

September 2021



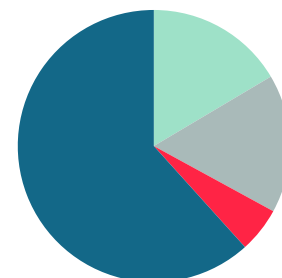
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	112	129	15.18%
Pending Listings	116	129	11.21%
New Listings	145	195	34.48%
Average List Price	155,307	207,118	33.36%
Average Sale Price	146,147	198,283	35.67%
Average Percent of Selling Price to List Price	93.92%	94.44%	0.55%
Average Days on Market to Sale	57.71	42.29	-26.71%
End of Month Inventory	645	483	-25.12%
Months Supply of Inventory	7.76	4.55	-41.40%



■ Closed (16.48%)
■ Pending (16.48%)
■ Other OffMarket (5.36%)
■ Active (61.69%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of September 30, 2021 = **483**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **25.12%** to 483 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **4.55** 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 **35.67%** in September 2021 to \$198,283 versus the previous year at \$146,147.

Average Days on Market Shortens

The average number of **42.29** days that homes spent on the market before selling decreased by 15.41 days or **26.71%** in September 2021 compared to last year's same month at **57.71** DOM.

Sales Success for September 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 195 New Listings in September 2021, up **34.48%** from last year at 145. Furthermore, there were 129 Closed Listings this month versus last year at 112, a **15.18%** increase.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, September 2020, at **77.2%**, a **14.35%** 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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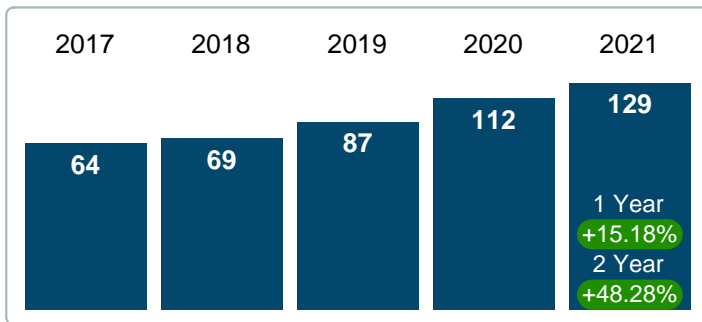
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



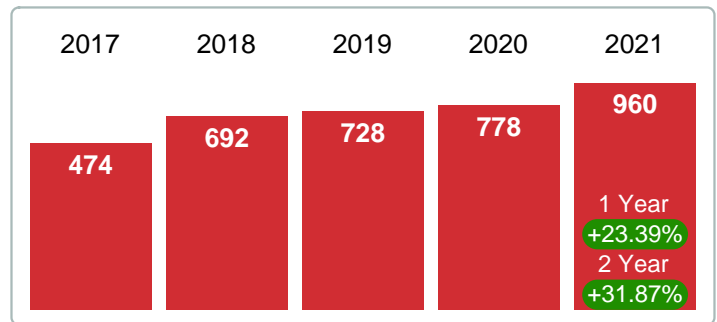
CLOSED LISTINGS

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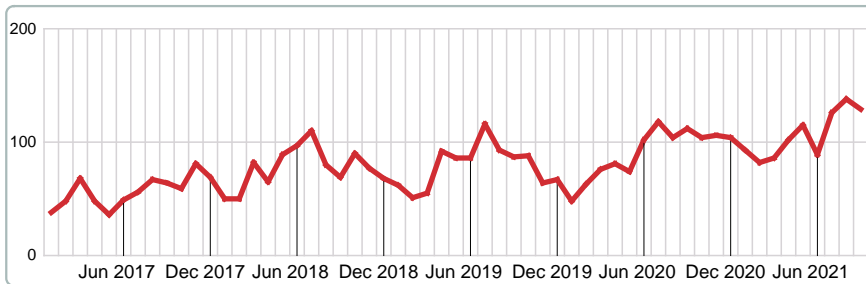
SEPTEMBER



YEAR TO DATE (YTD)

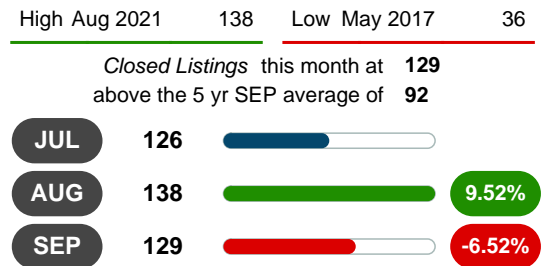


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 92



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	7	5.43%	15.6	7	0	0	0
\$25,001 - \$75,000	17	13.18%	53.9	17	0	0	0
\$75,001 - \$100,000	16	12.40%	22.4	9	7	0	0
\$100,001 - \$200,000	41	31.78%	44.6	18	16	7	0
\$200,001 - \$250,000	19	14.73%	38.2	2	15	2	0
\$250,001 - \$375,000	17	13.18%	22.5	3	9	2	3
\$375,001 and up	12	9.30%	94.4	6	4	2	0
Total Closed Units	129			62	51	13	3
Total Closed Volume	25,578,560	100%	42.3	9.55M	11.81M	3.30M	925.00K
Average Closed Price	\$198,283			\$154,016	\$231,550	\$253,500	\$308,333

