

May 2021



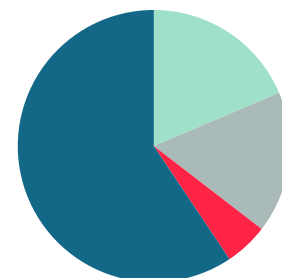
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	147,500	180,000	22.03%
Median Sale Price	135,000	180,000	33.33%
Median Percent of Selling Price to List Price	97.59%	97.96%	0.38%
Median Days on Market to Sale	18.00	12.00	-33.33%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **33.33%** in May 2021 to \$180,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 6.00 days or **33.33%** in May 2021 compared to last year's same month at **18.00** DOM.

Sales Success for May 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 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.

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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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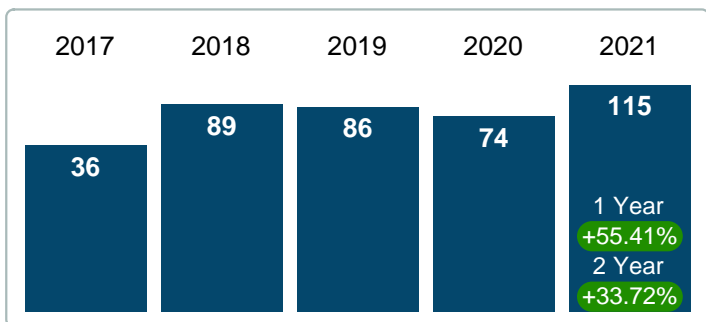
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



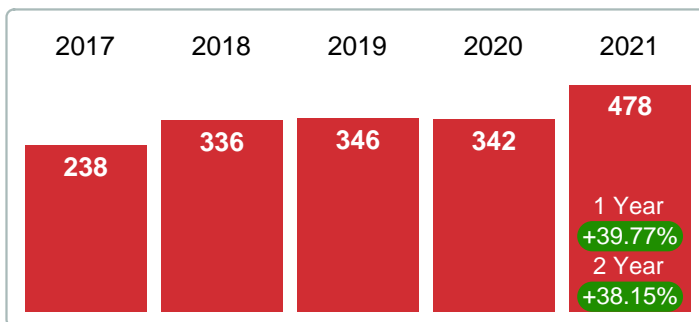
CLOSED LISTINGS

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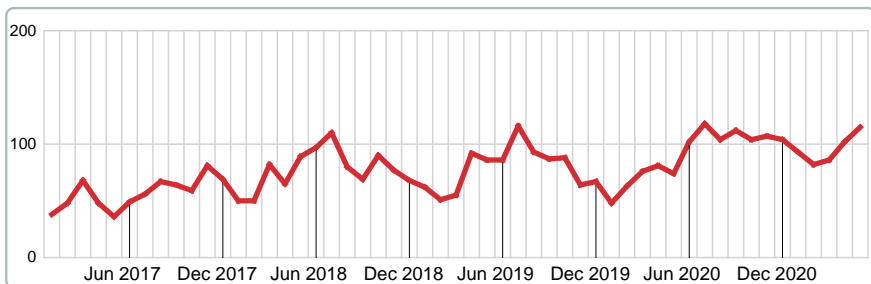
MAY



YEAR TO DATE (YTD)

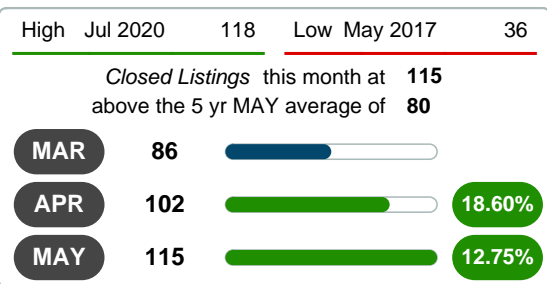


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 80



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	7.83%	3.0	9	0	0	0
\$25,001 - \$50,000	14	12.17%	85.5	9	3	2	0
\$50,001 - \$100,000	15	13.04%	13.0	11	4	0	0
\$100,001 - \$200,000	32	27.83%	13.0	10	15	6	1
\$200,001 - \$250,000	14	12.17%	9.5	1	12	1	0
\$250,001 - \$350,000	18	15.65%	4.0	4	9	5	0
\$350,001 and up	13	11.30%	32.0	6	3	2	2
Total Closed Units	115			50	46	16	3
Total Closed Volume	22,848,902	100%	12.0	7.29M	10.71M	3.60M	1.24M
Median Closed Price	\$180,000			\$84,428	\$204,500	\$205,000	\$460,000

