

March 2021



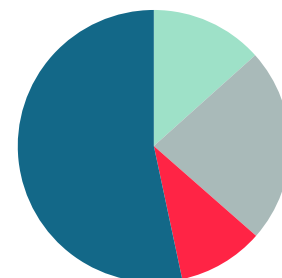
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	76	84	10.53%
Pending Listings	78	145	85.90%
New Listings	200	164	-18.00%
Median List Price	158,500	160,950	1.55%
Median Sale Price	152,750	152,750	0.00%
Median Percent of Selling Price to List Price	95.73%	97.38%	1.72%
Median Days on Market to Sale	27.00	20.00	-25.93%
End of Month Inventory	743	335	-54.91%
Months Supply of Inventory	9.23	3.45	-62.61%



■ Closed (13.38%)
■ Pending (23.09%)
■ Other OffMarket (10.19%)
■ Active (53.34%)

Absorption: Last 12 months, an Average of **97** Sales/Month
Active Inventory as of March 31, 2021 = **335**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **54.91%** to 335 existing homes available for sale. Over the last 12 months this area has had an average of 97 closed sales per month. This represents an unsold inventory index of **3.45** MSI for this period.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in March 2021 to \$152,750 versus the previous year at \$152,750.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 7.00 days or **25.93%** in March 2021 compared to last year's same month at **27.00** DOM.

Sales Success for March 2021 is Positive

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

There were 164 New Listings in March 2021, down **18.00%** from last year at 200. Furthermore, there were 84 Closed Listings this month versus last year at 76, a **10.53%** increase.

Closed versus Listed trends yielded a **51.2%** ratio, up from previous year's, March 2020, at **38.0%**, a **34.79%** 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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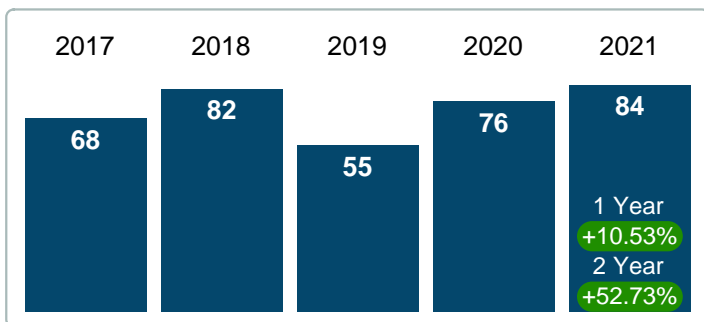
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



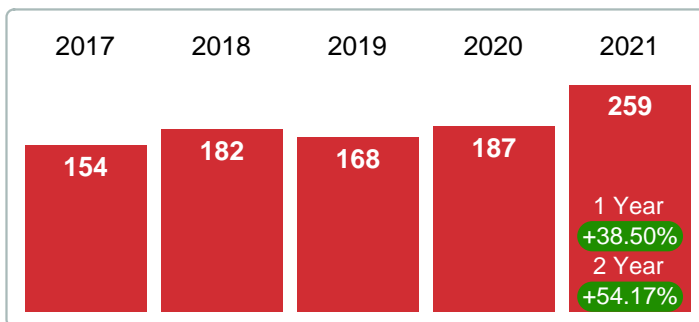
CLOSED LISTINGS

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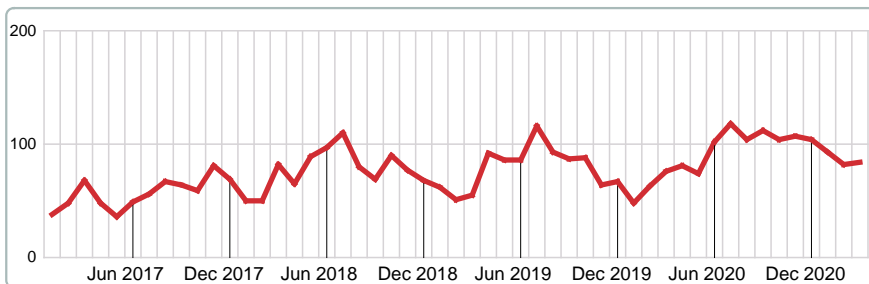
MARCH



YEAR TO DATE (YTD)