September 2021



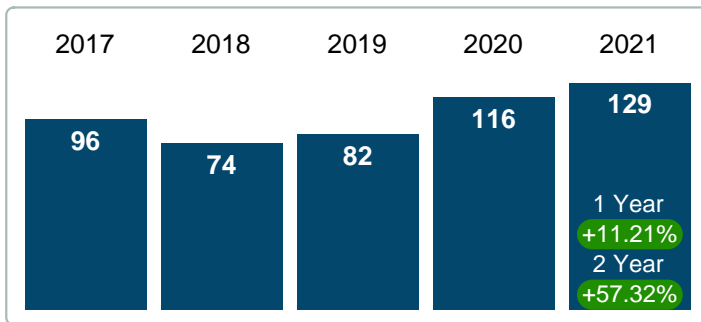
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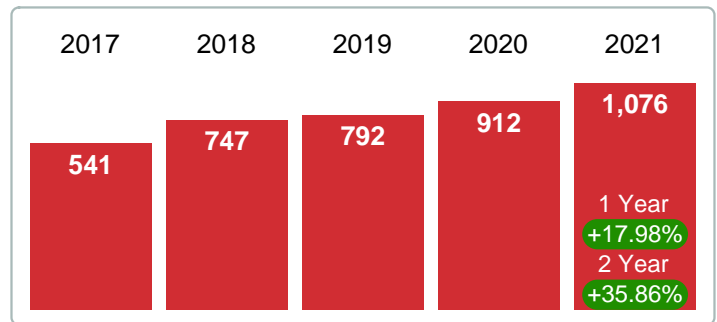
PENDING LISTINGS

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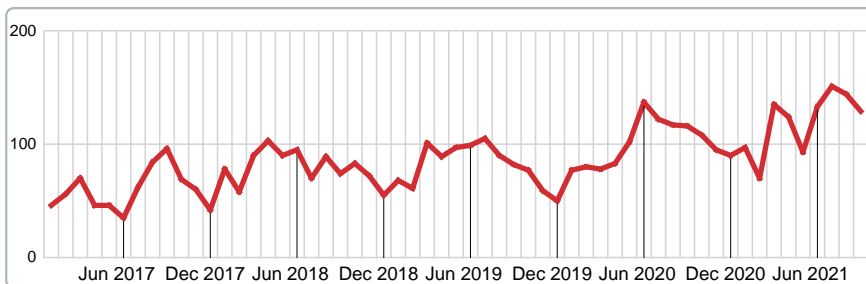
SEPTEMBER



YEAR TO DATE (YTD)

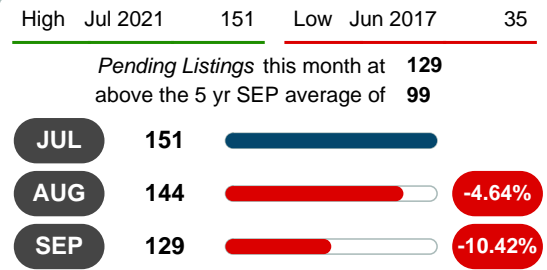


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99



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	4	3.10%	28.8	4	0	0	0
\$25,001 - \$75,000	21	16.28%	67.4	19	1	1	0
\$75,001 - \$125,000	17	13.18%	37.2	13	3	1	0
\$125,001 - \$200,000	32	24.81%	37.1	9	19	4	0
\$200,001 - \$275,000	20	15.50%	32.5	2	12	6	0
\$275,001 - \$450,000	22	17.05%	42.2	2	11	7	2
\$450,001 and up	13	10.08%	50.1	5	6	1	1
Total Pending Units	129			54	52	20	3
Total Pending Volume	29,193,586	100%	48.8	8.92M	13.54M	5.54M	1.19M
Average Listing Price	\$237,800			\$165,138	\$260,428	\$277,194	\$396,667