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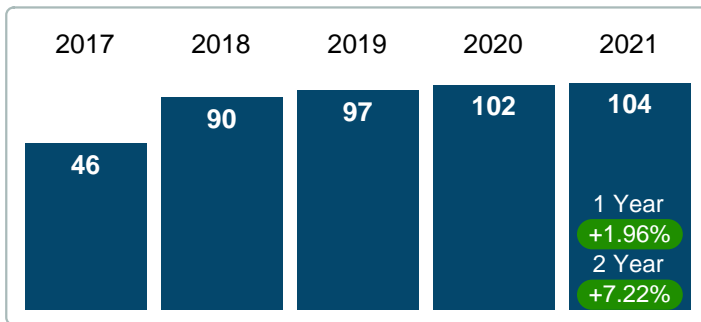
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



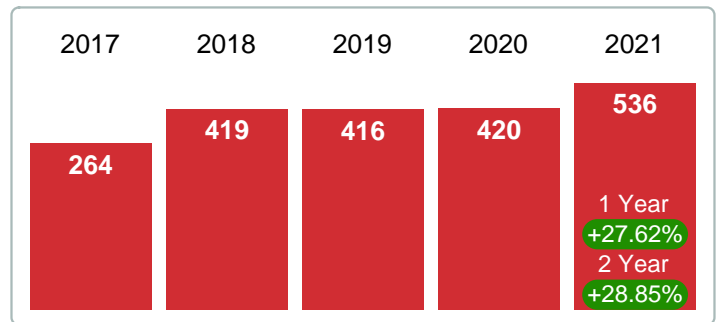
PENDING LISTINGS

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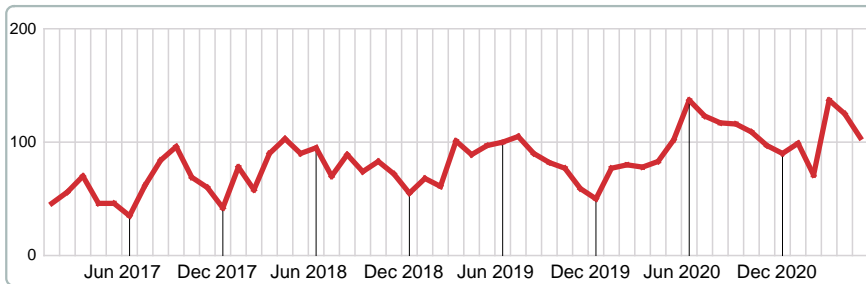
MAY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.81%	3.0	5	0	0	0
\$25,001 - \$75,000	15	14.42%	33.0	9	4	2	0
\$75,001 - \$150,000	23	22.12%	7.0	10	11	2	0
\$150,001 - \$225,000	19	18.27%	4.0	4	13	2	0
\$225,001 - \$275,000	17	16.35%	4.0	0	14	1	2
\$275,001 - \$475,000	14	13.46%	25.0	4	6	4	0
\$475,001 and up	11	10.58%	39.0	5	2	1	3
Total Pending Units	104			37	50	12	5
Total Pending Volume	23,820,467	100%	14.0	6.95M	10.56M	3.19M	3.12M
Median Listing Price	\$192,450			\$120,000	\$217,950	\$238,567	\$485,000

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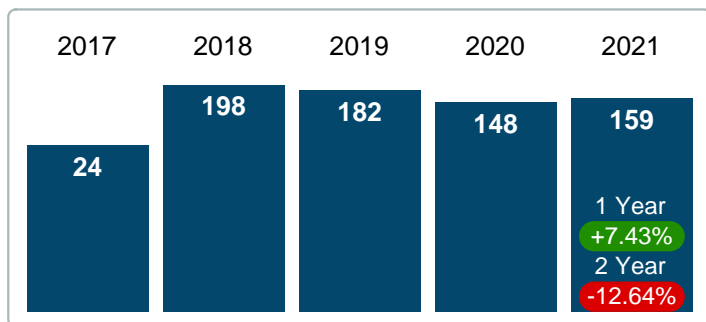
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



