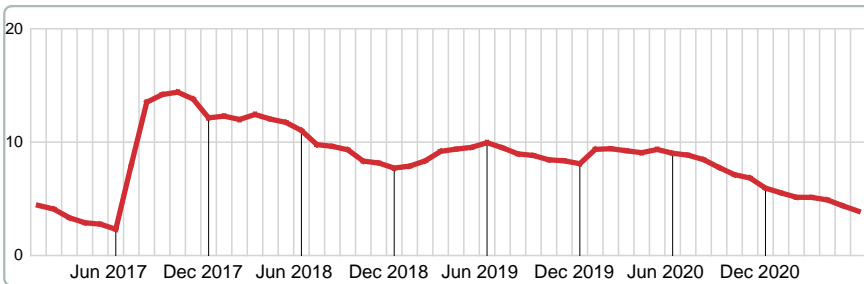
MSI FOR JUNE



INDICATORS FOR JUNE 2021

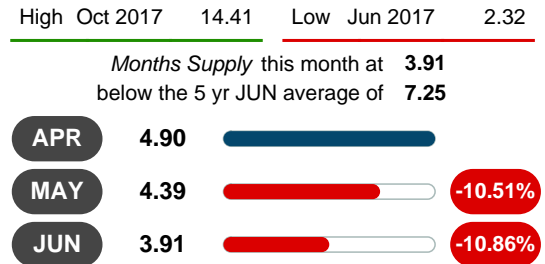


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.25



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	33	8.33%	4.55	4.54	6.00	0.00	0.00
\$25,001 - \$25,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$25,001 - \$100,000	97	24.49%	3.46	4.58	0.61	0.75	0.00
\$100,001 - \$225,000	101	25.51%	2.49	6.75	1.03	2.69	0.00
\$225,001 - \$375,000	78	19.70%	4.54	10.46	2.89	3.60	4.00
\$375,001 - \$625,000	45	11.36%	7.83	18.00	8.84	3.43	0.92
\$625,001 and up	42	10.61%	16.26	18.46	26.40	16.00	5.14
Market Supply of Inventory (MSI)	3.91			6.30	1.90	3.44	2.21
Total Active Inventory by Units	396	100%	3.91	264	84	41	7

June 2021



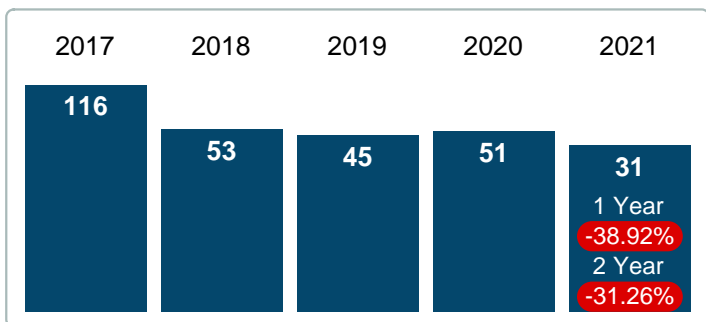
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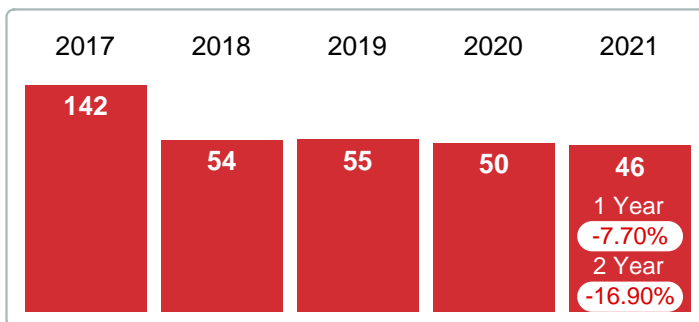
AVERAGE DAYS ON MARKET TO SALE