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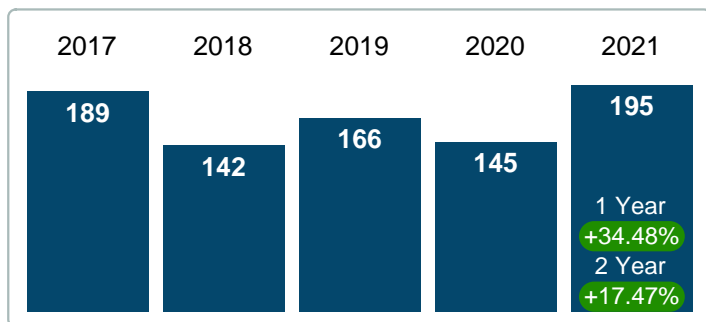
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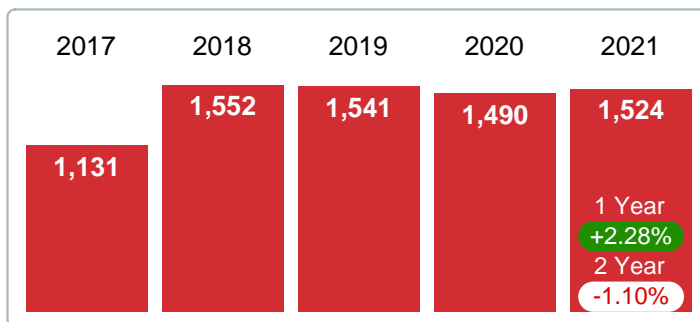
NEW LISTINGS

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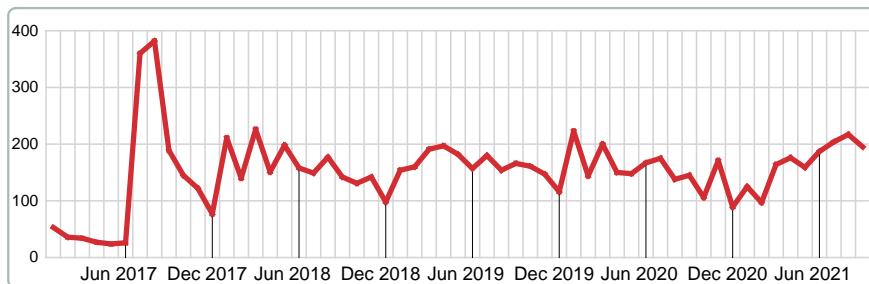
SEPTEMBER



YEAR TO DATE (YTD)

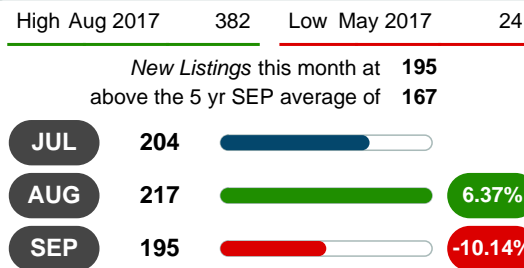


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 167



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	23	11.79%	23	0	0	0
\$25,001 - \$50,000	18	9.23%	17	1	0	0
\$50,001 - \$150,000	32	16.41%	23	7	2	0
\$150,001 - \$250,000	49	25.13%	7	34	7	1
\$250,001 - \$350,000	28	14.36%	9	11	5	3
\$350,001 - \$575,000	26	13.33%	10	14	0	2
\$575,001 and up	19	9.74%	11	5	1	2
Total New Listed Units	195		100	72	15	8
Total New Listed Volume	54,313,026	100%	21.56M	21.11M	3.88M	7.76M
Average New Listed Listing Price	\$250,800		\$215,621	\$293,253	\$258,447	\$970,000

September 2021



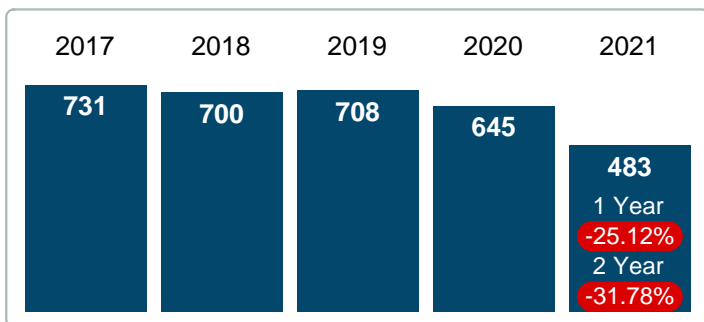
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



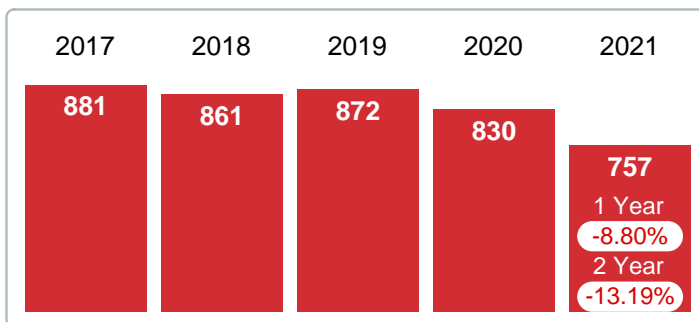
ACTIVE INVENTORY

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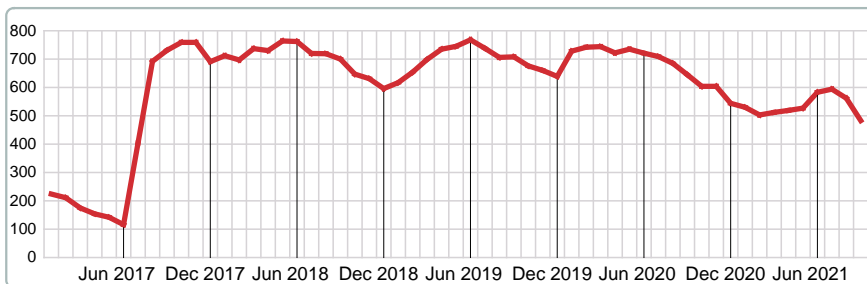
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