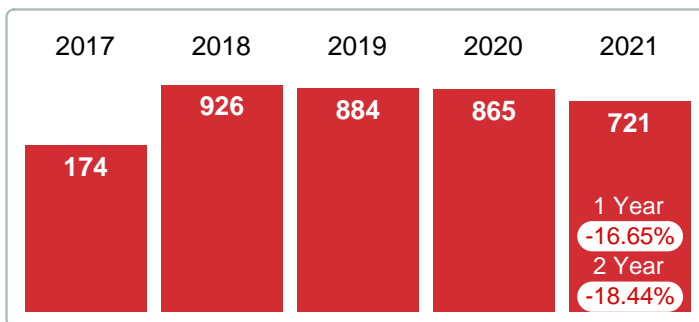
NEW LISTINGS

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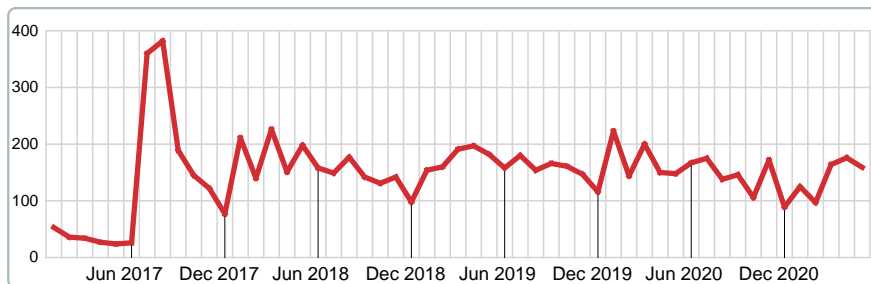
MAY



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		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	5.66%	8	1	0	0
\$25,001 - \$75,000	23	14.47%	19	3	1	0
\$75,001 - \$125,000	26	16.35%	16	9	1	0
\$125,001 - \$225,000	44	27.67%	21	18	5	0
\$225,001 - \$250,000	13	8.18%	1	10	2	0
\$250,001 - \$475,000	27	16.98%	9	9	5	4
\$475,001 and up	17	10.69%	6	4	5	2
Total New Listed Units	159		80	54	19	6
Total New Listed Volume	40,953,675	100%	14.80M	12.18M	10.16M	3.81M
Median New Listed Listing Price	\$171,000		\$122,450	\$209,950	\$250,850	\$334,700

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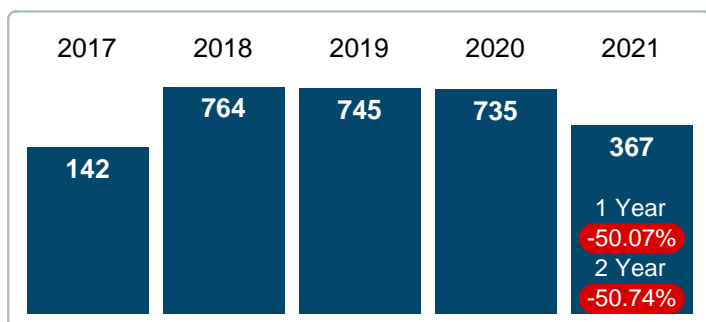
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



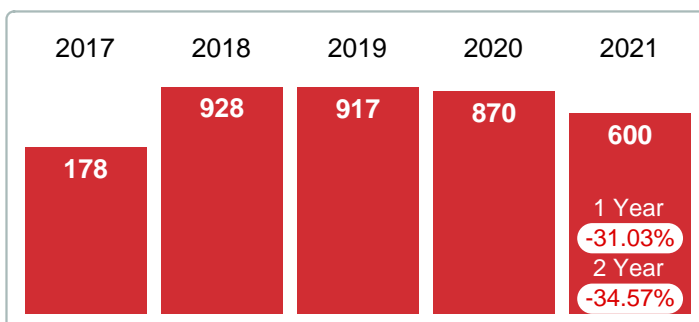
ACTIVE INVENTORY

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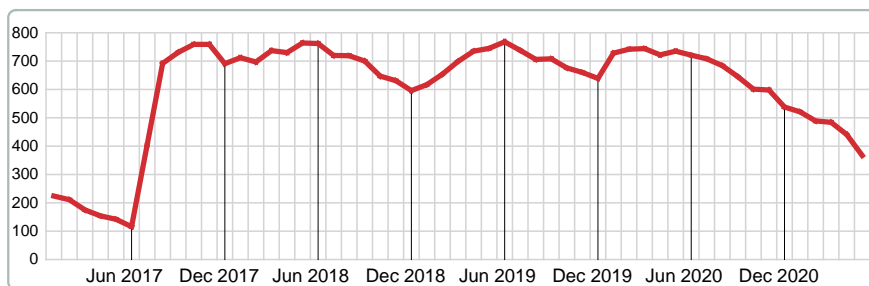
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