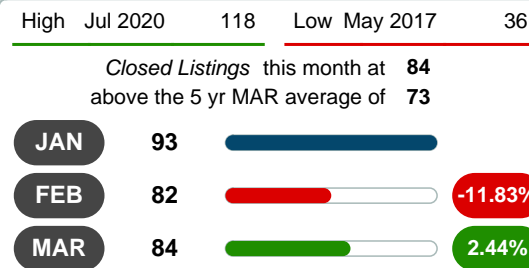


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.14%	33.5	5	1	0	0
\$25,001 - \$50,000	7	8.33%	16.0	5	2	0	0
\$50,001 - \$100,000	17	20.24%	18.0	9	7	1	0
\$100,001 - \$200,000	22	26.19%	21.0	4	13	5	0
\$200,001 - \$250,000	13	15.48%	44.0	0	10	3	0
\$250,001 - \$350,000	9	10.71%	16.0	2	5	2	0
\$350,001 and up	10	11.90%	26.5	5	1	2	2
Total Closed Units	84			30	39	13	2
Total Closed Volume	15,579,873	100%	20.0	5.36M	6.54M	2.81M	870.00K
Median Closed Price	\$152,750			\$85,000	\$172,500	\$225,000	\$435,000

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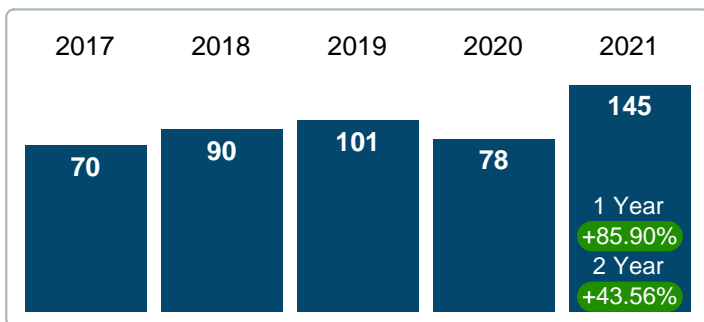
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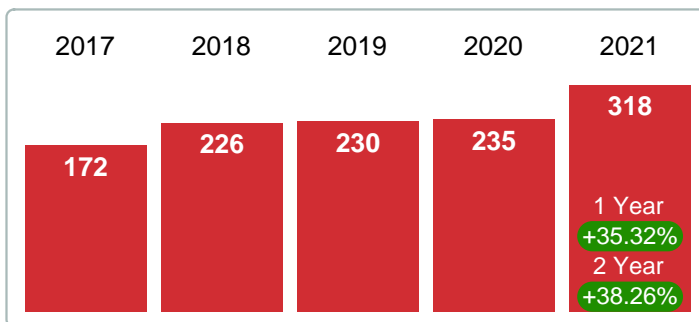
PENDING LISTINGS

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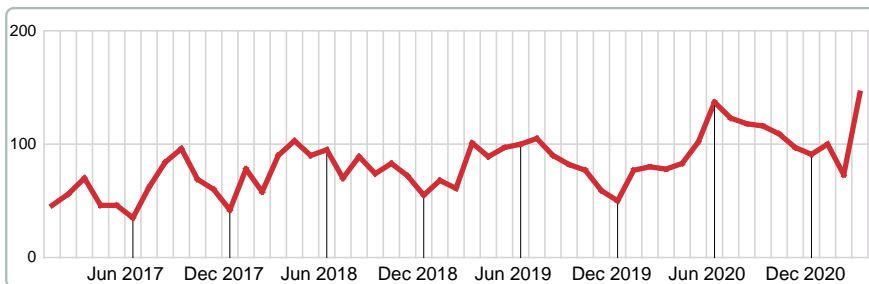
MARCH



YEAR TO DATE (YTD)

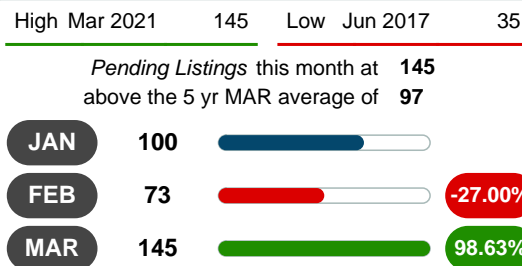


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	2.76%	10.0	4	0	0	0
\$20,001 - \$80,000	28	19.31%	19.5	23	3	2	0
\$80,001 - \$120,000	23	15.86%	21.0	18	5	0	0
\$120,001 - \$180,000	35	24.14%	4.0	11	18	6	0
\$180,001 - \$260,000	22	15.17%	3.0	2	15	5	0
\$260,001 - \$440,000	18	12.41%	8.0	4	7	6	1
\$440,001 and up	15	10.34%	24.0	4	4	3	4
Total Pending Units	145			66	52	22	5
Total Pending Volume	29,932,323	100%	7.0	8.37M	12.29M	5.43M	3.85M
Median Listing Price	\$149,000			\$91,350	\$183,250	\$231,750	\$599,000