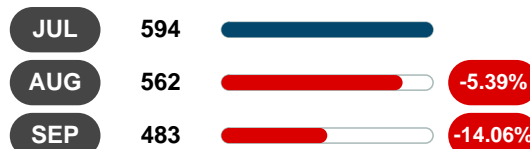


3 MONTHS

5 year SEP AVG = 653

High Jun 2019 768 Low Jun 2017 116

Inventory this month at **483**
below the 5 yr SEP average of **653**



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	39	8.07%	71.4	39	0	0	0
\$25,001 - \$50,000	64	13.25%	191.1	62	2	0	0
\$50,001 - \$125,000	74	15.32%	80.0	57	16	1	0
\$125,001 - \$275,000	116	24.02%	92.6	55	47	11	3
\$275,001 - \$425,000	75	15.53%	72.5	36	23	15	1
\$425,001 - \$800,000	67	13.87%	67.0	36	18	8	5
\$800,001 and up	48	9.94%	87.5	25	11	8	4
Total Active Inventory by Units	483			310	117	43	13
Total Active Inventory by Volume	181,934,341	100%	94.8	96.04M	47.47M	24.06M	14.37M
Average Active Inventory Listing Price	\$376,676			\$309,807	\$405,689	\$559,525	\$1,105,300

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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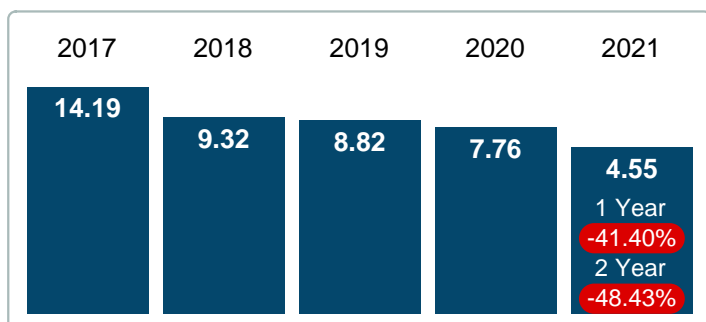
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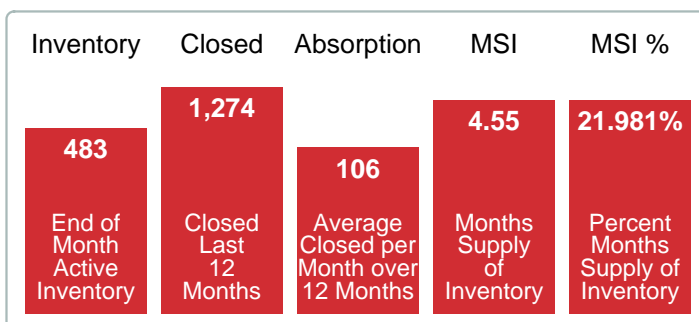
MONTHS SUPPLY of INVENTORY (MSI)

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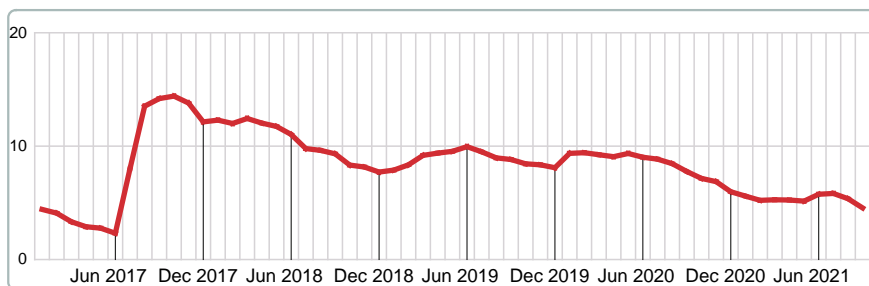
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

