

October 2021



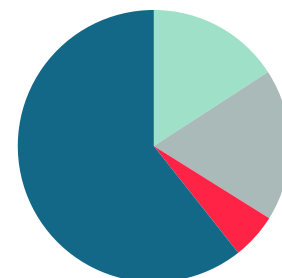
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | October 2021 | +/-% |
|---|---------|--------------|---------|
| Closed Listings | 104 | 122 | 17.31% |
| Pending Listings | 108 | 139 | 28.70% |
| New Listings | 106 | 165 | 55.66% |
| Median List Price | 153,500 | 191,950 | 25.05% |
| Median Sale Price | 140,886 | 194,900 | 38.34% |
| Median Percent of Selling Price to List Price | 97.49% | 99.30% | 1.86% |
| Median Days on Market to Sale | 35.50 | 9.50 | -73.24% |
| End of Month Inventory | 604 | 467 | -22.68% |
| Months Supply of Inventory | 7.15 | 4.34 | -39.38% |



■ Closed (15.84%)
■ Pending (18.05%)
■ Other OffMarket (5.45%)
■ Active (60.65%)

Absorption: Last 12 months, an Average of **108** Sales/Month
Active Inventory as of October 31, 2021 = **467**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **22.68%** to 467 existing homes available for sale. Over the last 12 months this area has had an average of 108 closed sales per month. This represents an unsold inventory index of **4.34** 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 **38.34%** in October 2021 to \$194,900 versus the previous year at \$140,886.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 26.00 days or **73.24%** in October 2021 compared to last year's same month at **35.50** DOM.

Sales Success for October 2021 is Positive

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

There were 165 New Listings in October 2021, up **55.66%** from last year at 106. Furthermore, there were 122 Closed Listings this month versus last year at 104, a **17.31%** increase.

Closed versus Listed trends yielded a **73.9%** ratio, down from previous year's, October 2020, at **98.1%**, a **24.64%** 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

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

October 2021



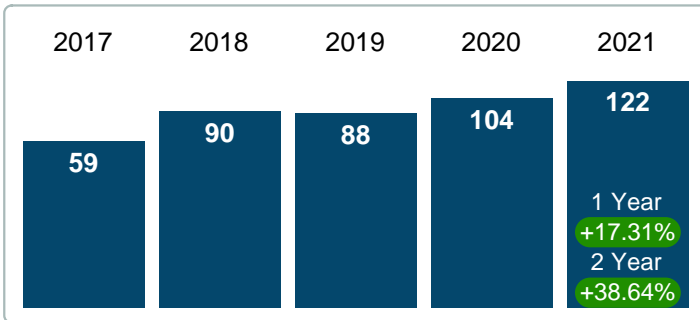
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



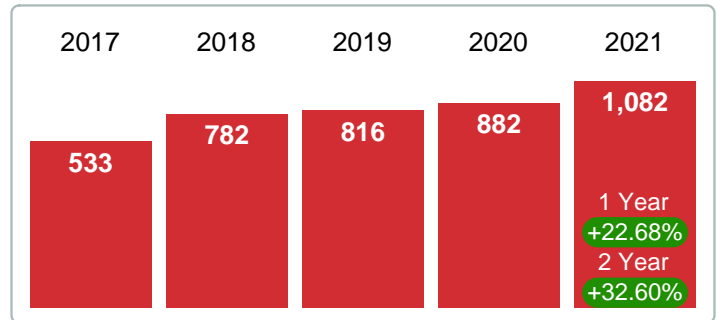
CLOSED LISTINGS

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

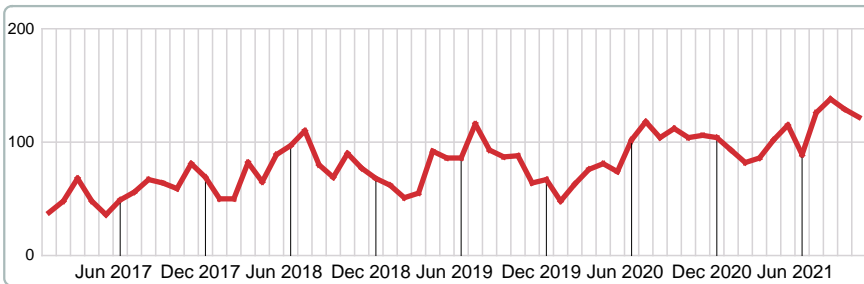
OCTOBER



YEAR TO DATE (YTD)

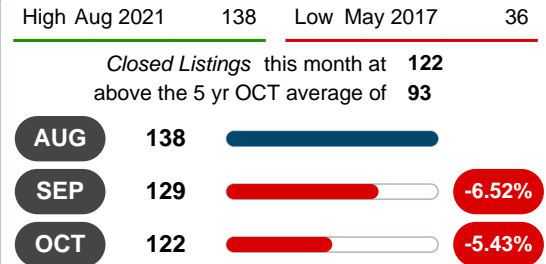


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 93



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 | 7.38% | 9.0 | 9 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 14 | 11.48% | 24.0 | 12 | 1 | 1 | 0 |
| \$75,001 - \$125,000 | 17 | 13.93% | 7.0 | 7 | 8 | 2 | 0 |
| \$125,001 - \$225,000 | 36 | 29.51% | 7.5 | 7 | 24 | 5 | 0 |
| \$225,001 - \$275,000 | 15 | 12.30% | 7.0 | 4 | 7 | 4 | 0 |
| \$275,001 - \$425,000 | 18 | 14.75% | 12.5 | 3 | 10 | 5 | 0 |
| \$425,001 and up | 13 | 10.66% | 11.0 | 4 | 5 | 2 | 2 |
| Total Closed Units | 122 | | | 46 | 55 | 19 | 2 |
| Total Closed Volume | 28,037,066 | 100% | 9.5 | 7.85M | 13.42M | 4.99M | 1.79M |
| Median Closed Price | \$194,900 | | | \$93,000 | \$205,000 | \$250,000 | \$892,500 |

