

# May 2021



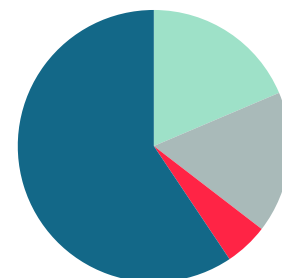
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	74	115	55.41%
Pending Listings	102	104	1.96%
New Listings	148	159	7.43%
Average List Price	172,917	209,437	21.12%
Average Sale Price	164,645	198,686	20.68%
Average Percent of Selling Price to List Price	93.30%	95.47%	2.33%
Average Days on Market to Sale	48.72	47.77	-1.93%
End of Month Inventory	735	367	-50.07%
Months Supply of Inventory	9.35	3.58	-61.69%



■ Closed (18.61%)  
■ Pending (16.83%)  
■ Other OffMarket (5.18%)  
■ Active (59.39%)

**Absorption:** Last 12 months, an Average of **102** Sales/Month  
**Active Inventory** as of May 31, 2021 = **367**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2021 decreased **50.07%** to 367 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 **3.58** 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 **20.68%** in May 2021 to \$198,686 versus the previous year at \$164,645.

#### Average Days on Market Shortens

The average number of **47.77** days that homes spent on the market before selling decreased by 0.94 days or **1.93%** in May 2021 compared to last year's same month at **48.72** DOM.

#### Sales Success for May 2021 is Positive

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

There were 159 New Listings in May 2021, up **7.43%** from last year at 148. Furthermore, there were 115 Closed Listings this month versus last year at 74, a **55.41%** increase.

Closed versus Listed trends yielded a **72.3%** ratio, up from previous year's, May 2020, at **50.0%**, a **44.65%** 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>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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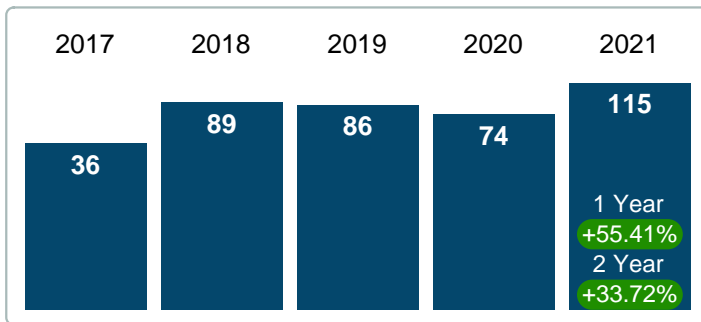
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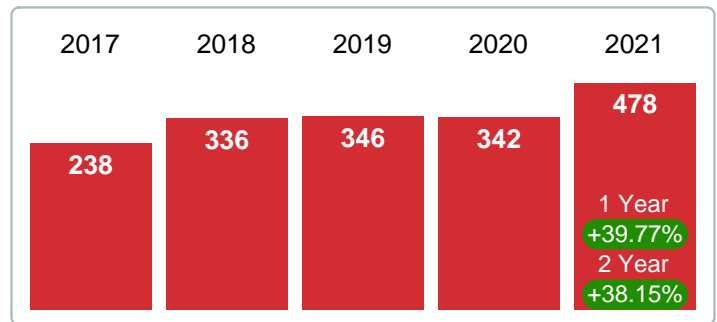
## CLOSED LISTINGS

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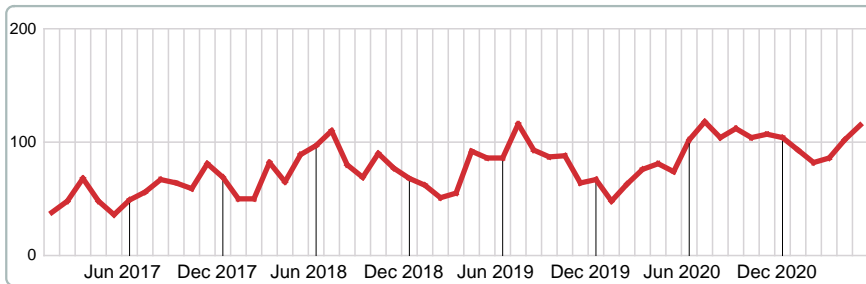
### MAY