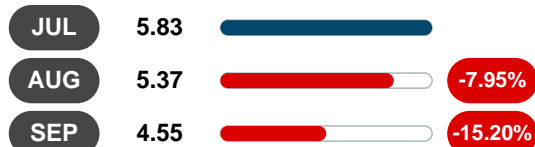


3 MONTHS

5 year SEP AVG = 8.93

High Oct 2017 14.41 Low Jun 2017 2.32

Months Supply this month at **4.55**
below the 5 yr SEP average of **8.93**



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	39	8.07%	5.64	6.08	0.00	0.00	0.00
\$25,001 - \$50,000	64	13.25%	5.53	5.90	2.40	0.00	0.00
\$50,001 - \$125,000	74	15.32%	3.18	4.28	1.83	0.86	0.00
\$125,001 - \$275,000	116	24.02%	2.62	7.25	1.62	1.65	3.00
\$275,001 - \$425,000	75	15.53%	6.04	13.94	4.60	3.91	1.00
\$425,001 - \$800,000	67	13.87%	9.93	14.90	10.80	6.00	3.75
\$800,001 and up	48	9.94%	52.36	50.00	44.00	0.00	24.00
Market Supply of Inventory (MSI)			4.55	7.15	2.55	3.23	3.63
Total Active Inventory by Units		100%	483	310	117	43	13

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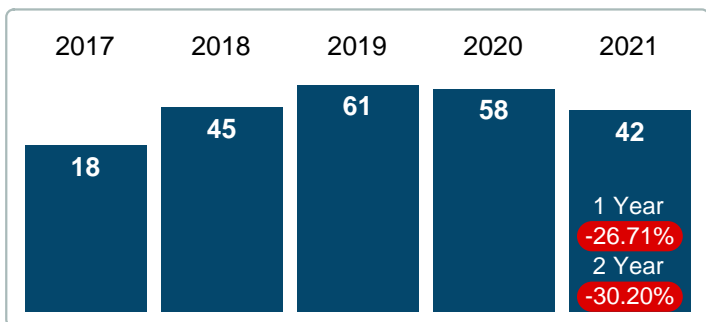
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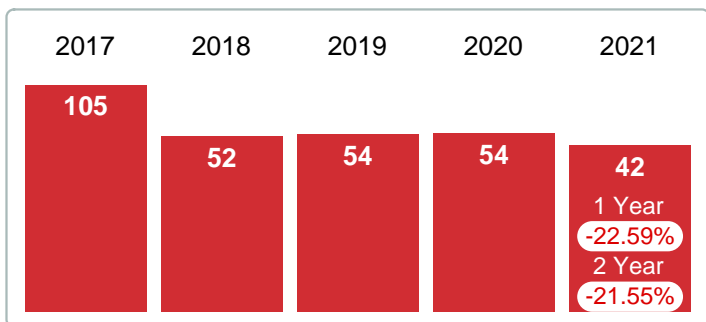
AVERAGE DAYS ON MARKET TO SALE

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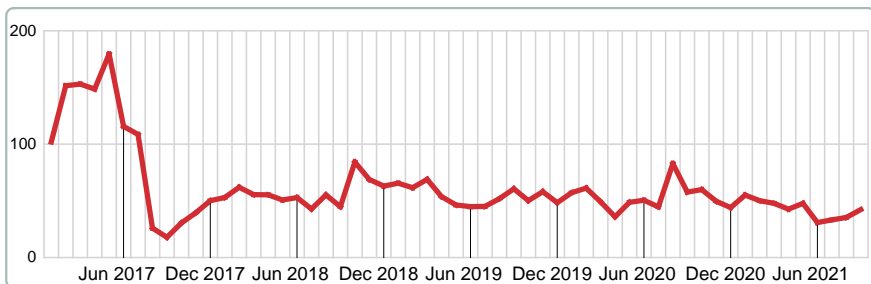
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

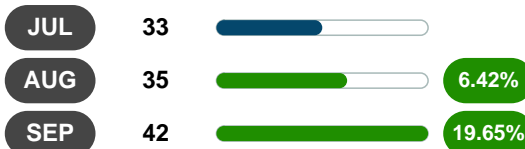


3 MONTHS

5 year SEP AVG = 45

High May 2017 179 Low Sep 2017 18

Average Days on Market to Sale this month at 42 below the 5 yr SEP average of 45



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	5.43%	16	16	0	0	
\$25,001 - \$75,000	17	13.18%	54	54	0	0	
\$75,001 - \$100,000	16	12.40%	22	25	19	0	
\$100,001 - \$200,000	41	31.78%	45	77	16	28	
\$200,001 - \$250,000	19	14.73%	38	102	28	50	
\$250,001 - \$375,000	17	13.18%	23	22	25	10	
\$375,001 and up	12	9.30%	94	111	80	74	
Average Closed DOM		42		58	26	35	25
Total Closed Units		129	100%	62	51	13	3
Total Closed Volume		25,578,560		9.55M	11.81M	3.30M	925.00K