October 2021



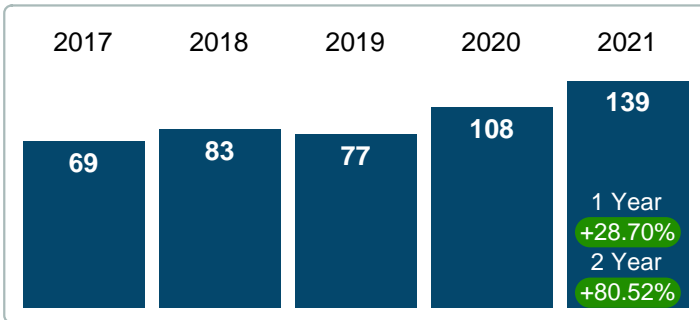
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



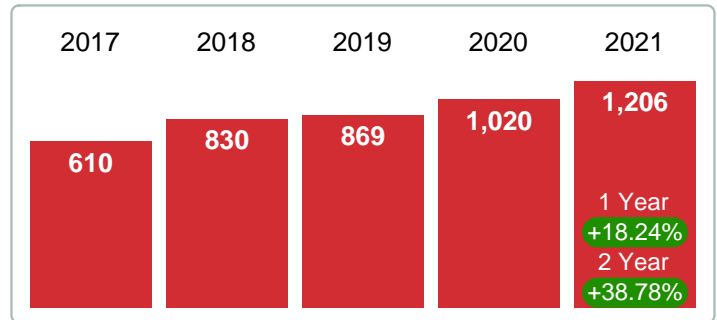
PENDING LISTINGS

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

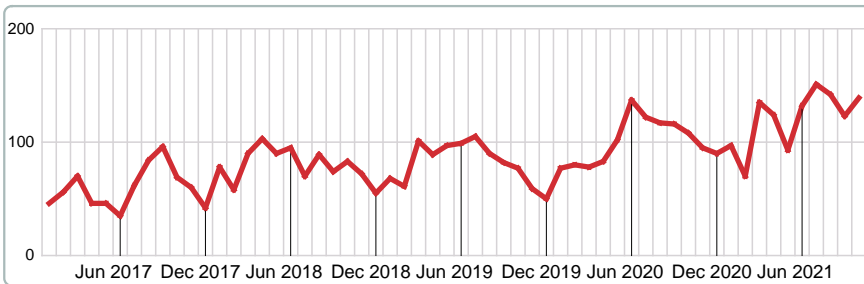
OCTOBER



YEAR TO DATE (YTD)

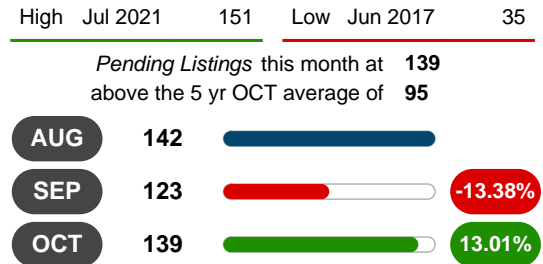


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 95



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 | 10 | 7.19% | 50.0 | 10 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 16 | 11.51% | 45.5 | 14 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 19 | 13.67% | 22.0 | 6 | 11 | 2 | 0 |
| \$125,001 - \$200,000 | 37 | 26.62% | 23.0 | 13 | 21 | 3 | 0 |
| \$200,001 - \$300,000 | 25 | 17.99% | 15.0 | 2 | 17 | 6 | 0 |
| \$300,001 - \$375,000 | 19 | 13.67% | 13.0 | 3 | 8 | 8 | 0 |
| \$375,001 and up | 13 | 9.35% | 48.0 | 2 | 6 | 4 | 1 |
| Total Pending Units | 139 | | | 50 | 65 | 23 | 1 |
| Total Pending Volume | 31,057,605 | 100% | 27.0 | 6.83M | 15.85M | 7.82M | 549.00K |
| Median Listing Price | \$174,000 | | | \$81,000 | \$199,000 | \$320,000 | \$549,000 |

October 2021



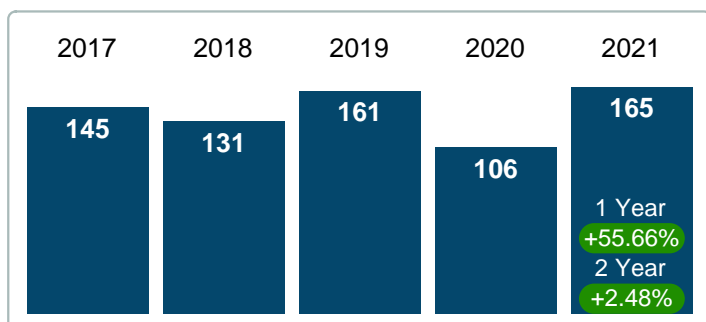
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