### YEAR TO DATE (YTD)

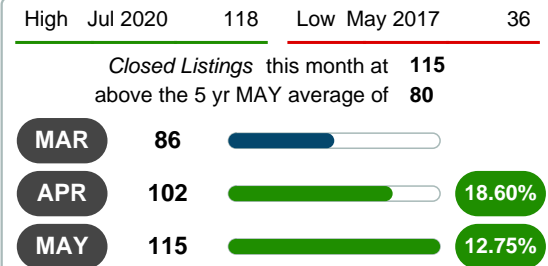


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 80



### 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	9	7.83%	43.3	9	0	0	0
\$25,001 - \$50,000	14	12.17%	101.8	9	3	2	0
\$50,001 - \$100,000	15	13.04%	28.9	11	4	0	0
\$100,001 - \$200,000	32	27.83%	39.5	10	15	6	1
\$200,001 - \$250,000	14	12.17%	15.6	1	12	1	0
\$250,001 - \$350,000	18	15.65%	42.0	4	9	5	0
\$350,001 and up	13	11.30%	77.6	6	3	2	2
<b>Total Closed Units</b>	<b>115</b>			<b>50</b>	<b>46</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>22,848,902</b>	<b>100%</b>	<b>47.8</b>	<b>7.29M</b>	<b>10.71M</b>	<b>3.60M</b>	<b>1.24M</b>
<b>Average Closed Price</b>	<b>\$198,686</b>			<b>\$145,768</b>	<b>\$232,930</b>	<b>\$225,051</b>	<b>\$414,967</b>

# May 2021



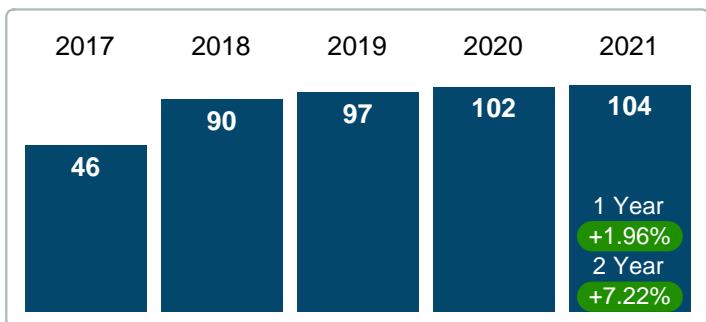
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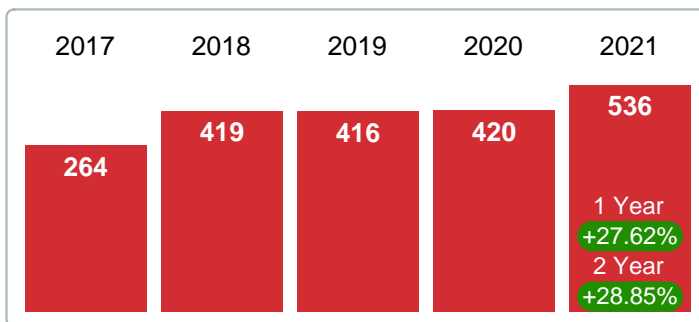
## PENDING LISTINGS

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

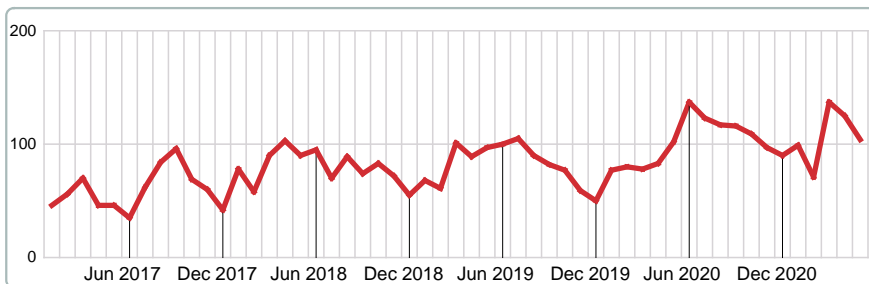
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 88

High Mar 2021 137 Low Jun 2017 35

Pending Listings this month at **104**  
above the 5 yr MAY average of **88**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	7.69%	80.4	8	0	0	0
\$30,001 - \$80,000	13	12.50%	43.7	7	4	2	0
\$80,001 - \$150,000	22	21.15%	32.1	9	11	2	0
\$150,001 - \$230,000	24	23.08%	22.8	4	18	2	0
\$230,001 - \$280,000	12	11.54%	16.7	0	9	1	2
\$280,001 - \$480,000	15	14.42%	68.9	5	6	4	0
\$480,001 and up	10	9.62%	62.7	4	2	1	3
<b>Total Pending Units</b>	<b>104</b>			<b>37</b>	<b>50</b>	<b>12</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>23,820,467</b>	<b>100%</b>	<b>23.7</b>	<b>6.95M</b>	<b>10.56M</b>	<b>3.19M</b>	<b>3.12M</b>
<b>Average Listing Price</b>	<b>\$115,755</b>			<b>\$187,816</b>	<b>\$211,260</b>	<b>\$265,445</b>	<b>\$624,582</b>