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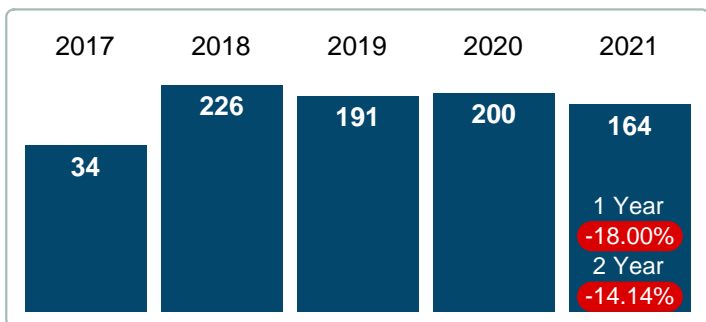
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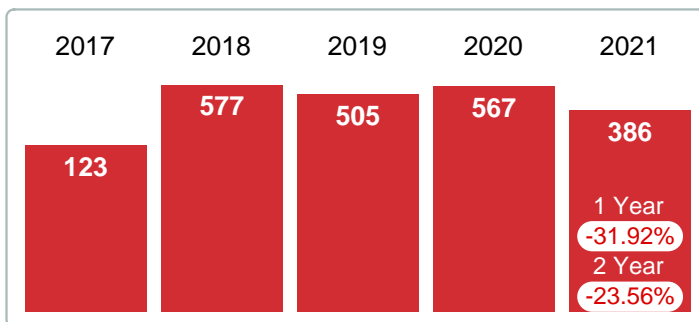
NEW LISTINGS

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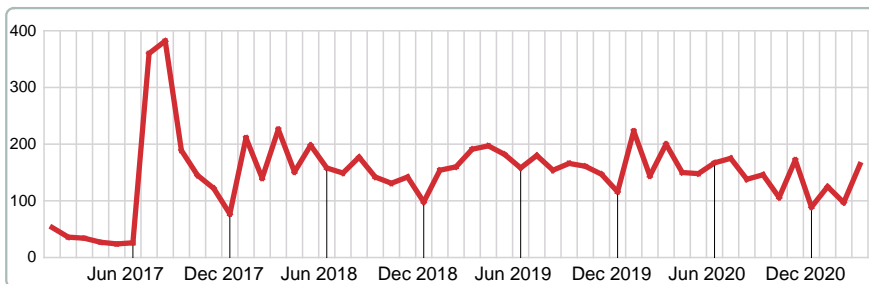
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 163

High Aug 2017 382 Low May 2017 24

New Listings this month at 164
above the 5 yr MAR average of 163



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	12	7.32%	12	0	0	0
\$25,001 - \$50,000	21	12.80%	20	0	1	0
\$50,001 - \$125,000	28	17.07%	23	4	1	0
\$125,001 - \$200,000	40	24.39%	15	21	3	1
\$200,001 - \$275,000	19	11.59%	4	12	3	0
\$275,001 - \$525,000	27	16.46%	13	7	5	2
\$525,001 and up	17	10.37%	11	3	1	2
Total New Listed Units	164		98	47	14	5
Total New Listed Volume	44,335,327	100%	26.07M	12.14M	3.72M	2.41M
Median New Listed Listing Price	\$168,700		\$101,250	\$199,800	\$257,000	\$500,000

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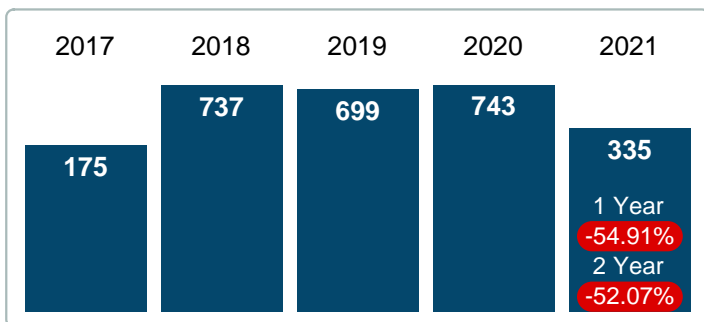
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



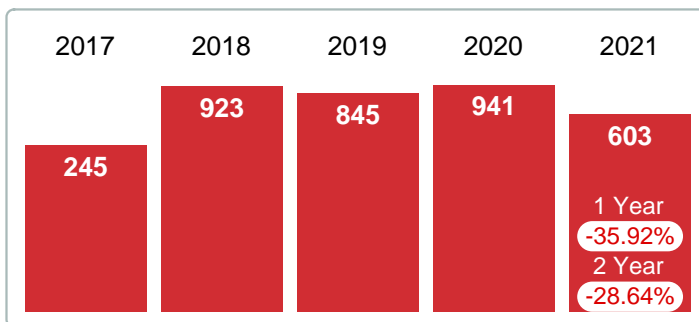
ACTIVE INVENTORY

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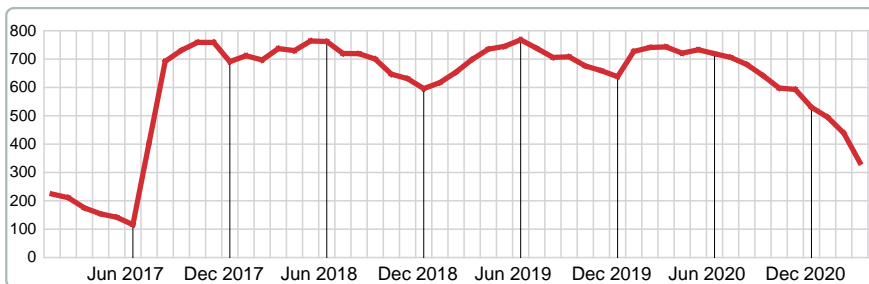
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