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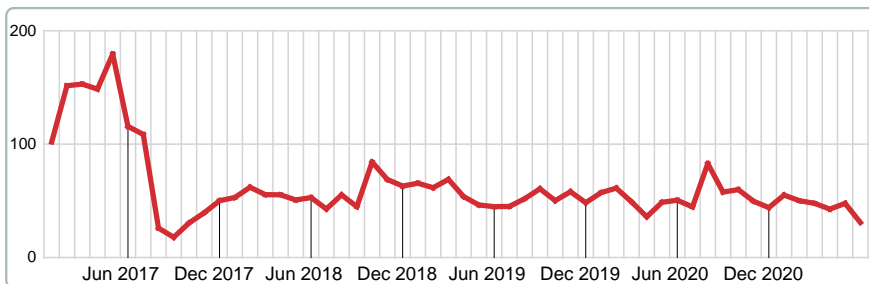
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

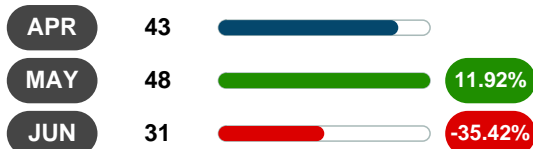


3 MONTHS

5 year JUN AVG = 59

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 31 below the 5 yr JUN average of 59



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	6.74%	50	50	0	0	0
\$25,001 - \$50,000	6.74%	106	106	0	0	0
\$50,001 - \$125,000	23.60%	19	23	10	0	0
\$125,001 - \$175,000	21.35%	21	48	9	13	4
\$175,001 - \$250,000	17.98%	21	87	14	3	4
\$250,001 - \$425,000	13.48%	27	27	16	48	0
\$425,001 and up	10.11%	38	61	20	22	11
Average Closed DOM		31	49	12	26	6
Total Closed Units	100%	89	43	35	8	3
Total Closed Volume		18,795,060	7.91M	7.50M	2.59M	794.50K

June 2021



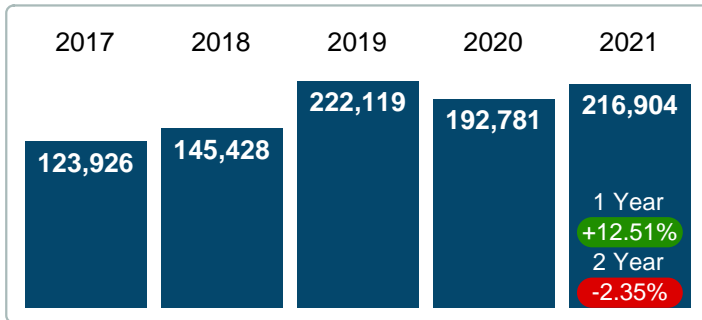
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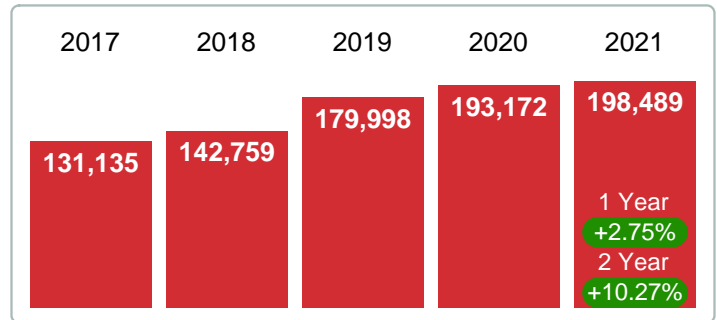
AVERAGE LIST PRICE AT CLOSING

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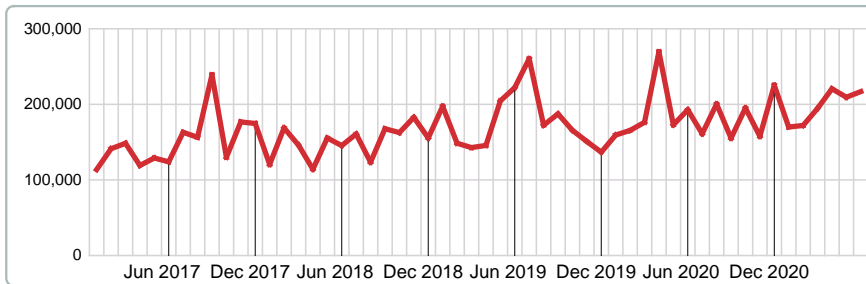
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