# May 2021



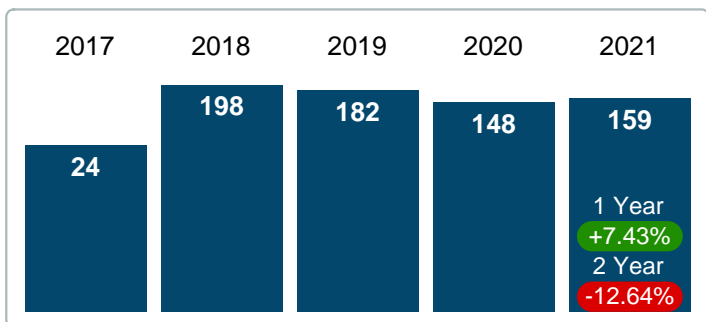
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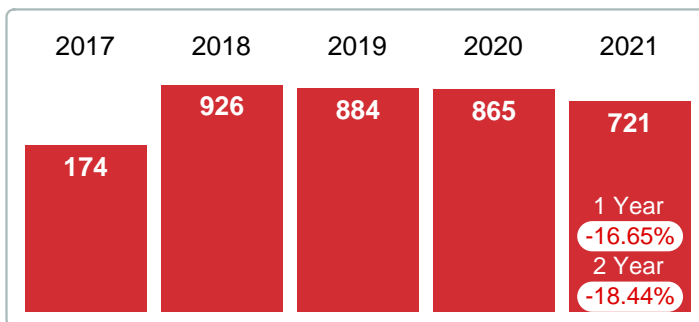
## NEW LISTINGS

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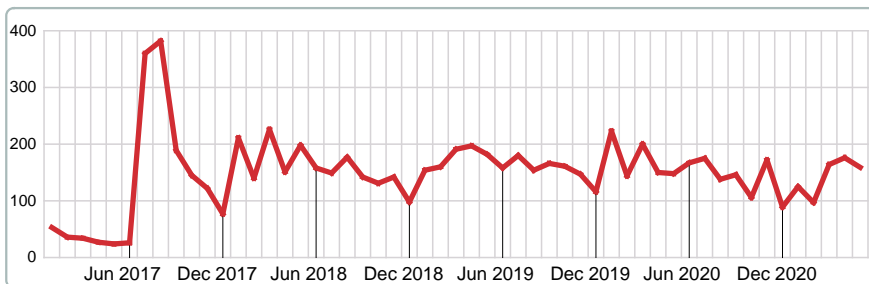
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 142

High Aug 2017 382 Low May 2017 24

New Listings this month at 159  
above the 5 yr MAY average of 142



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	10.69%	16	1	0	0
\$40,001 - \$80,000	17	10.69%	13	3	1	0
\$80,001 - \$130,000	26	16.35%	15	10	1	0
\$130,001 - \$220,000	38	23.90%	20	14	4	0
\$220,001 - \$270,000	25	15.72%	1	16	5	3
\$270,001 - \$490,000	19	11.95%	9	6	3	1
\$490,001 and up	17	10.69%	6	4	5	2
<b>Total New Listed Units</b>	<b>159</b>		<b>80</b>	<b>54</b>	<b>19</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>40,953,675</b>	<b>100%</b>	<b>14.80M</b>	<b>12.18M</b>	<b>10.16M</b>	<b>3.81M</b>
<b>Average New Listed Listing Price</b>	<b>\$70,650</b>		<b>\$185,009</b>	<b>\$225,631</b>	<b>\$534,771</b>	<b>\$634,703</b>

# May 2021



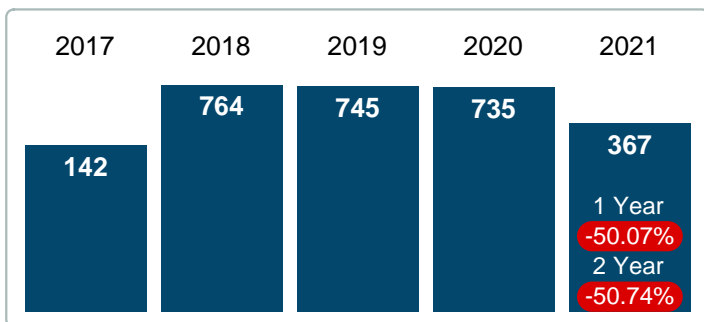
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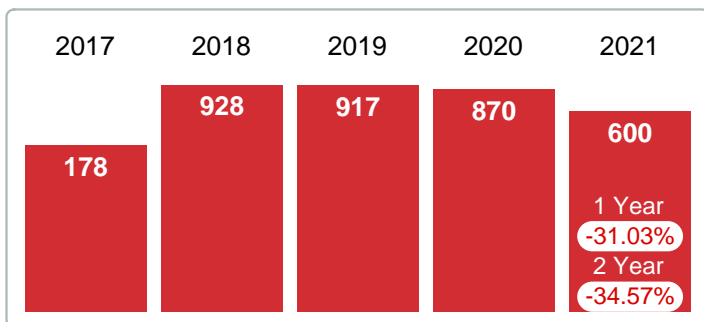
## ACTIVE INVENTORY