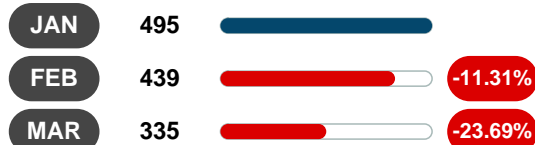


3 MONTHS

5 year MAR AVG = 538

High Jun 2019 768 Low Jun 2017 116

Inventory this month at 335
below the 5 yr MAR average of 538



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	6.57%	59.0	21	1	0	0
\$20,001 - \$30,000	38	11.34%	86.0	38	0	0	0
\$30,001 - \$80,000	65	19.40%	74.0	62	2	1	0
\$80,001 - \$210,000	82	24.48%	105.0	60	17	2	3
\$210,001 - \$360,000	52	15.52%	55.5	23	15	13	1
\$360,001 - \$640,000	41	12.24%	68.0	26	7	4	4
\$640,001 and up	35	10.45%	63.0	18	7	5	5
Total Active Inventory by Units		335		248	49	25	13
Total Active Inventory by Volume		100,109,750	100%	57.45M	17.14M	14.45M	11.07M
Median Active Inventory Listing Price		\$150,000		\$88,450	\$230,000	\$339,000	\$500,000

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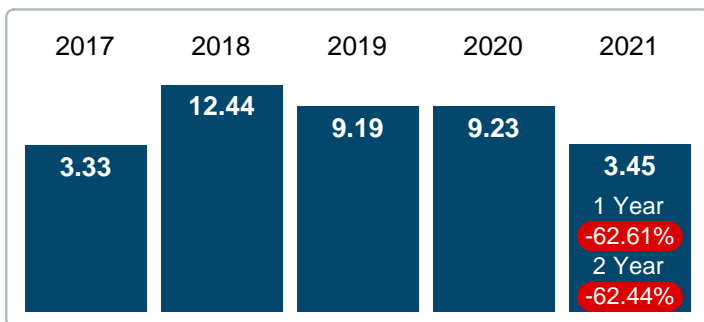
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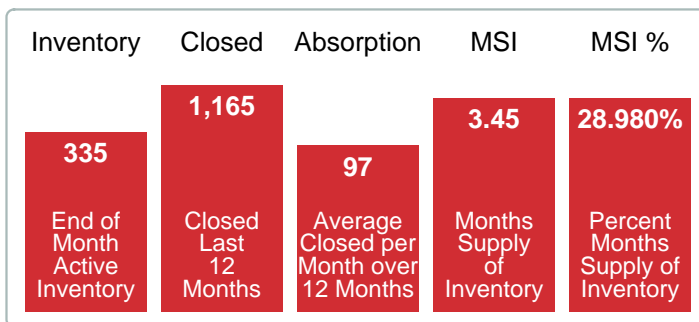
MONTHS SUPPLY of INVENTORY (MSI)

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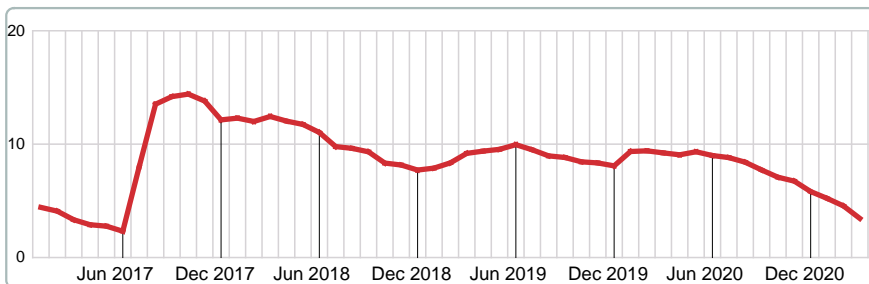
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 7.53