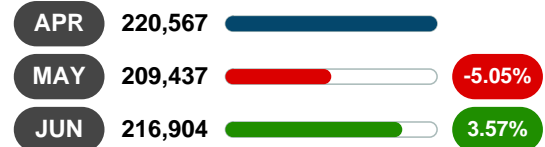


3 MONTHS

5 year JUN AVG = 180,231

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

Average List Price at Closing this month at **216,904**
above the 5 yr JUN average of **180,231**



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	5.62%	12,750	15,275	0	0	0
\$25,001 - \$50,000	7.87%	33,200	34,083	0	0	0
\$50,001 - \$125,000	21.35%	88,589	92,553	91,983	0	0
\$125,001 - \$175,000	21.35%	154,800	179,783	156,864	139,900	149,998
\$175,001 - \$250,000	19.10%	208,157	182,500	219,887	192,000	214,500
\$250,001 - \$425,000	14.61%	305,393	321,676	298,980	311,667	0
\$425,001 and up	10.11%	763,900	954,550	703,500	574,950	500,000
Average List Price		216,904	191,466	217,087	326,100	288,166
Total Closed Units	100%	216,904	43	35	8	3
Total Closed Volume		19,304,412	8.23M	7.60M	2.61M	864.50K

June 2021



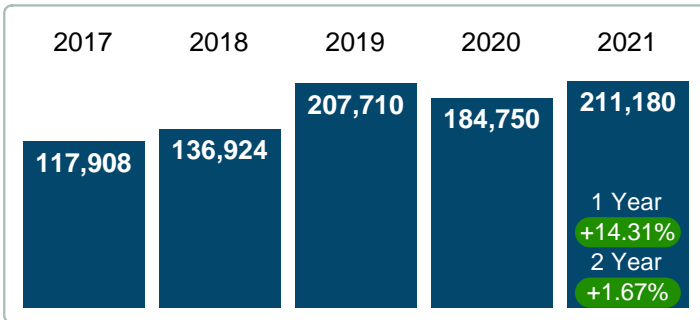
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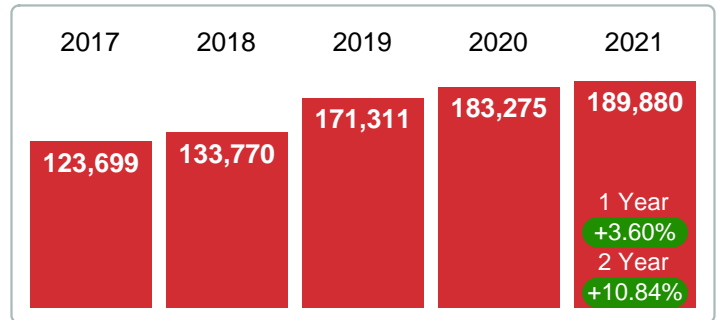
AVERAGE SOLD PRICE AT CLOSING

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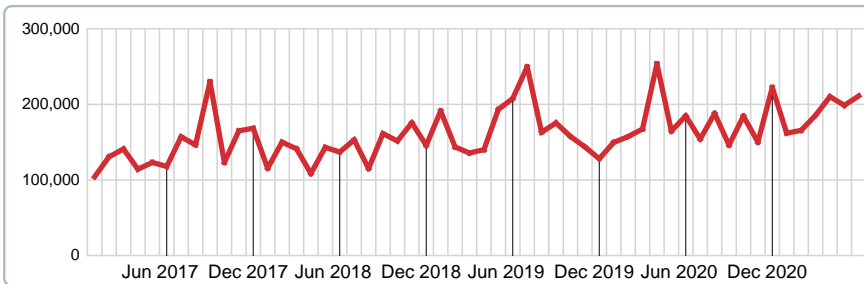
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

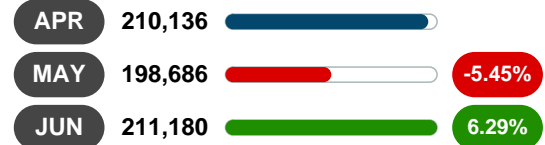


3 MONTHS

5 year JUN AVG = 171,695

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

Average Sold Price at Closing this month at **211,180** above the 5 yr JUN average of **171,695**