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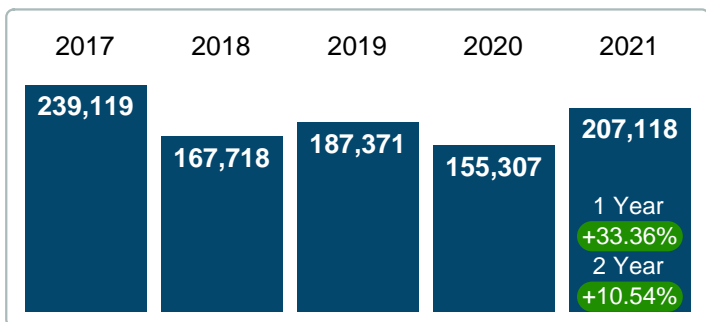
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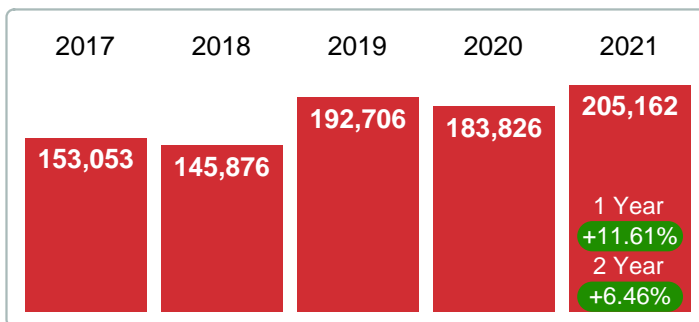
AVERAGE LIST PRICE AT CLOSING

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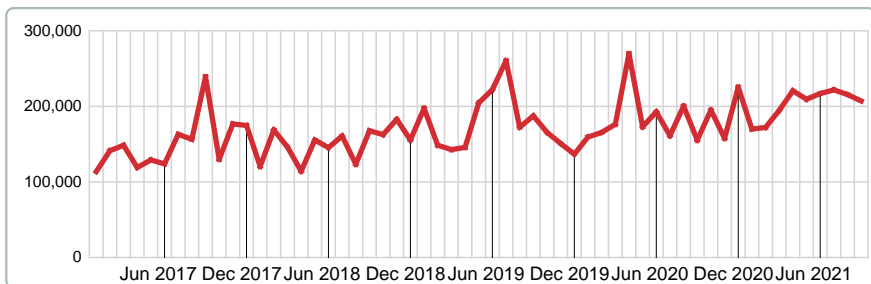
SEPTEMBER



YEAR TO DATE (YTD)

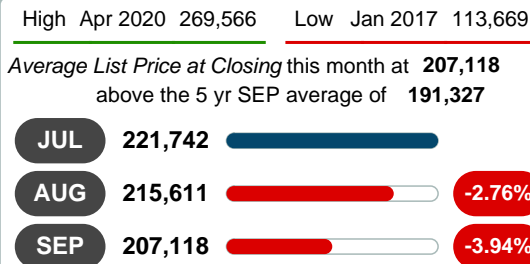


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 191,327



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	2.33%	15,833	22,500	0	0	0
\$25,001 - \$75,000	13.95%	38,722	49,824	0	0	0
\$75,001 - \$100,000	12.40%	86,124	93,510	88,043	0	0
\$100,001 - \$200,000	31.01%	155,081	164,667	161,606	178,017	0
\$200,001 - \$250,000	15.50%	226,040	252,450	227,520	254,500	0
\$250,001 - \$375,000	15.50%	311,019	337,333	311,322	295,750	325,527
\$375,001 and up	9.30%	637,617	645,250	659,975	570,000	0
Average List Price		207,118	164,492	236,404	268,202	325,527
Total Closed Units	100%	207,118	62	51	13	3
Total Closed Volume		26,718,286	10.20M	12.06M	3.49M	976.58K

September 2021



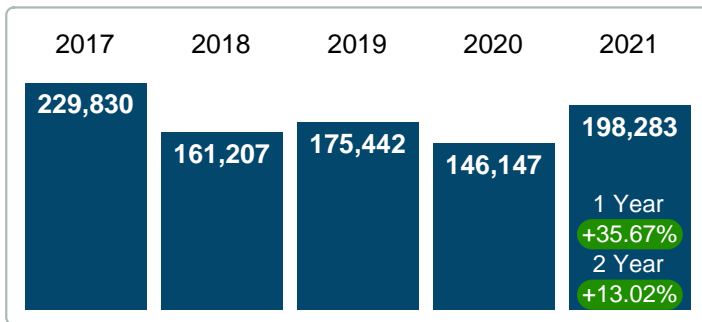
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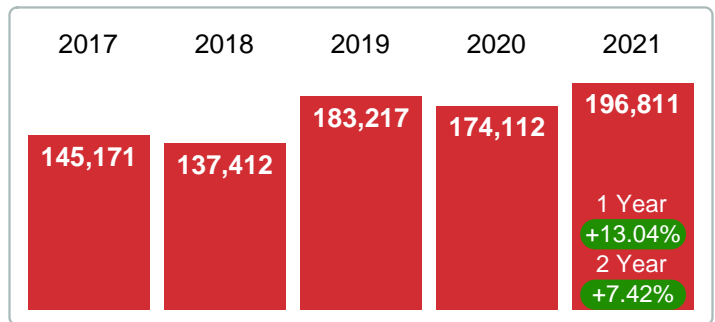
AVERAGE SOLD PRICE AT CLOSING