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **3.45**
below the 5 yr MAR 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	6.57%	5.39	5.36	6.00	0.00	0.00
\$20,001 - \$30,000	38	11.34%	6.25	6.61	0.00	0.00	0.00
\$30,001 - \$80,000	65	19.40%	3.73	5.20	0.42	1.33	0.00
\$80,001 - \$210,000	82	24.48%	1.86	4.93	0.62	0.49	9.00
\$210,001 - \$360,000	52	15.52%	3.06	7.67	1.67	3.00	1.50
\$360,001 - \$640,000	41	12.24%	6.47	24.00	4.00	1.78	3.20
\$640,001 and up	35	10.45%	17.50	21.60	21.00	10.00	15.00
Market Supply of Inventory (MSI)			3.45	6.41	1.12	2.08	5.03
Total Active Inventory by Units		100%	3.45	248	49	25	13

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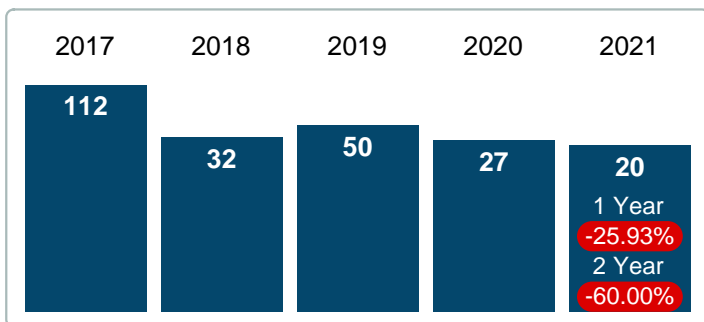
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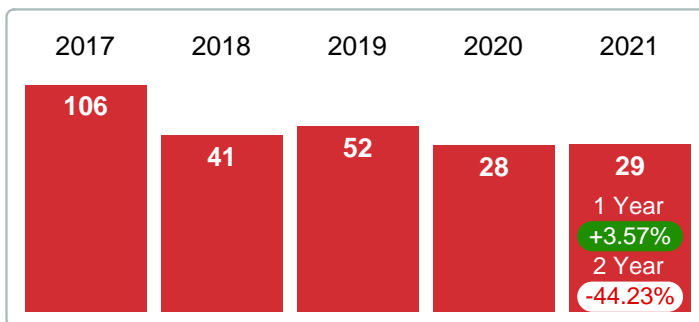
MEDIAN DAYS ON MARKET TO SALE

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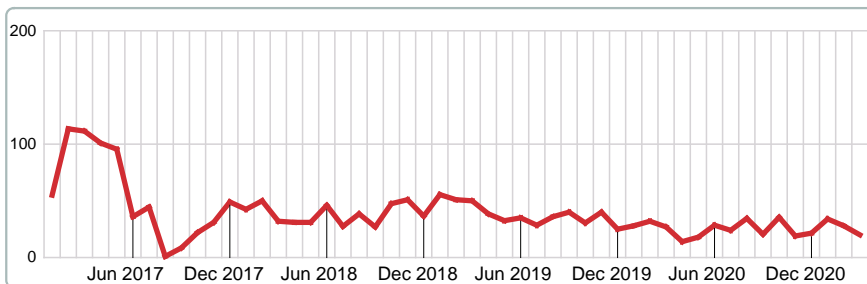
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

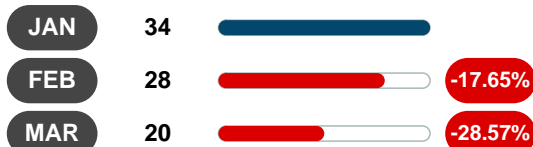


3 MONTHS

5 year MAR AVG = 48

High Feb 2017 114 Low Aug 2017 1

Median Days on Market to Sale this month at 20 below the 5 yr MAR average of 48



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
\$25,000 and less	6	7.14%	34	3	64	0	0
\$25,001 - \$50,000	7	8.33%	16	16	54	0	0
\$50,001 - \$100,000	17	20.24%	18	15	35	1	0
\$100,001 - \$200,000	22	26.19%	21	17	19	54	0
\$200,001 - \$250,000	13	15.48%	44	0	53	29	0
\$250,001 - \$350,000	9	10.71%	16	69	31	9	0
\$350,001 and up	10	11.90%	27	18	3	24	50
Median Closed DOM			20	16	30	16	50
Total Closed Units		100%	20.0	30	39	13	2
Total Closed Volume			15,579,873	5.36M	6.54M	2.81M	870.00K