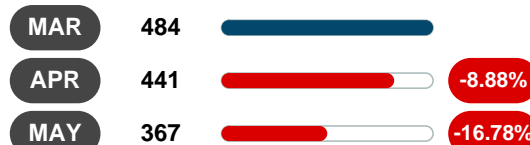


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	22	5.99%	108.0	22	0	0	0
\$20,001 - \$40,000	68	18.53%	111.5	67	1	0	0
\$40,001 - \$90,000	45	12.26%	54.0	41	4	0	0
\$90,001 - \$230,000	94	25.61%	39.0	61	25	8	0
\$230,001 - \$380,000	55	14.99%	57.0	29	14	9	3
\$380,001 - \$640,000	43	11.72%	55.0	23	13	5	2
\$640,001 and up	40	10.90%	78.5	20	10	6	4
Total Active Inventory by Units	367			263	67	28	9
Total Active Inventory by Volume	114,551,986	100%	63.0	62.79M	23.78M	18.73M	9.26M
Median Active Inventory Listing Price	\$150,000			\$98,000	\$239,000	\$309,500	\$485,000

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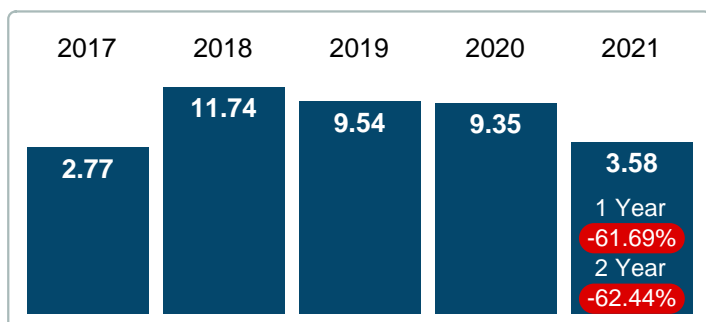
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



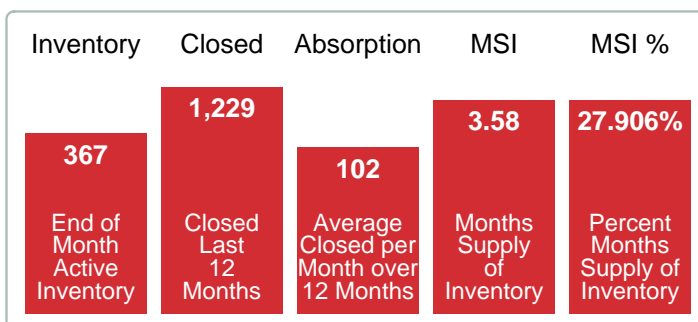
MONTHS SUPPLY of INVENTORY (MSI)

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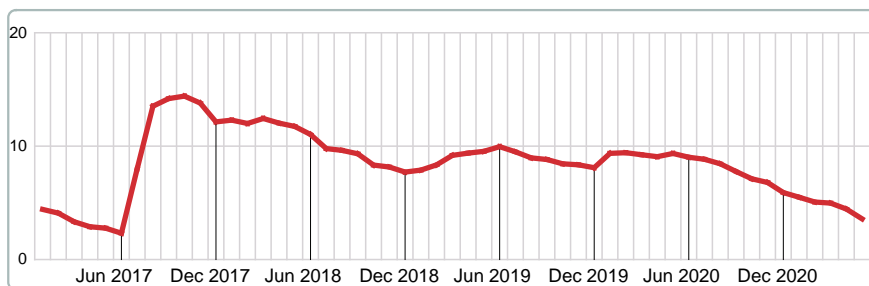
MSI FOR MAY