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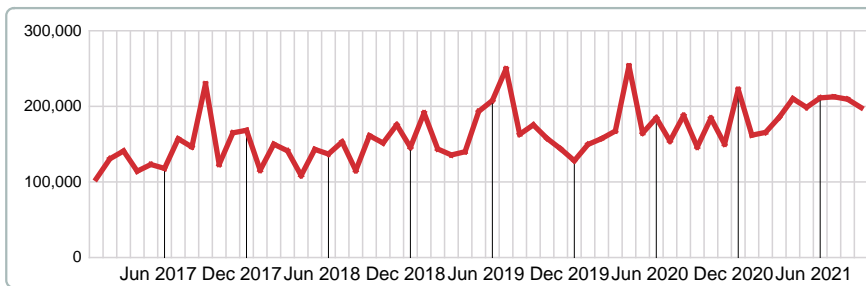
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

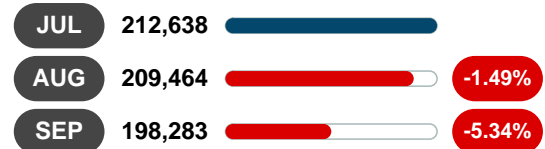


3 MONTHS

5 year SEP AVG = 182,182

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

Average Sold Price at Closing this month at **198,283** above the 5 yr SEP average of **182,182**



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	5.43%	20,786	0	0	0
\$25,001 - \$75,000	17	13.18%	41,418	0	0	0
\$75,001 - \$100,000	16	12.40%	86,989	86,214	0	0
\$100,001 - \$200,000	41	31.78%	151,444	160,394	157,214	0
\$200,001 - \$250,000	19	14.73%	232,500	221,584	236,000	0
\$250,001 - \$375,000	17	13.18%	322,000	305,056	289,000	308,333
\$375,001 and up	12	9.30%	626,583	642,500	572,500	0
Average Sold Price		198,283	154,016	231,550	253,500	308,333
Total Closed Units		129	62	51	13	3
Total Closed Volume		25,578,560	9.55M	11.81M	3.30M	925.00K

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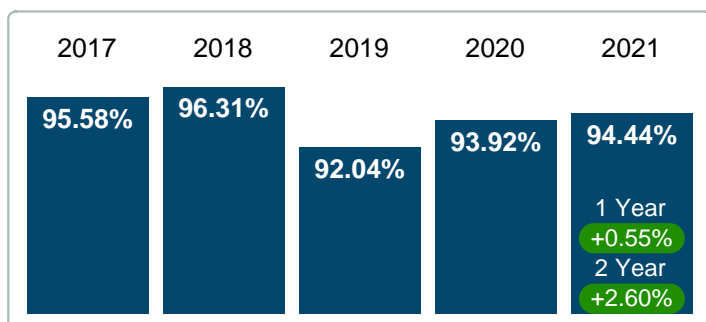
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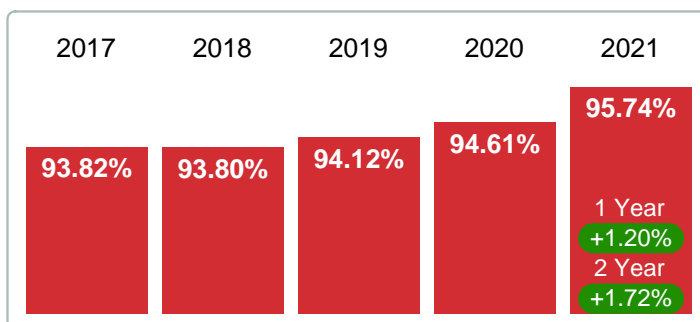
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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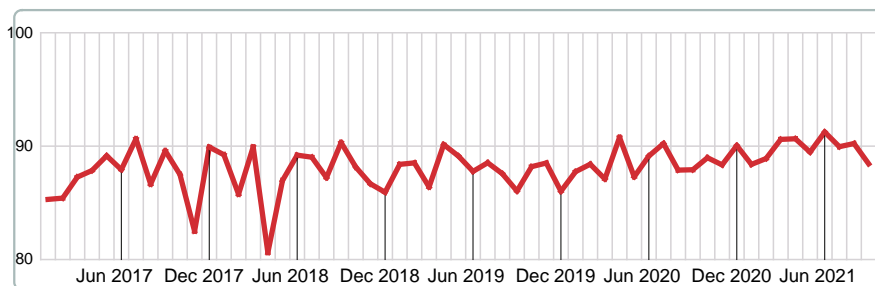
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