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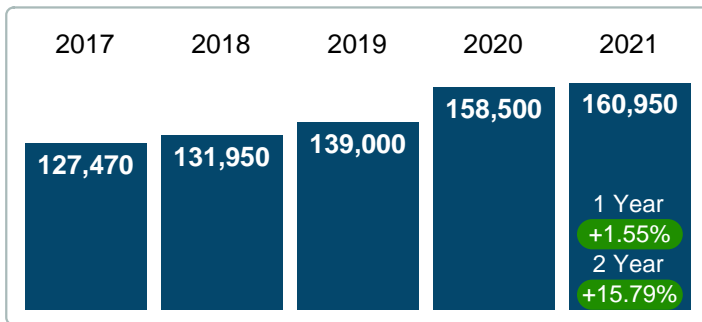
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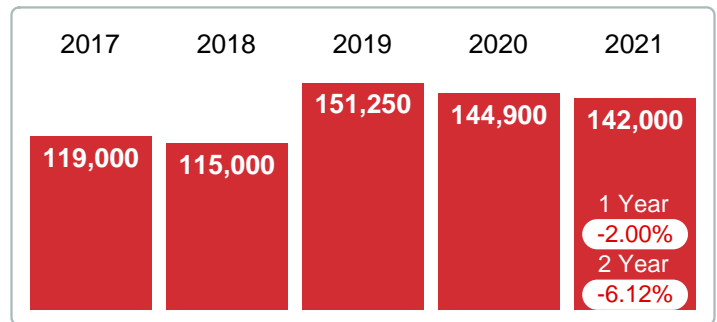
MEDIAN LIST PRICE AT CLOSING

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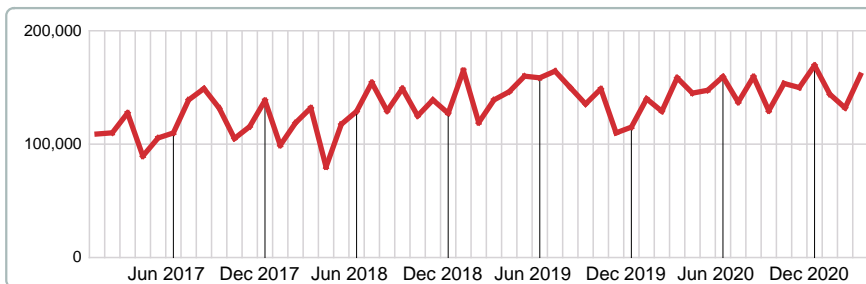
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

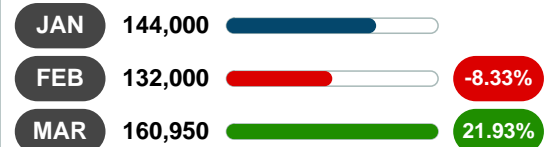


3 MONTHS

5 year MAR AVG = 143,574

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

Median List Price at Closing this month at **160,950**
above the 5 yr MAR average of **143,574**



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
\$25,000 and less	4	4.76%	22,250	25,000	12,900	0	0
\$25,001 - \$50,000	8	9.52%	34,500	29,750	44,500	0	0
\$50,001 - \$100,000	15	17.86%	75,000	77,500	77,250	68,000	0
\$100,001 - \$200,000	26	30.95%	150,750	141,250	152,000	159,900	0
\$200,001 - \$250,000	11	13.10%	229,900	0	224,900	230,400	0
\$250,001 - \$350,000	9	10.71%	289,000	311,500	294,500	259,000	0
\$350,001 and up	11	13.10%	450,000	524,400	404,950	369,250	459,000
Median List Price			160,950	88,000	171,900	229,900	459,000
Total Closed Units		100%	160,950	30	39	13	2
Total Closed Volume			16,432,323	5.75M	6.88M	2.89M	918.00K

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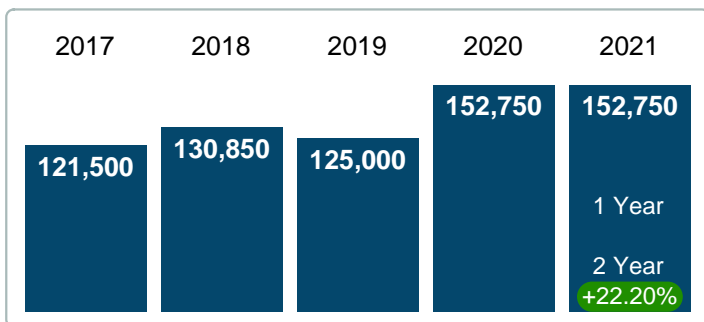
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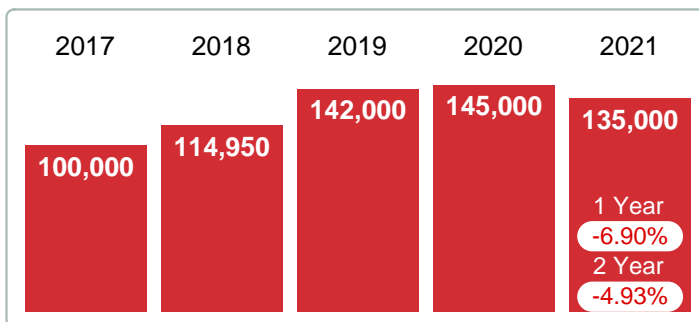
MEDIAN SOLD PRICE AT CLOSING