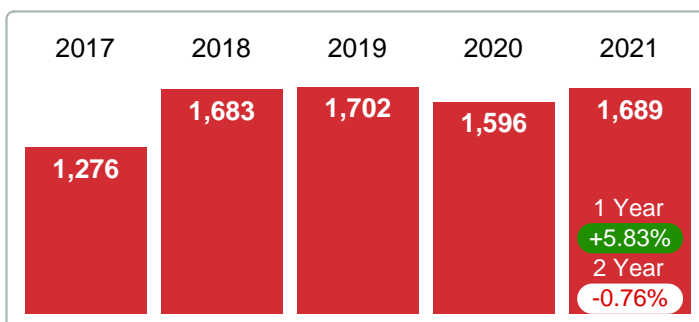
NEW LISTINGS

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

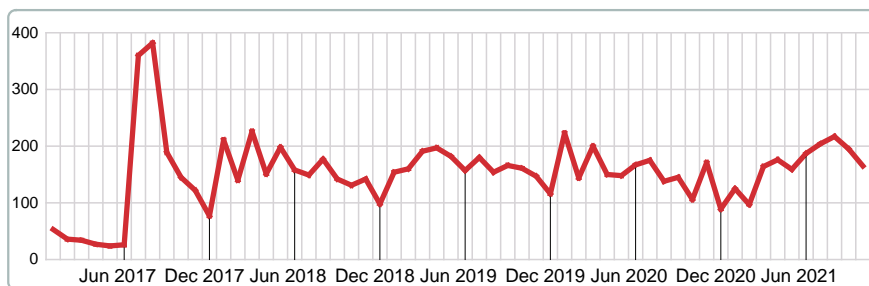
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

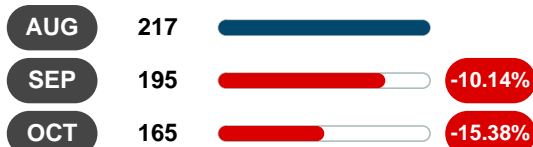


3 MONTHS

5 year OCT AVG = 142

High Aug 2017 382 Low May 2017 24

New Listings this month at 165
above the 5 yr OCT 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 |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 16 | 9.70% | 15 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 11 | 6.67% | 11 | 0 | 0 | 0 |
| \$75,001 - \$125,000 | 23 | 13.94% | 15 | 7 | 1 | 0 |
| \$125,001 - \$225,000 | 46 | 27.88% | 14 | 28 | 4 | 0 |
| \$225,001 - \$325,000 | 30 | 18.18% | 9 | 11 | 10 | 0 |
| \$325,001 - \$475,000 | 23 | 13.94% | 7 | 11 | 5 | 0 |
| \$475,001 and up | 16 | 9.70% | 8 | 2 | 4 | 2 |
| Total New Listed Units | 165 | | 79 | 60 | 24 | 2 |
| Total New Listed Volume | 45,841,552 | 100% | 16.44M | 14.69M | 13.59M | 1.13M |
| Median New Listed Listing Price | \$205,000 | | \$125,000 | \$216,175 | \$301,138 | \$564,450 |

October 2021



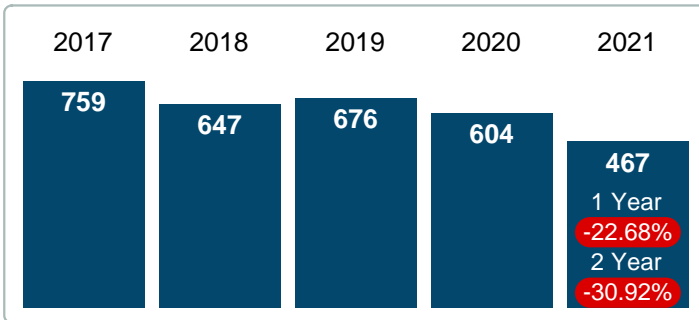
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