INDICATORS FOR MAY 2021

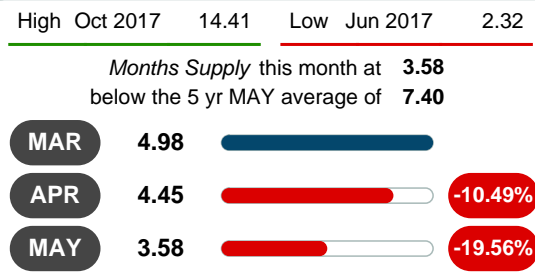


5 YEAR MARKET ACTIVITY TRENDS



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

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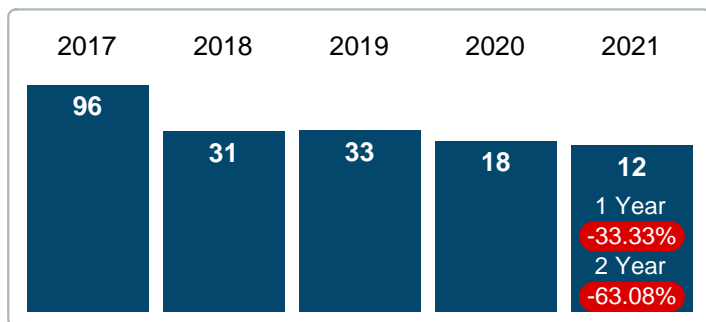
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



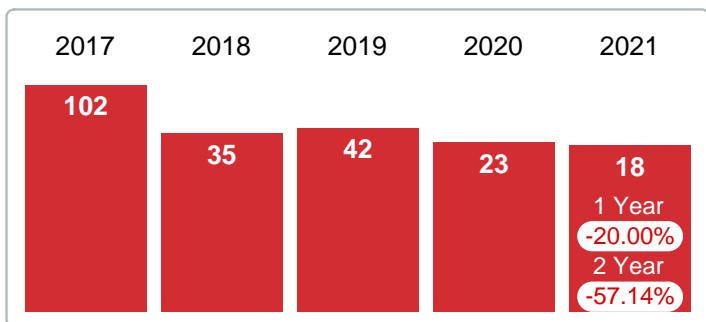
MEDIAN DAYS ON MARKET TO SALE

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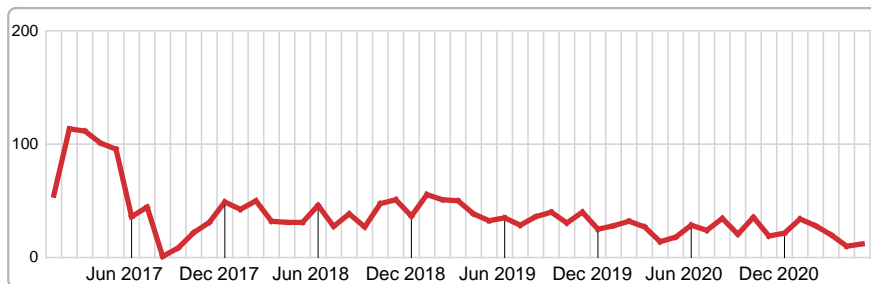
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38

High Feb 2017 114 Low Aug 2017 1

Median Days on Market to Sale this month at 12 below the 5 yr MAY average of 38



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	9	7.83%	3	3	0	0	0
\$25,001 - \$50,000	14	12.17%	86	86	193	27	0
\$50,001 - \$100,000	15	13.04%	13	14	9	0	0
\$100,001 - \$200,000	32	27.83%	13	26	6	19	1
\$200,001 - \$250,000	14	12.17%	10	60	10	3	0
\$250,001 - \$350,000	18	15.65%	4	86	2	4	0
\$350,001 and up	13	11.30%	32	68	21	77	72
Median Closed DOM			12	32	7	13	10
Total Closed Units		100%	115	50	46	16	3
Total Closed Volume			22,848,902	7.29M	10.71M	3.60M	1.24M

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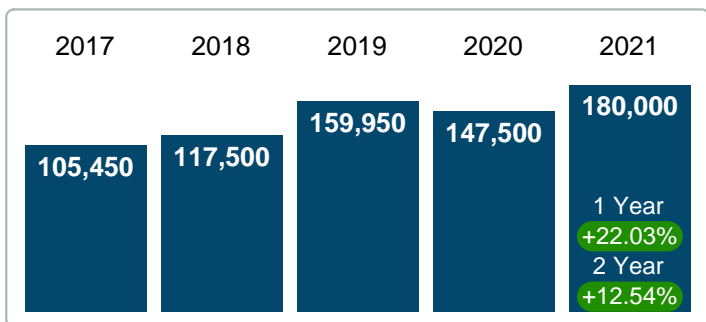
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