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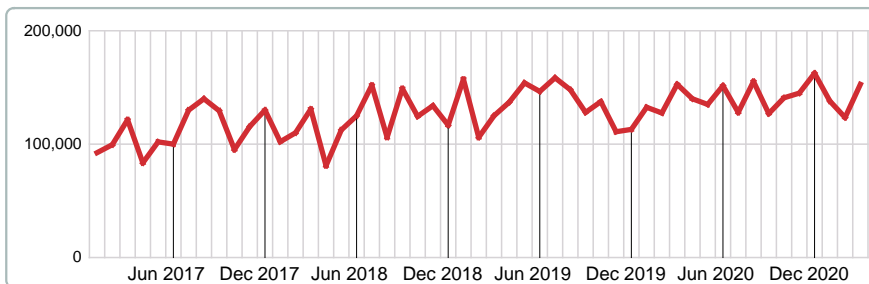
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

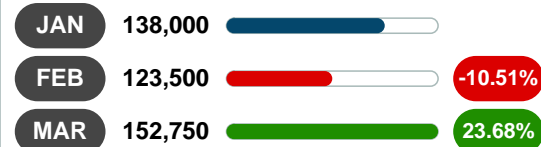


3 MONTHS

5 year MAR AVG = 136,570

High Dec 2020 162,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at 152,750 above the 5 yr MAR average of 136,570



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
\$25,000 and less	7.14%	20,250	20,500	12,000	0	0
\$25,001 - \$50,000	8.33%	40,000	40,000	39,250	0	0
\$50,001 - \$100,000	20.24%	75,000	85,000	75,000	68,000	0
\$100,001 - \$200,000	26.19%	145,250	152,750	145,000	142,000	0
\$200,001 - \$250,000	15.48%	225,000	0	218,900	232,850	0
\$250,001 - \$350,000	10.71%	265,000	305,250	265,000	274,000	0
\$350,001 and up	11.90%	435,000	515,000	415,000	366,000	435,000
Median Sold Price		152,750	85,000	172,500	225,000	435,000
Total Closed Units	100%	152,750	30	39	13	2
Total Closed Volume		15,579,873	5.36M	6.54M	2.81M	870.00K

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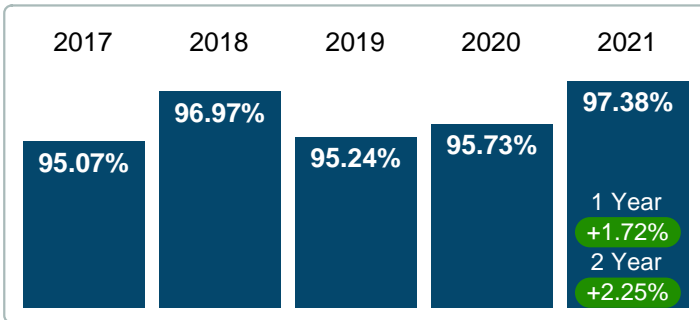
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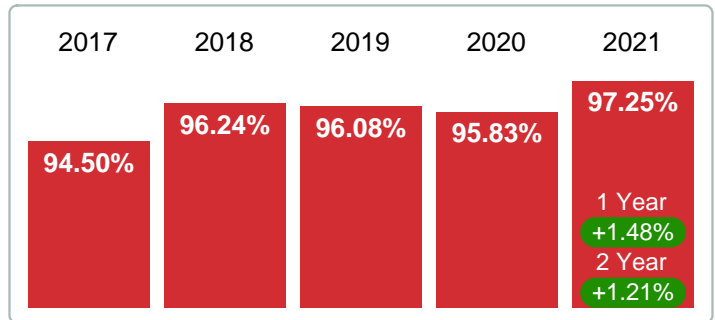
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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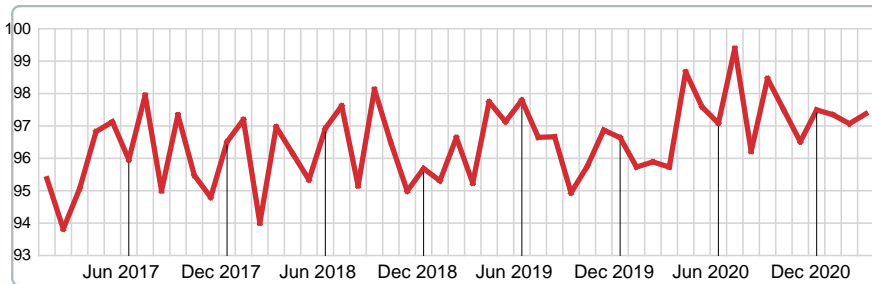
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