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	6.74%	14,208	14,208	0	0	0
\$25,001 - \$50,000	6.74%	32,000	32,000	0	0	0
\$50,001 - \$125,000	23.60%	87,629	87,413	88,167	0	0
\$125,001 - \$175,000	21.35%	160,397	168,650	158,705	139,900	149,998
\$175,001 - \$250,000	17.98%	211,991	185,000	220,306	192,000	214,500
\$250,001 - \$425,000	13.48%	305,808	311,575	298,280	310,667	0
\$425,001 and up	10.11%	729,833	924,000	656,250	565,000	430,000
Average Sold Price		211,180	184,015	214,343	323,238	264,833
Total Closed Units	100%	211,180	43	35	8	3
Total Closed Volume		18,795,060	7.91M	7.50M	2.59M	794.50K

June 2021



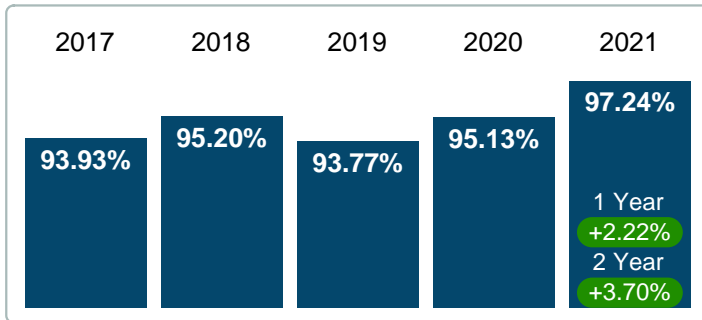
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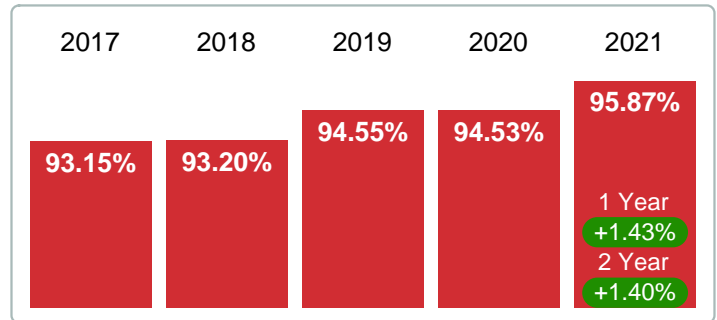
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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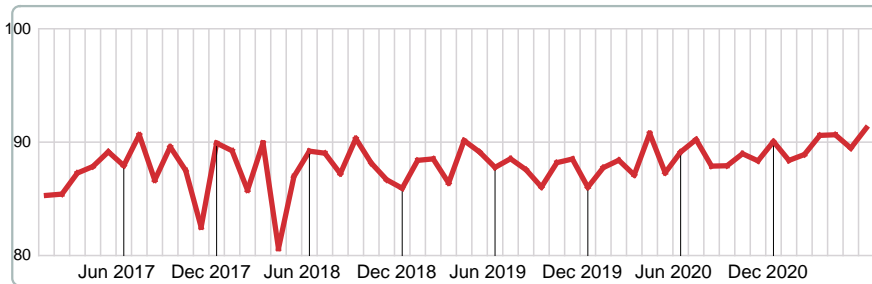
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

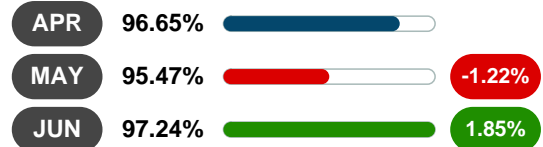


3 MONTHS

5 year JUN AVG = 95.06%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **97.24%**
above the 5 yr JUN average of **95.06%**