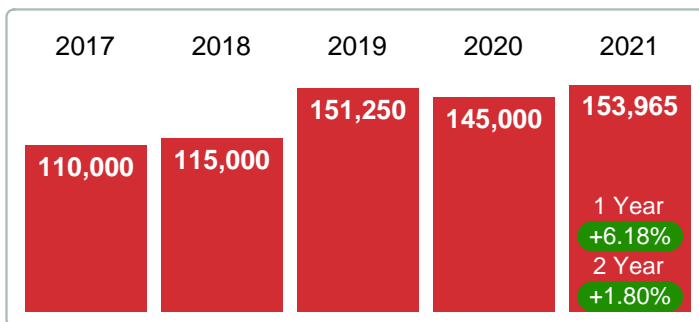
MEDIAN LIST PRICE AT CLOSING

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

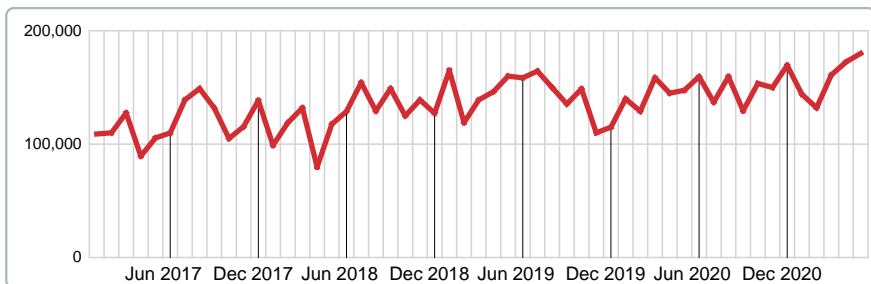
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 142,080

High May 2021 180,000 Low Apr 2018 79,900

Median List Price at Closing this month at **180,000**
above the 5 yr MAY average of **142,080**

MAR	160,950	<div style="width: 80%;"></div>
APR	172,450	<div style="width: 90%;"></div> 7.15%
MAY	180,000	<div style="width: 100%;"></div> 4.38%

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 9	7.83%	24,000	24,000	0	0	0
\$25,001 \$50,000 13	11.30%	36,900	35,000	40,000	39,900	0
\$50,001 \$100,000 16	13.91%	87,500	90,000	84,950	55,000	0
\$100,001 \$200,000 31	26.96%	164,900	139,900	180,000	150,000	199,999
\$200,001 \$250,000 11	9.57%	230,000	225,000	230,000	235,000	0
\$250,001 \$350,000 22	19.13%	289,950	340,000	277,000	299,900	0
\$350,001 and up 13	11.30%	549,000	582,500	756,000	492,000	532,000
Median List Price		180,000	90,000	209,750	207,500	479,000
Total Closed Units	100%	180,000	50	46	16	3
Total Closed Volume		24,085,259	8.07M	11.04M	3.72M	1.26M

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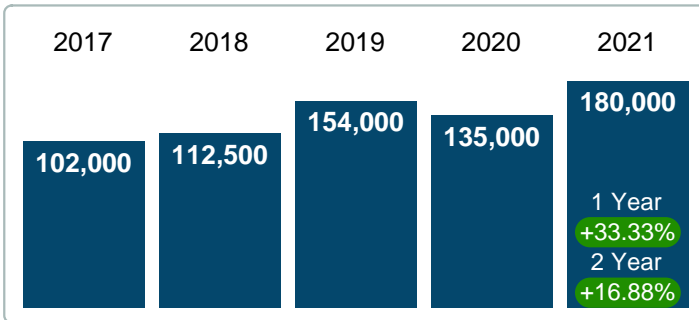
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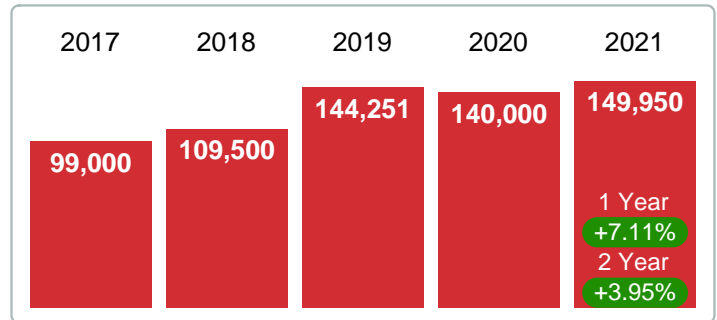
MEDIAN SOLD PRICE AT CLOSING