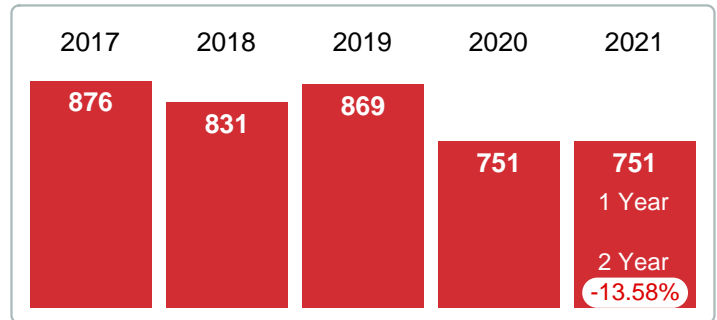
ACTIVE INVENTORY

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

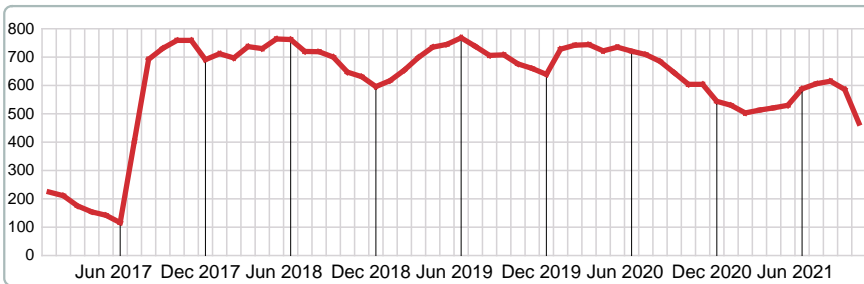
END OF OCTOBER



ACTIVE DURING OCTOBER

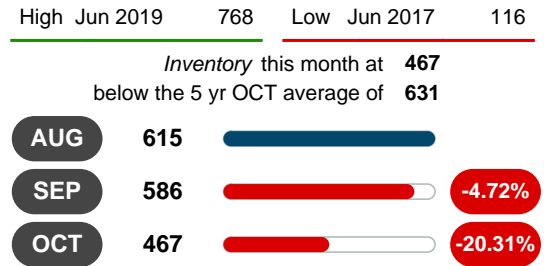


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 631



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 32 | 6.85% | 60.0 | 32 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 60 | 12.85% | 83.0 | 58 | 2 | 0 | 0 |
| \$50,001 - \$125,000 | 81 | 17.34% | 71.0 | 67 | 13 | 1 | 0 |
| \$125,001 - \$275,000 | 120 | 25.70% | 63.5 | 58 | 41 | 18 | 3 |
| \$275,001 - \$425,000 | 67 | 14.35% | 58.0 | 32 | 21 | 13 | 1 |
| \$425,001 - \$775,000 | 59 | 12.63% | 67.0 | 34 | 13 | 6 | 6 |
| \$775,001 and up | 48 | 10.28% | 93.0 | 27 | 9 | 8 | 4 |
| Total Active Inventory by Units | 467 | | | 308 | 99 | 46 | 14 |
| Total Active Inventory by Volume | 179,466,776 | 100% | 72.0 | 96.63M | 39.05M | 28.90M | 14.89M |
| Median Active Inventory Listing Price | \$199,000 | | | \$125,000 | \$234,000 | \$311,255 | \$537,450 |

October 2021



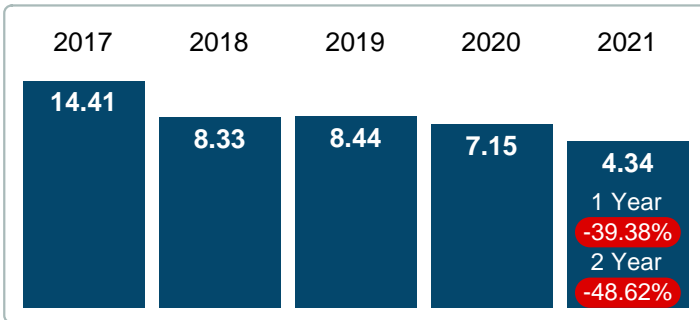
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



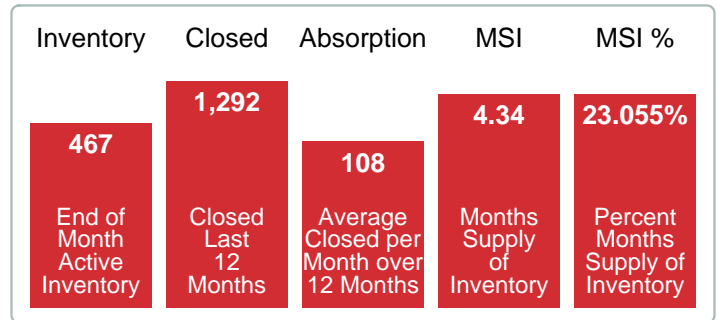
MONTHS SUPPLY of INVENTORY (MSI)

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

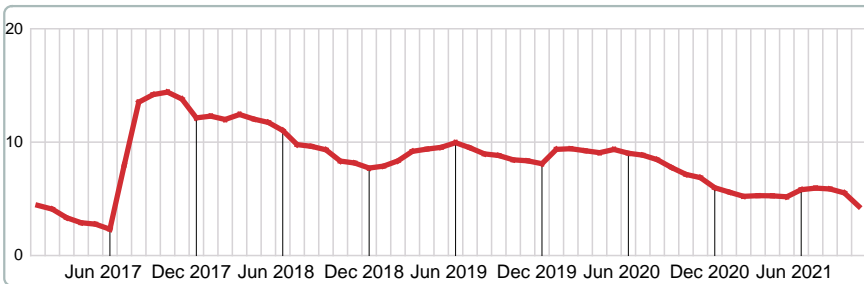
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