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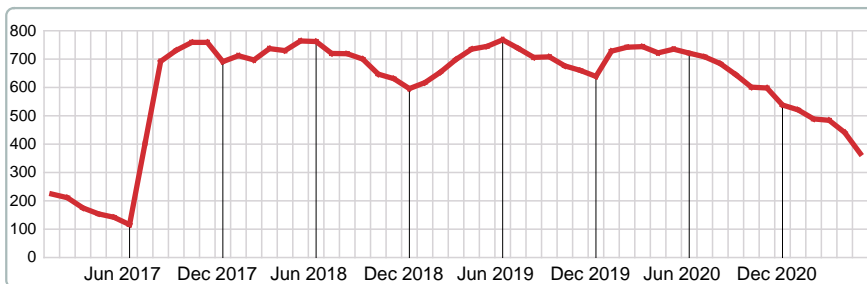
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 551

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **367**  
below the 5 yr MAY average of **551**



### 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	36	9.81%	101.4	35	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	85	23.16%	140.4	83	2	0	0
\$75,001 - \$225,000	105	28.61%	100.1	73	25	7	0
\$225,001 - \$375,000	58	15.80%	72.1	29	16	10	3
\$375,001 - \$625,000	43	11.72%	83.6	23	13	5	2
\$625,001 and up	40	10.90%	108.8	20	10	6	4
Total Active Inventory by Units			367	263	67	28	9
Total Active Inventory by Volume			114,551,986	62.79M	23.78M	18.73M	9.26M
Average Active Inventory Listing Price			\$312,131	\$238,731	\$354,916	\$668,859	\$1,028,690

# May 2021



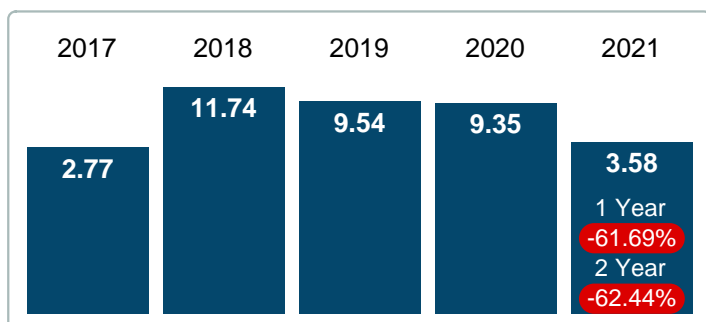
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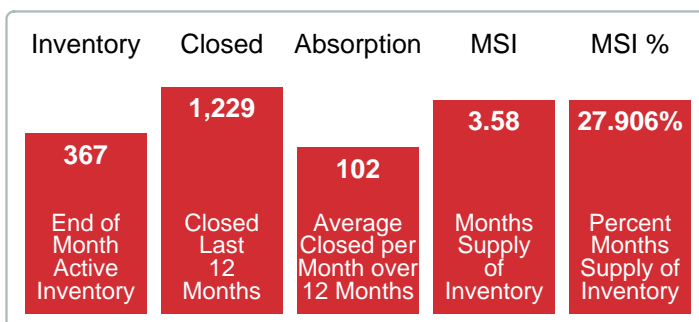
## MONTHS SUPPLY of INVENTORY (MSI)

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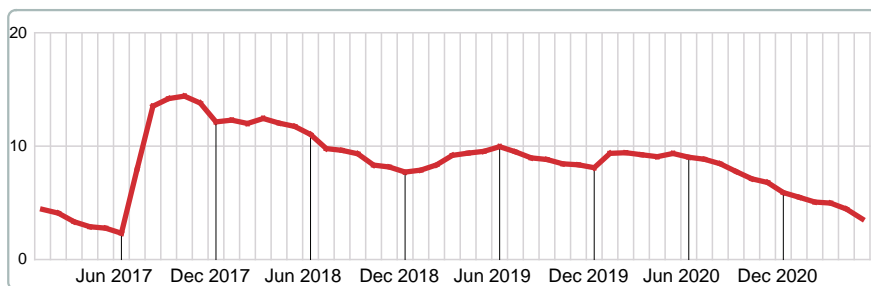
### MSI FOR MAY