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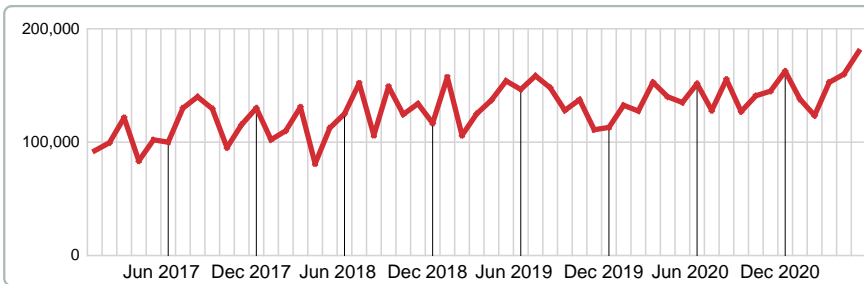
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

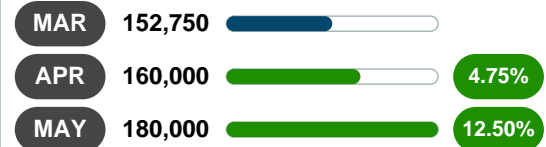


3 MONTHS

5 year MAY AVG = 136,700

High May 2021 180,000 Low Apr 2018 81,000

Median Sold Price at Closing this month at **180,000** above the 5 yr MAY average of **136,700**



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	7.83%	19,000	19,000	0	0	0
\$25,001 - \$50,000	12.17%	35,750	35,000	38,000	40,750	0
\$50,001 - \$100,000	13.04%	80,000	80,000	79,950	0	0
\$100,001 - \$200,000	27.83%	164,000	135,000	183,775	145,500	199,900
\$200,001 - \$250,000	12.17%	230,500	215,000	231,500	230,000	0
\$250,001 - \$350,000	15.65%	279,500	303,750	270,000	280,000	0
\$350,001 and up	11.30%	525,000	475,000	684,000	470,000	522,500
Median Sold Price		180,000	84,428	204,500	205,000	460,000
Total Closed Units	100%	115	50	46	16	3
Total Closed Volume		22,848,902	7.29M	10.71M	3.60M	1.24M

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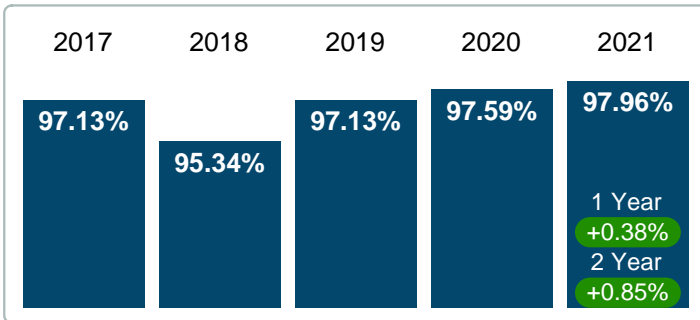
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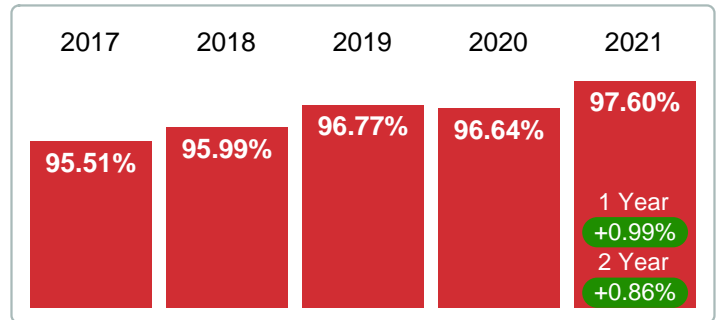
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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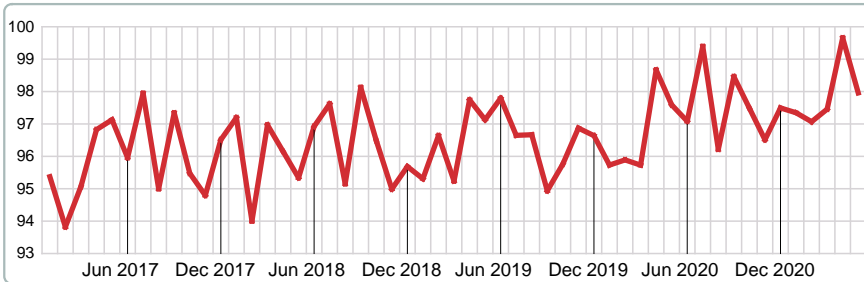
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