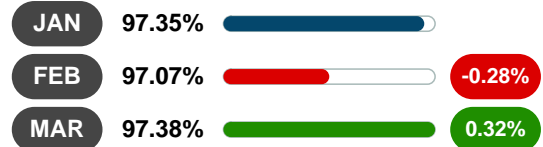


3 MONTHS

5 year MAR AVG = 96.08%

High Jul 2020 99.39% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **97.38%**
above the 5 yr MAR average of **96.08%**



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
\$25,000 and less	6	7.14%	89.78%	86.54%	93.02%	0.00%	0.00%
\$25,001 \$50,000	7	8.33%	93.33%	98.04%	87.67%	0.00%	0.00%
\$50,001 \$100,000	17	20.24%	89.29%	89.29%	86.67%	100.00%	0.00%
\$100,001 \$200,000	22	26.19%	100.00%	98.66%	100.00%	100.00%	0.00%
\$200,001 \$250,000	13	15.48%	100.00%	0.00%	100.00%	97.87%	0.00%
\$250,001 \$350,000	9	10.71%	95.45%	97.73%	89.58%	98.03%	0.00%
\$350,001 and up	10	11.90%	94.83%	92.02%	92.22%	99.12%	94.96%
Median Sold/List Ratio		97.38%		94.39%	95.39%	100.00%	94.96%
Total Closed Units		84	100%	30	39	13	2
Total Closed Volume		15,579,873		5.36M	6.54M	2.81M	870.00K

March 2021



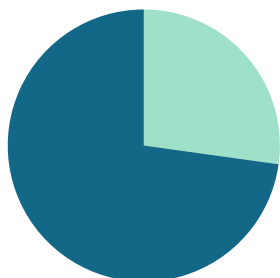
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

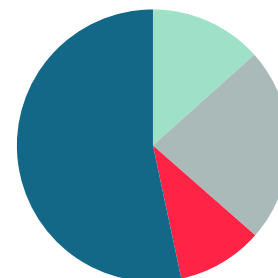


Inventory
 New Listings
164 = 27.20%
 Start Inventory
439
 Total Inventory Units
603
 Volume
\$159,381,153

Market Activity

Closed Sales
84 = 13.38%
 Pending Sales
145 = 23.09%
 Other Off Market
64 = 10.19%
 Active Inventory
335 = 53.34%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	76	84	10.53%	187	259	38.50%
Pending Sales	78	145	85.90%	235	318	35.32%
New Listings	200	164	-18.00%	567	386	-31.92%
Median List Price	158,500	160,950	1.55%	144,900	142,000	-2.00%
Median Sale Price	152,750	152,750	0.00%	145,000	135,000	-6.90%
Median Percent of Selling Price to List Price	95.73%	97.38%	1.72%	95.83%	97.25%	1.48%
Median Days on Market to Sale	27.00	20.00	-25.93%	28.00	29.00	3.57%
Monthly Inventory	743	335	-54.91%	743	335	-54.91%
Months Supply of Inventory	9.23	3.45	-62.61%	9.23	3.45	-62.61%

Absorption: Last 12 months, an Average of **97** Sales/Month

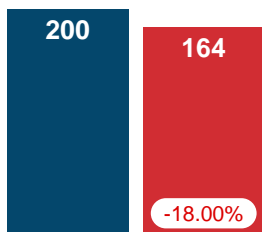
Inventory on March 31, 2021 = **335**

2020 **2021**

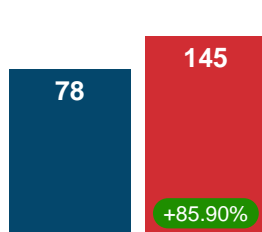
MARCH MARKET

MEDIAN PRICES

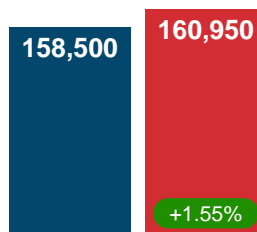
New Listings



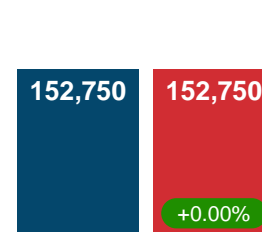
Pending Listings



List Price



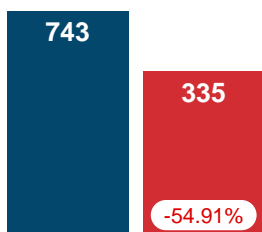
Sale Price



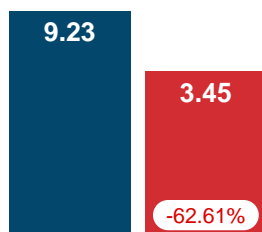
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

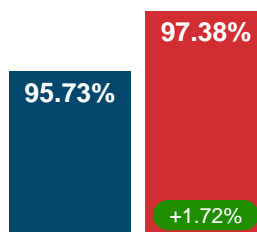
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