### INDICATORS FOR MAY 2021

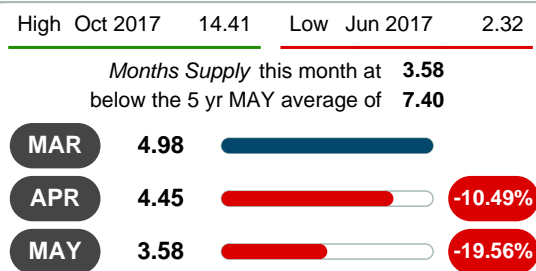


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 7.40



### 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	5.99%	4.80	4.98	0.00	0.00	0.00
\$20,001 - \$40,000	68	18.53%	5.75	6.28	1.20	0.00	0.00
\$40,001 - \$90,000	45	12.26%	2.80	3.90	0.86	0.00	0.00
\$90,001 - \$230,000	94	25.61%	2.07	5.55	0.87	1.60	0.00
\$230,001 - \$380,000	55	14.99%	3.38	8.92	1.79	2.04	4.00
\$380,001 - \$640,000	43	11.72%	6.88	16.24	7.43	2.86	1.50
\$640,001 and up	40	10.90%	19.20	26.67	30.00	12.00	8.00
Market Supply of Inventory (MSI)			3.58	6.26	1.51	2.17	2.84
Total Active Inventory by Units		100%	367	263	67	28	9

# May 2021



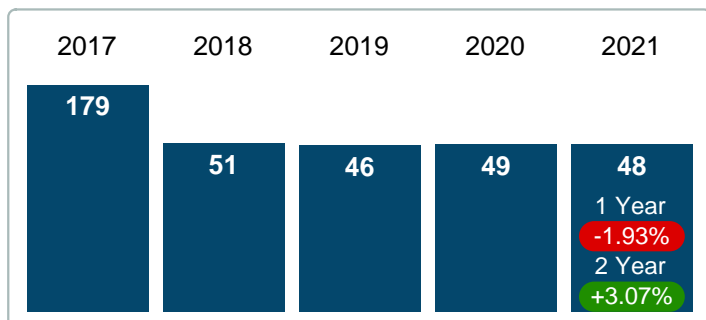
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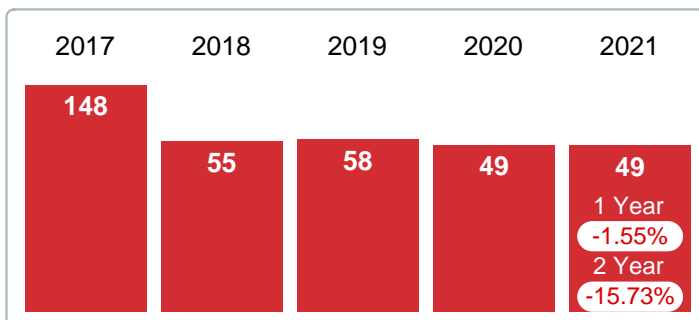
## AVERAGE DAYS ON MARKET TO SALE

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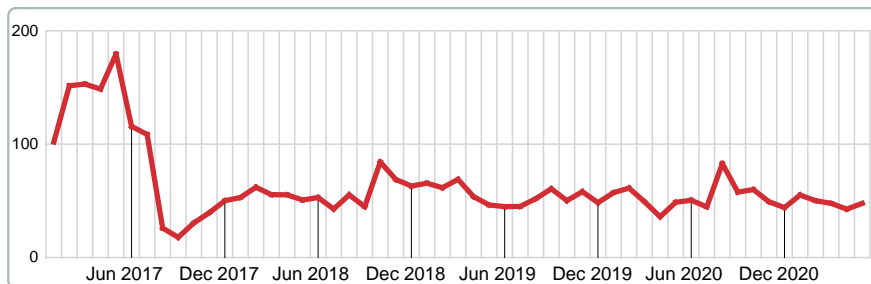
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 75

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 48 below the 5 yr MAY average of 75



### 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	7.83%	43	43	0	0	0
\$25,001 - \$50,000	12.17%	102	108	132	27	0
\$50,001 - \$100,000	13.04%	29	34	14	0	0
\$100,001 - \$200,000	27.83%	39	41	38	47	1
\$200,001 - \$250,000	12.17%	16	60	13	3	0
\$250,001 - \$350,000	15.65%	42	86	33	24	0
\$350,001 and up	11.30%	78	106	25	77	72
<b>Average Closed DOM</b>		<b>48</b>	<b>64</b>	<b>33</b>	<b>38</b>	<b>48</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>50</b>	<b>46</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>7.29M</b>	<b>10.71M</b>	<b>3.60M</b>	<b>1.24M</b>