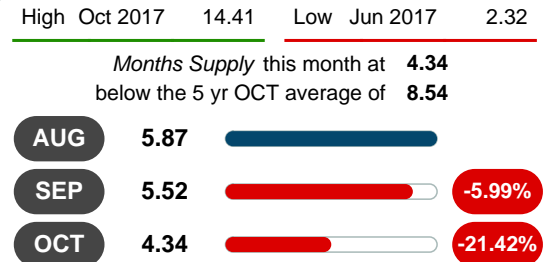


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.54



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 | 32 | 6.85% | 4.52 | 4.86 | 0.00 | 0.00 | 0.00 |
| \$25,001 - \$50,000 | 60 | 12.85% | 5.45 | 5.85 | 2.40 | 0.00 | 0.00 |
| \$50,001 - \$125,000 | 81 | 17.34% | 3.48 | 4.99 | 1.53 | 0.75 | 0.00 |
| \$125,001 - \$275,000 | 120 | 25.70% | 2.66 | 7.57 | 1.39 | 2.57 | 3.27 |
| \$275,001 - \$425,000 | 67 | 14.35% | 5.09 | 11.29 | 3.94 | 3.25 | 1.00 |
| \$425,001 - \$775,000 | 59 | 12.63% | 8.74 | 14.07 | 7.09 | 4.80 | 4.80 |
| \$775,001 and up | 48 | 10.28% | 38.40 | 40.50 | 27.00 | 0.00 | 16.00 |
| Market Supply of Inventory (MSI) | | | 4.34 | 7.08 | 2.12 | 3.31 | 4.00 |
| Total Active Inventory by Units | | 100% | 467 | 308 | 99 | 46 | 14 |

October 2021



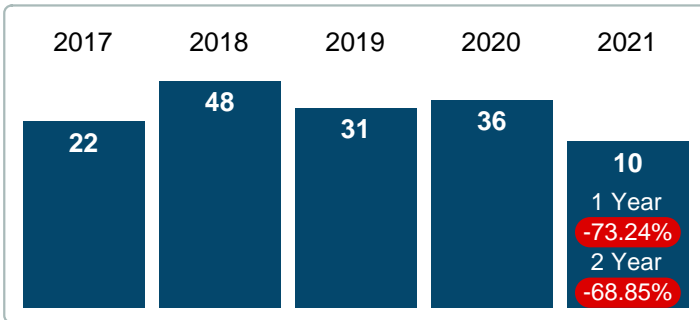
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



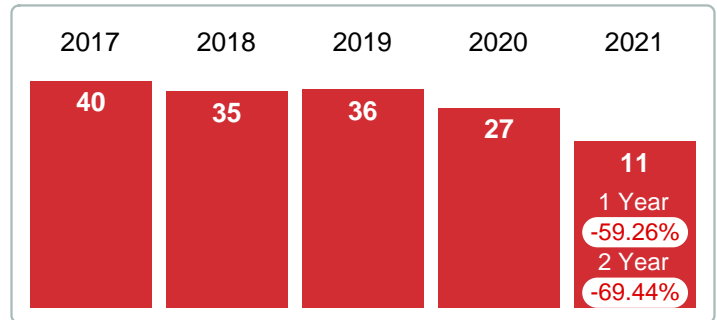
MEDIAN DAYS ON MARKET TO SALE

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

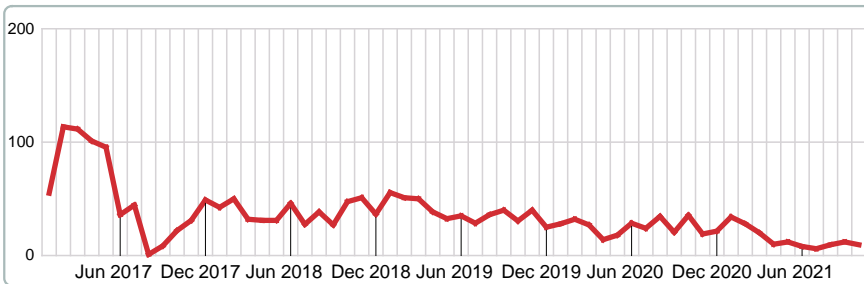
OCTOBER



YEAR TO DATE (YTD)

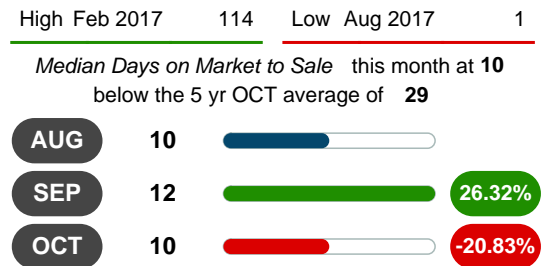


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 29



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 | 7.38% | 9 | 9 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 14 | 11.48% | 24 | 20 | 20 | 68 | 0 |
| \$75,001 - \$125,000 | 17 | 13.93% | 7 | 12 | 7 | 16 | 0 |
| \$125,001 - \$225,000 | 36 | 29.51% | 8 | 78 | 6 | 8 | 0 |
| \$225,001 - \$275,000 | 15 | 12.30% | 7 | 25 | 6 | 28 | 0 |
| \$275,001 - \$425,000 | 18 | 14.75% | 13 | 31 | 15 | 6 | 0 |
| \$425,001 and up | 13 | 10.66% | 11 | 21 | 11 | 27 | 24 |
| Median Closed DOM | 10 | | 9.5 | 17 | 7 | 10 | 24 |
| Total Closed Units | 122 | 100% | | 46 | 55 | 19 | 2 |
| Total Closed Volume | 28,037,066 | | | 7.85M | 13.42M | 4.99M | 1.79M |