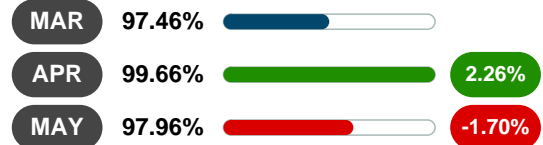


3 MONTHS

5 year MAY AVG = 97.03%

High Apr 2021 99.66% Low Feb 2017 93.82%

Median Sold/List Ratio this month at **97.96%**
above the 5 yr MAY average of **97.03%**



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	9	7.83%	90.00%	90.00%	0.00%	0.00%	0.00%
\$25,001 \$50,000	14	12.17%	97.50%	100.00%	95.00%	84.93%	0.00%
\$50,001 \$100,000	15	13.04%	97.09%	95.24%	99.19%	0.00%	0.00%
\$100,001 \$200,000	32	27.83%	99.05%	97.32%	99.61%	100.00%	99.95%
\$200,001 \$250,000	14	12.17%	97.91%	71.25%	97.98%	97.87%	0.00%
\$250,001 \$350,000	18	15.65%	97.09%	93.58%	98.15%	97.26%	0.00%
\$350,001 and up	13	11.30%	96.03%	92.50%	98.36%	95.21%	98.02%
Median Sold/List Ratio		97.96%		95.62%	98.32%	97.57%	99.95%
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



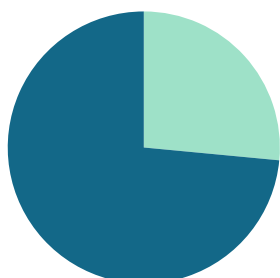
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

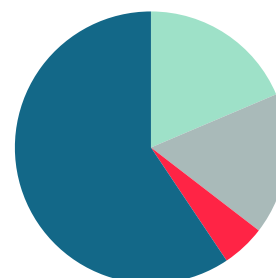


Inventory
 New Listings
159 = 26.50%
 Start Inventory
441
 Total Inventory Units
600
 Volume
\$168,435,683

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%
Median List Price	147,500	180,000	22.03%	145,000	153,965	6.18%
Median Sale Price	135,000	180,000	33.33%	140,000	149,950	7.11%
Median Percent of Selling Price to List Price	97.59%	97.96%	0.38%	96.64%	97.60%	0.99%
Median Days on Market to Sale	18.00	12.00	-33.33%	22.50	18.00	-20.00%
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

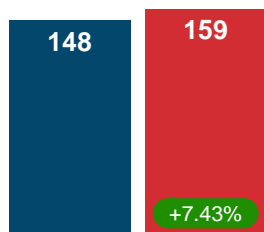
Inventory on May 31, 2021 = **367**

2020 **2021**

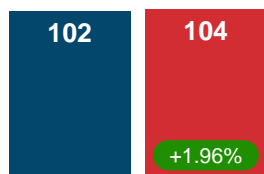
MAY MARKET

MEDIAN PRICES

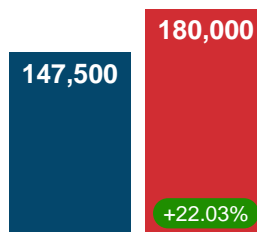
New Listings



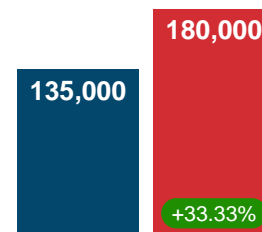
Pending Listings



List Price



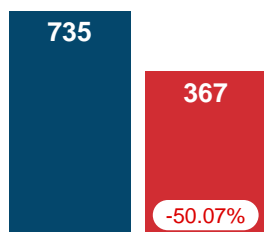
Sale Price



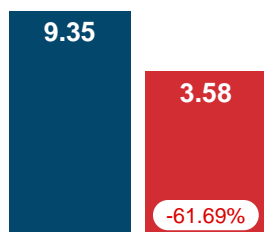
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

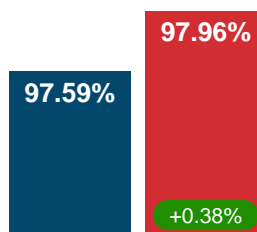
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