# May 2021



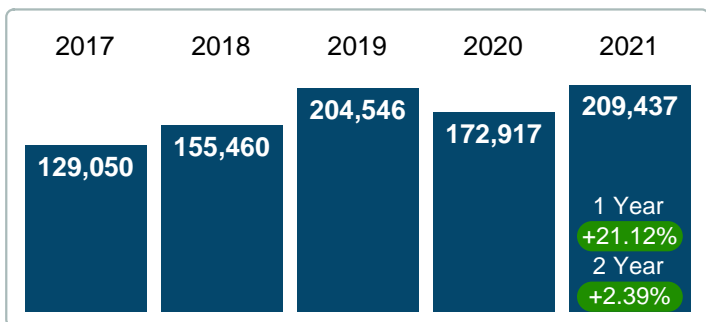
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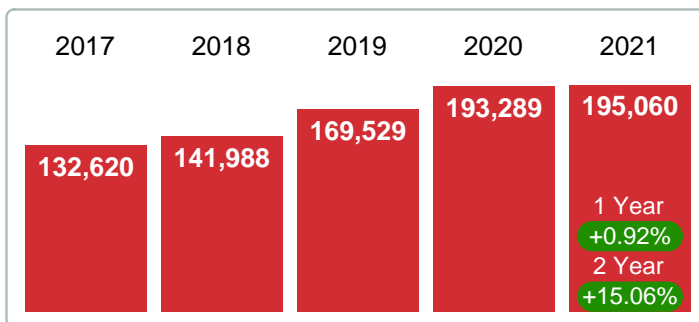
## AVERAGE LIST PRICE AT CLOSING

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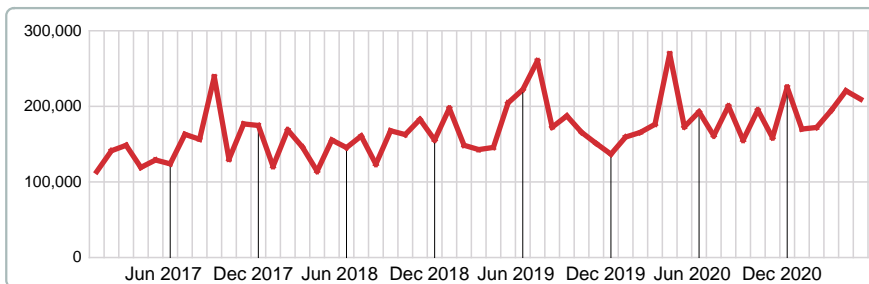
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 174,282

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

Average List Price at Closing this month at **209,437**  
above the 5 yr MAY average of **174,282**

- MAR 194,619
- APR 220,567 **+13.33%**
- MAY 209,437 **-5.05%**

### 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	9	7.83%	16,156	0	0	0
\$25,001 - \$50,000	13	11.30%	36,700	43,300	47,450	0
\$50,001 - \$100,000	16	13.91%	85,745	81,725	0	0
\$100,001 - \$200,000	31	26.96%	154,190	170,220	150,885	199,999
\$200,001 - \$250,000	11	9.57%	301,750	239,600	235,000	0
\$250,001 - \$350,000	22	19.13%	334,500	282,767	300,360	0
\$350,001 and up	13	11.30%	577,417	868,333	492,000	532,000
<b>Average List Price</b>		<b>209,437</b>	<b>161,301</b>	<b>239,896</b>	<b>232,563</b>	<b>421,333</b>
<b>Total Closed Units</b>		<b>115</b>	<b>50</b>	<b>46</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>24,085,259</b>	<b>8.07M</b>	<b>11.04M</b>	<b>3.72M</b>	<b>1.26M</b>



# May 2021



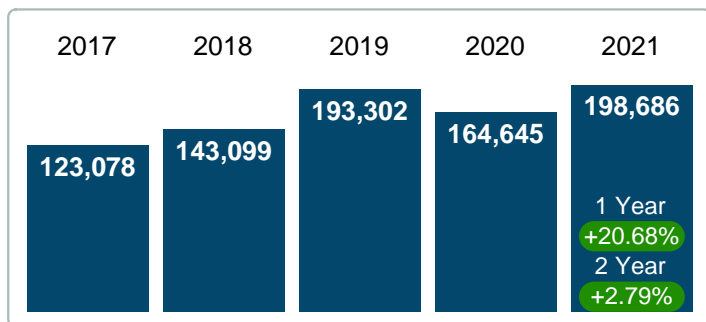
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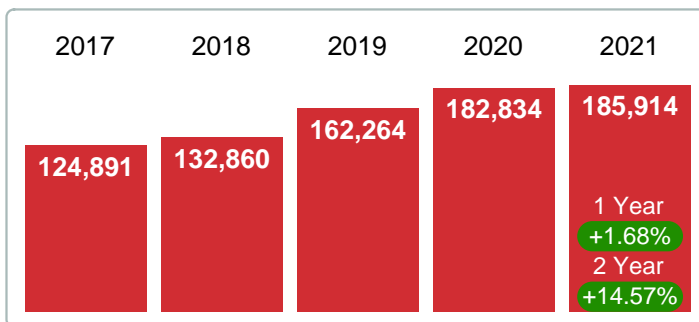
## AVERAGE SOLD PRICE AT CLOSING