October 2021



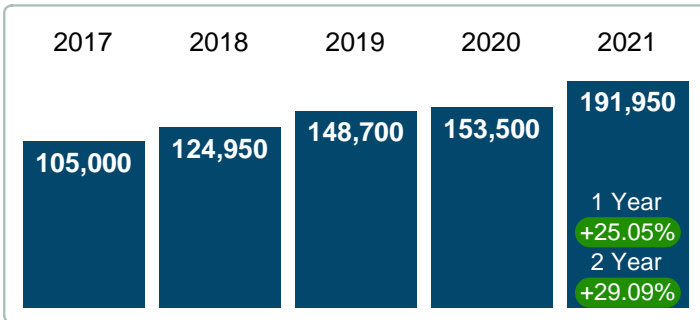
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



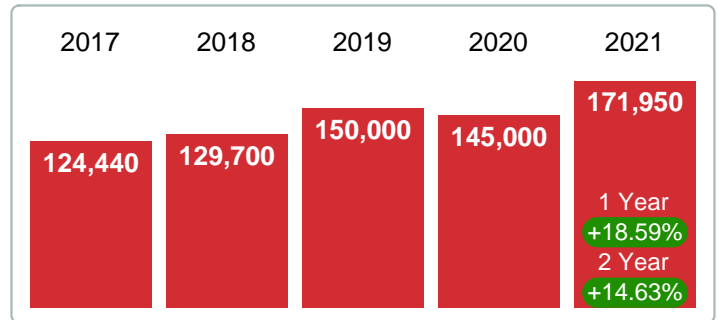
MEDIAN LIST PRICE AT CLOSING

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

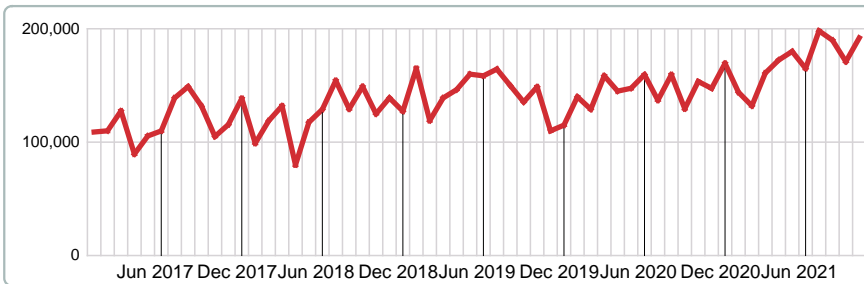
OCTOBER



YEAR TO DATE (YTD)

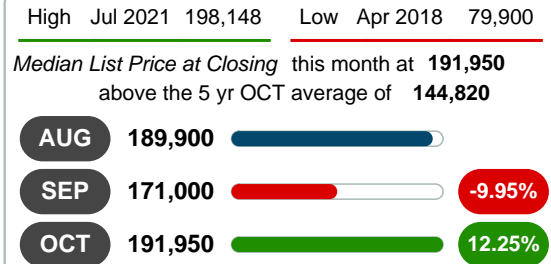


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 144,820



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 | 8 | 6.56% | 16,000 | 16,000 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 14 | 11.48% | 47,000 | 45,000 | 0 | 69,000 | 0 |
| \$75,001 - \$125,000 | 16 | 13.11% | 120,000 | 120,000 | 122,250 | 78,500 | 0 |
| \$125,001 - \$225,000 | 36 | 29.51% | 160,000 | 150,000 | 179,000 | 159,000 | 0 |
| \$225,001 - \$275,000 | 13 | 10.66% | 250,000 | 249,950 | 259,000 | 249,950 | 0 |
| \$275,001 - \$425,000 | 19 | 15.57% | 311,900 | 324,500 | 318,400 | 295,000 | 0 |
| \$425,001 and up | 16 | 13.11% | 587,498 | 600,000 | 587,498 | 450,000 | 975,000 |
| Median List Price | | | 191,950 | 98,950 | 214,000 | 250,000 | 975,000 |
| Total Closed Units | | 100% | 191,950 | 46 | 55 | 19 | 2 |
| Total Closed Volume | | | 29,095,912 | 8.25M | 13.75M | 5.14M | 1.95M |

October 2021



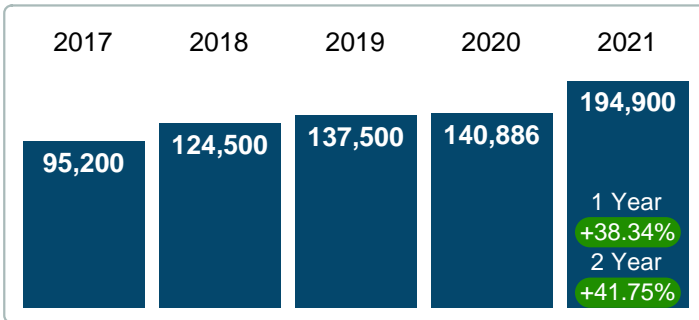
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