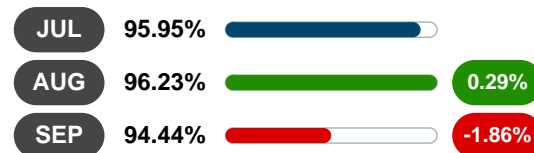


3 MONTHS

5 year SEP AVG = 94.46%

High Jun 2021 97.24% Low Apr 2018 86.62%

Average Sold/List Ratio this month at **94.44%**
equal to 5 yr SEP average of **94.46%**



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	7	5.43%	93.87%	93.87%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	17	13.18%	86.67%	86.67%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	16	12.40%	95.55%	93.68%	97.95%	0.00%	0.00%
\$100,001 - \$200,000	41	31.78%	94.54%	92.51%	98.77%	90.11%	0.00%
\$200,001 - \$250,000	19	14.73%	96.45%	92.61%	97.41%	93.06%	0.00%
\$250,001 - \$375,000	17	13.18%	96.98%	95.37%	98.13%	97.56%	94.74%
\$375,001 and up	12	9.30%	97.16%	96.60%	96.30%	100.59%	0.00%
Average Sold/List Ratio		94.40%		91.77%	97.95%	93.32%	94.74%
Total Closed Units	129	100%	94.40%	62	51	13	3
Total Closed Volume	25,578,560			9.55M	11.81M	3.30M	925.00K

September 2021



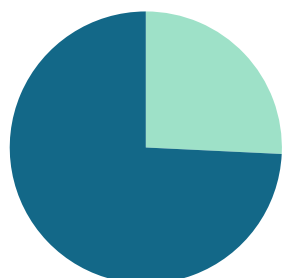
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

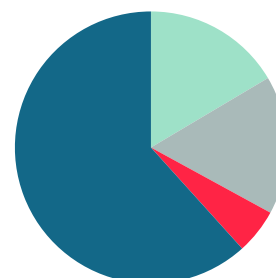


Inventory
 New Listings
195 = 25.76%
 Start Inventory
562
 Total Inventory Units
757
 Volume
\$251,513,095

Market Activity

Closed Sales
129 = 16.48%
 Pending Sales
129 = 16.48%
 Other Off Market
42 = 5.36%
 Active Inventory
483 = 61.69%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	112	129	15.18%	778	960	23.39%
Pending Sales	116	129	11.21%	912	1,076	17.98%
New Listings	145	195	34.48%	1,490	1,524	2.28%
Average List Price	155,307	207,118	33.36%	183,826	205,162	11.61%
Average Sale Price	146,147	198,283	35.67%	174,112	196,811	13.04%
Average Percent of Selling Price to List Price	93.92%	94.44%	0.55%	94.61%	95.74%	1.20%
Average Days on Market to Sale	57.71	42.29	-26.71%	54.44	42.14	-22.59%
Monthly Inventory	645	483	-25.12%	645	483	-25.12%
Months Supply of Inventory	7.76	4.55	-41.40%	7.76	4.55	-41.40%

Absorption: Last 12 months, an Average of **106** Sales/Month

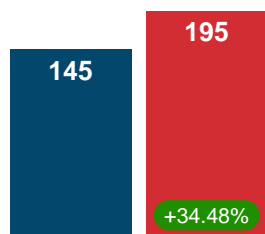
Inventory on September 30, 2021 = **483**

2020 **2021**

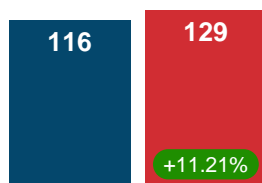
SEPTEMBER MARKET

AVERAGE PRICES

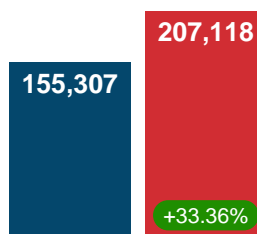
New Listings



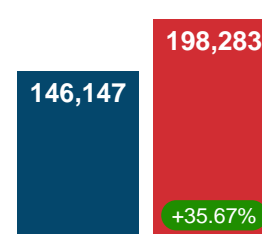
Pending Listings



List Price



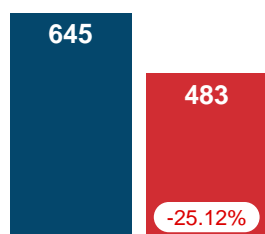
Sale Price



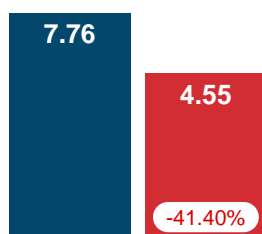
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

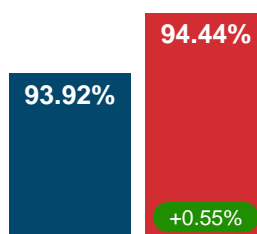
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