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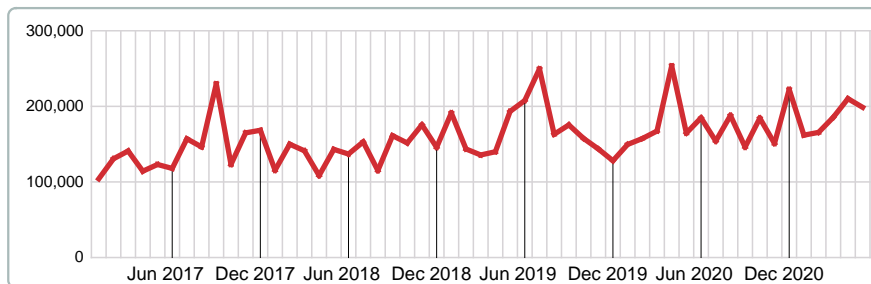
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 164,562

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

Average Sold Price at Closing this month at **198,686** above the 5 yr MAY average of **164,562**

MAR	185,509	
APR	210,136	+13.28%
MAY	198,686	-5.45%

### 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	7.83%	14,111	14,111	0	0	0
\$25,001 - \$50,000	12.17%	36,750	34,278	41,500	40,750	0
\$50,001 - \$100,000	13.04%	81,417	82,214	79,225	0	0
\$100,001 - \$200,000	27.83%	158,803	147,550	167,398	149,218	199,900
\$200,001 - \$250,000	12.17%	228,350	215,000	229,325	230,000	0
\$250,001 - \$350,000	15.65%	286,170	302,641	276,278	290,800	0
\$350,001 and up	11.30%	581,269	507,917	841,333	470,000	522,500
<b>Average Sold Price</b>		<b>198,686</b>	<b>145,768</b>	<b>232,930</b>	<b>225,051</b>	<b>414,967</b>
<b>Total Closed Units</b>	100%	<b>115</b>	<b>50</b>	<b>46</b>	<b>16</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>22,848,902</b>	<b>7.29M</b>	<b>10.71M</b>	<b>3.60M</b>	<b>1.24M</b>

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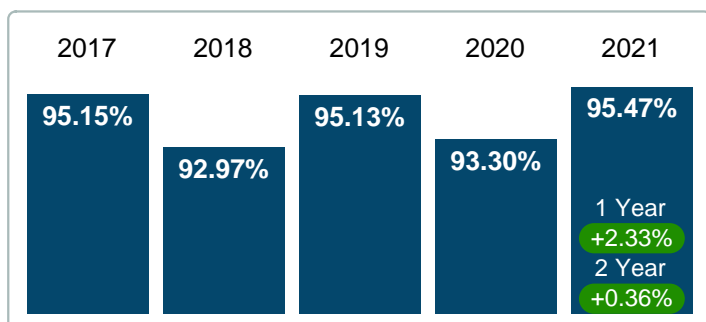
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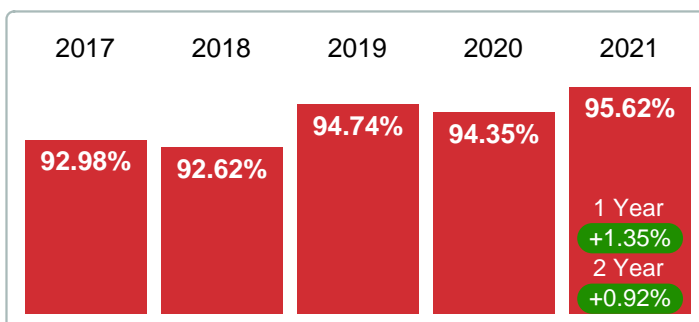
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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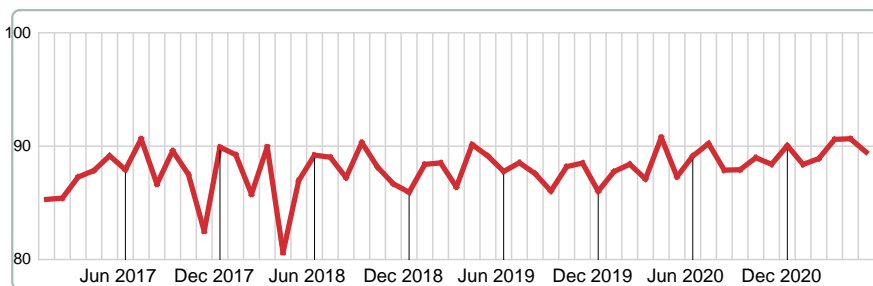
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