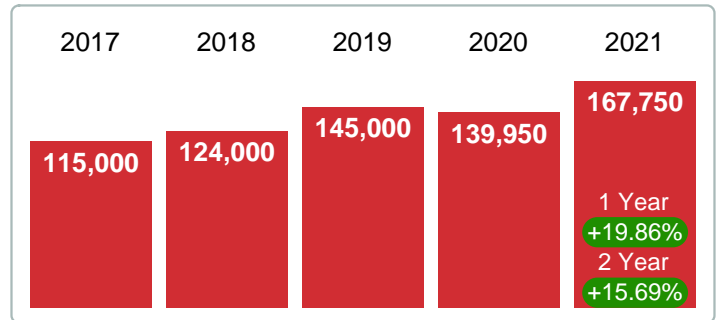
MEDIAN SOLD PRICE AT CLOSING

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

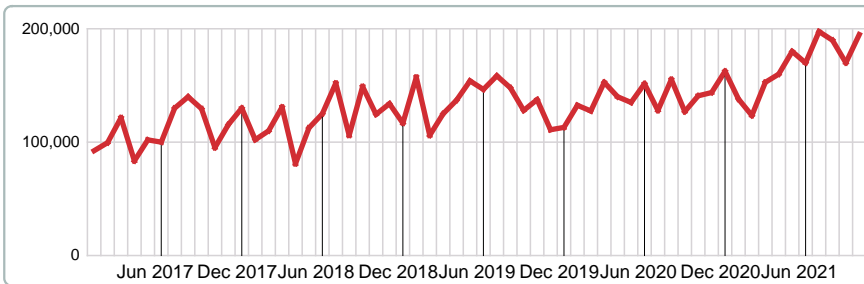
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

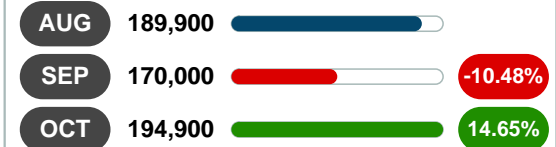


3 MONTHS

5 year OCT AVG = 138,597

High Jul 2021 197,500 Low Apr 2018 81,000

Median Sold Price at Closing this month at **194,900** above the 5 yr OCT average of **138,597**



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 | 9 | 7.38% | 20,000 | 20,000 | 0 | 0 | |
| \$25,001 - \$75,000 | 14 | 11.48% | 50,000 | 42,500 | 65,000 | 65,000 | |
| \$75,001 - \$125,000 | 17 | 13.93% | 115,000 | 100,000 | 121,500 | 95,250 | |
| \$125,001 - \$225,000 | 36 | 29.51% | 177,500 | 150,000 | 177,500 | 185,472 | |
| \$225,001 - \$275,000 | 15 | 12.30% | 250,000 | 250,000 | 256,044 | 250,000 | |
| \$275,001 - \$425,000 | 18 | 14.75% | 323,950 | 335,000 | 324,950 | 315,000 | |
| \$425,001 and up | 13 | 10.66% | 624,995 | 604,000 | 624,995 | 607,498 892,500 | |
| Median Sold Price | | 194,900 | | 93,000 | 205,000 | 250,000 892,500 | |
| Total Closed Units | | 122 | 100% | 194,900 | 46 | 55 | 19 2 |
| Total Closed Volume | | 28,037,066 | | 7.85M | 13.42M | 4.99M | 1.79M |

October 2021



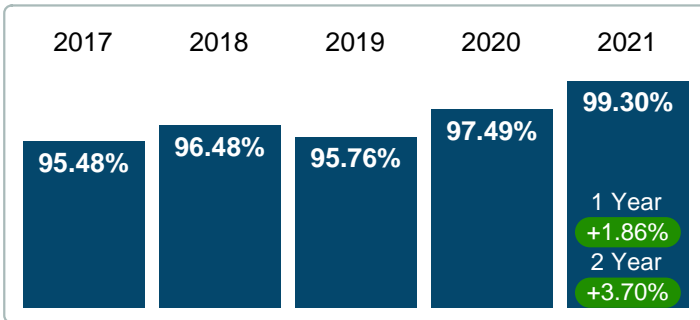
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



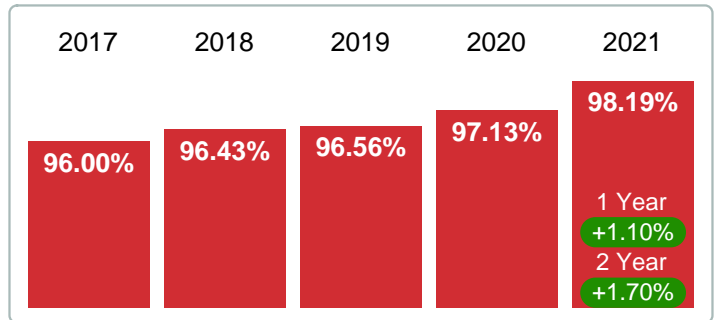
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

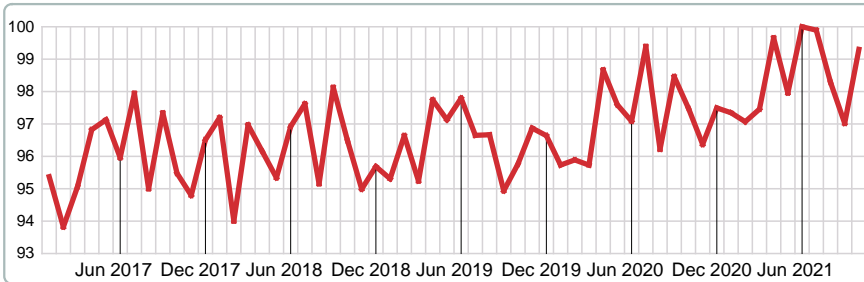
OCTOBER



YEAR TO DATE (YTD)