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	6.74%	94.94%	94.94%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	6.74%	93.99%	93.99%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	23.60%	94.86%	94.52%	95.70%	0.00%	0.00%
\$125,001 - \$175,000	19	21.35%	98.95%	94.58%	101.13%	100.00%	100.00%
\$175,001 - \$250,000	16	17.98%	100.42%	101.35%	100.37%	100.00%	100.00%
\$250,001 - \$425,000	12	13.48%	98.74%	96.66%	99.76%	99.81%	0.00%
\$425,001 and up	9	10.11%	95.26%	96.03%	94.64%	98.98%	86.00%
Average Sold/List Ratio		97.20%		95.17%	99.39%	99.67%	95.33%
Total Closed Units		89	100%	43	35	8	3
Total Closed Volume		18,795,060		7.91M	7.50M	2.59M	794.50K

June 2021



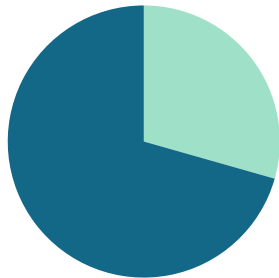
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

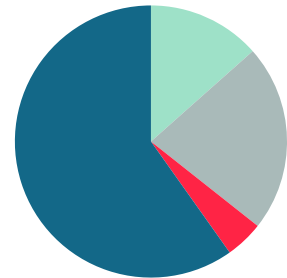


Inventory
 New Listings
187 = 29.40%
 Start Inventory
449
 Total Inventory Units
636
 Volume
\$180,538,558

Market Activity

Closed Sales
89 = 13.44%
 Pending Sales
147 = 22.21%
 Other Off Market
30 = 4.53%
 Active Inventory
396 = 59.82%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	102	89	-12.75%	444	567	27.70%
Pending Sales	137	147	7.30%	557	673	20.83%
New Listings	167	187	11.98%	1,032	908	-12.02%
Average List Price	192,781	216,904	12.51%	193,172	198,489	2.75%
Average Sale Price	184,750	211,180	14.31%	183,275	189,880	3.60%
Average Percent of Selling Price to List Price	95.13%	97.24%	2.22%	94.53%	95.87%	1.43%
Average Days on Market to Sale	50.51	30.85	-38.92%	49.56	45.75	-7.70%
Monthly Inventory	721	396	-45.08%	721	396	-45.08%
Months Supply of Inventory	9.02	3.91	-56.65%	9.02	3.91	-56.65%

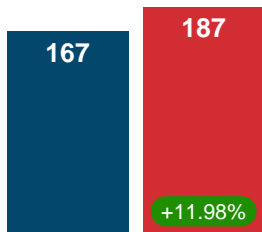
Absorption: Last 12 months, an Average of **101** Sales/Month

Inventory on June 30, 2021 = **396**

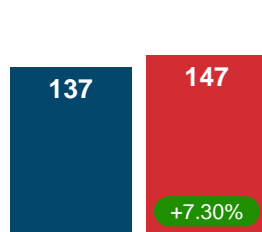
2020 **2021**

JUNE MARKET

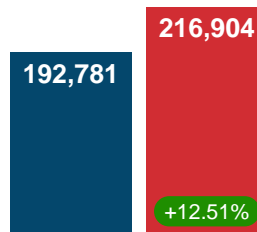
New Listings



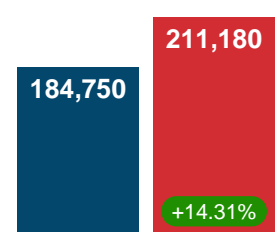
Pending Listings



List Price

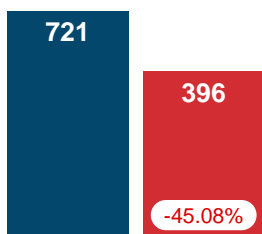


Sale Price

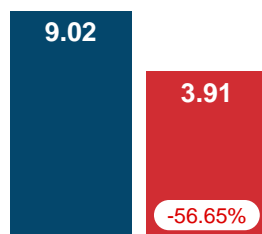


INVENTORY

Active Inventory

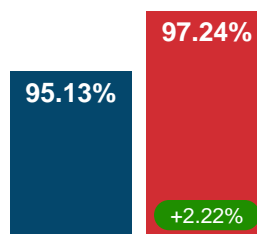


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