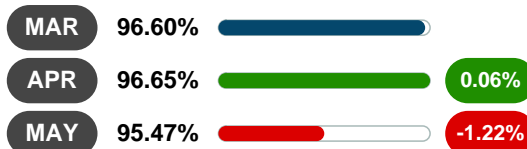


### 3 MONTHS

5 year MAY AVG = 94.40%

High Apr 2020 96.77% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **95.47%**  
above the 5 yr MAY average of **94.40%**



## 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	9	7.83%	90.99%	90.99%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	14	12.17%	94.06%	95.61%	95.48%	84.93%	0.00%
\$50,001 - \$100,000	15	13.04%	96.55%	96.30%	97.23%	0.00%	0.00%
\$100,001 - \$200,000	32	27.83%	97.86%	96.58%	98.17%	98.89%	99.95%
\$200,001 - \$250,000	14	12.17%	94.42%	71.25%	96.06%	97.87%	0.00%
\$250,001 - \$350,000	18	15.65%	95.93%	90.63%	97.75%	96.88%	0.00%
\$350,001 and up	13	11.30%	93.49%	90.01%	96.28%	95.21%	98.02%
Average Sold/List Ratio		95.50%		93.57%	97.16%	95.99%	98.66%
Total Closed Units		115	100%	50	46	16	3
Total Closed Volume		22,848,902		7.29M	10.71M	3.60M	1.24M

# May 2021



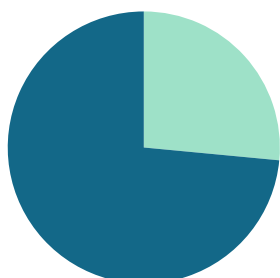
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

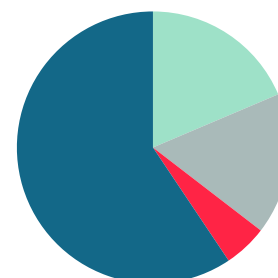


**Inventory**  
 New Listings  
**159 = 26.50%**  
 Start Inventory  
**441**  
 Total Inventory Units  
**600**  
 Volume  
**\$168,435,683**

### Market Activity

Closed Sales  
**115 = 18.61%**  
 Pending Sales  
**104 = 16.83%**  
 Other Off Market  
**32 = 5.18%**  
 Active Inventory  
**367 = 59.39%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	74	115	55.41%	342	478	39.77%
Pending Sales	102	104	1.96%	420	536	27.62%
New Listings	148	159	7.43%	865	721	-16.65%
Average List Price	172,917	209,437	21.12%	193,289	195,060	0.92%
Average Sale Price	164,645	198,686	20.68%	182,834	185,914	1.68%
Average Percent of Selling Price to List Price	93.30%	95.47%	2.33%	94.35%	95.62%	1.35%
Average Days on Market to Sale	48.72	47.77	-1.93%	49.28	48.52	-1.55%
Monthly Inventory	735	367	-50.07%	735	367	-50.07%
Months Supply of Inventory	9.35	3.58	-61.69%	9.35	3.58	-61.69%

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

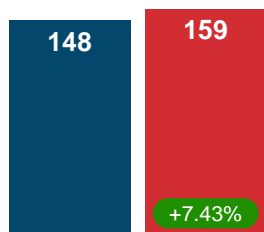
**Inventory** on May 31, 2021 = **367**

**2020** **2021**

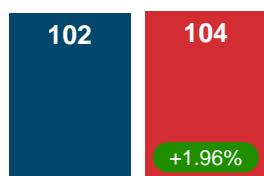
### MAY MARKET

### AVERAGE PRICES

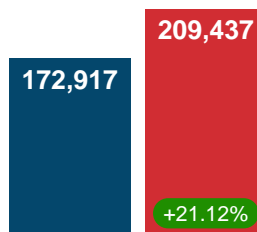
#### New Listings



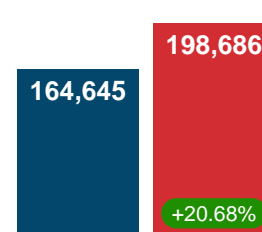
#### Pending Listings



#### List Price



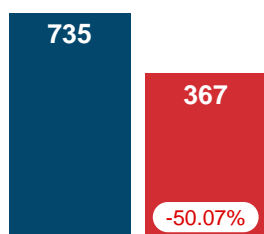
#### Sale Price



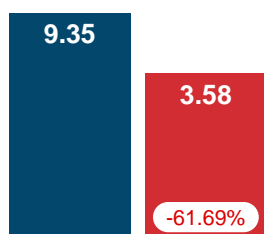
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

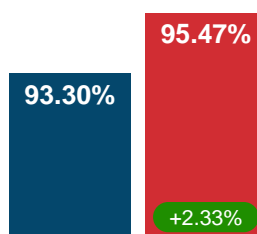
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