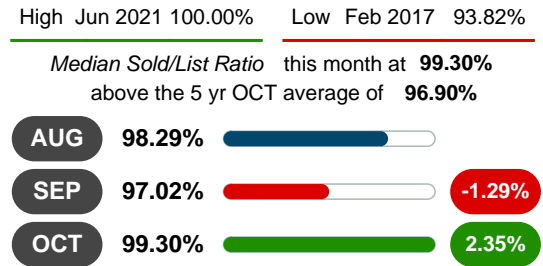


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 96.90%



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 | 7.38% | 93.88% | 93.88% | 0.00% | 0.00% | 0.00% |
| \$25,001 - \$75,000 | 14 | 11.48% | 100.00% | 100.00% | 78.41% | 94.20% | 0.00% |
| \$75,001 - \$125,000 | 17 | 13.93% | 100.00% | 96.00% | 100.00% | 91.51% | 0.00% |
| \$125,001 - \$225,000 | 36 | 29.51% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| \$225,001 - \$275,000 | 15 | 12.30% | 100.00% | 89.83% | 100.00% | 98.08% | 0.00% |
| \$275,001 - \$425,000 | 18 | 14.75% | 98.80% | 95.71% | 99.92% | 96.89% | 0.00% |
| \$425,001 and up | 13 | 10.66% | 97.01% | 96.84% | 96.02% | 100.00% | 93.28% |
| Median Sold/List Ratio | | 99.30% | | 96.84% | 100.00% | 100.00% | 93.28% |
| Total Closed Units | | 122 | 100% | 46 | 55 | 19 | 2 |
| Total Closed Volume | | 28,037,066 | | 7.85M | 13.42M | 4.99M | 1.79M |

October 2021



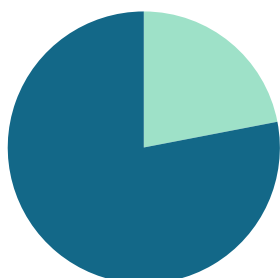
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

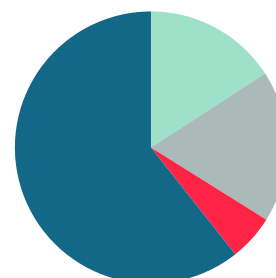


Inventory
 New Listings
165 = 21.97%
 Start Inventory
586
 Total Inventory Units
751
 Volume
\$248,131,502

Market Activity

Closed Sales
122 = 15.84%
 Pending Sales
139 = 18.05%
 Other Off Market
42 = 5.45%
 Active Inventory
467 = 60.65%

MARKET ACTIVITY



| Compared Metrics | October | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 104 | 122 | 17.31% | 882 | 1,082 | 22.68% |
| Pending Sales | 108 | 139 | 28.70% | 1,020 | 1,206 | 18.24% |
| New Listings | 106 | 165 | 55.66% | 1,596 | 1,689 | 5.83% |
| Median List Price | 153,500 | 191,950 | 25.05% | 145,000 | 171,950 | 18.59% |
| Median Sale Price | 140,886 | 194,900 | 38.34% | 139,950 | 167,750 | 19.86% |
| Median Percent of Selling Price to List Price | 97.49% | 99.30% | 1.86% | 97.13% | 98.19% | 1.10% |
| Median Days on Market to Sale | 35.50 | 9.50 | -73.24% | 27.00 | 11.00 | -59.26% |
| Monthly Inventory | 604 | 467 | -22.68% | 604 | 467 | -22.68% |
| Months Supply of Inventory | 7.15 | 4.34 | -39.38% | 7.15 | 4.34 | -39.38% |

Absorption: Last 12 months, an Average of **108** Sales/Month

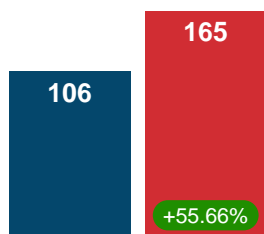
Inventory on October 31, 2021 = **467**

2020 **2021**

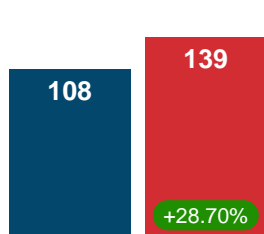
OCTOBER MARKET

MEDIAN PRICES

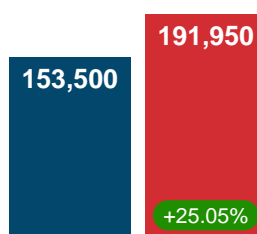
New Listings



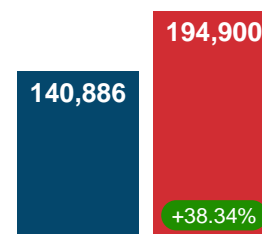
Pending Listings



List Price



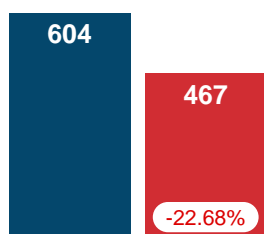
Sale Price



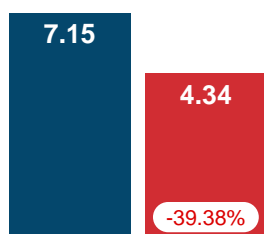
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

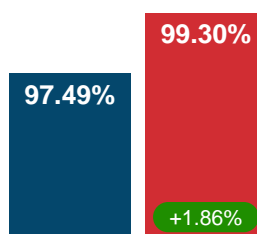
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

