

December 2020



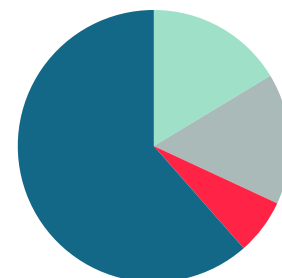
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	66	104	57.58%
Pending Listings	48	99	106.25%
New Listings	116	89	-23.28%
Average List Price	135,392	225,237	66.36%
Average Sale Price	127,202	222,323	74.78%
Average Percent of Selling Price to List Price	92.17%	96.05%	4.21%
Average Days on Market to Sale	44.62	44.05	-1.28%
End of Month Inventory	633	391	-38.23%
Months Supply of Inventory	8.19	4.43	-45.82%



■ Closed (16.35%)
■ Pending (15.57%)
■ Other OffMarket (6.60%)
■ Active (61.48%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of December 31, 2020 = **391**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **38.23%** to 391 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **4.43** 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 **74.78%** in December 2020 to \$222,323 versus the previous year at \$127,202.

Average Days on Market Shortens

The average number of **44.05** days that homes spent on the market before selling decreased by 0.57 days or **1.28%** in December 2020 compared to last year's same month at **44.62** DOM.

Sales Success for December 2020 is Positive

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

There were 89 New Listings in December 2020, down **23.28%** from last year at 116. Furthermore, there were 104 Closed Listings this month versus last year at 66, a **57.58%** increase.

Closed versus Listed trends yielded a **116.9%** ratio, up from previous year's, December 2019, at **56.9%**, a **105.38%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

December 2020



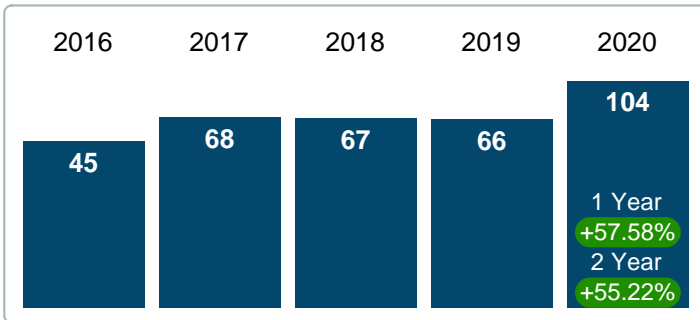
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



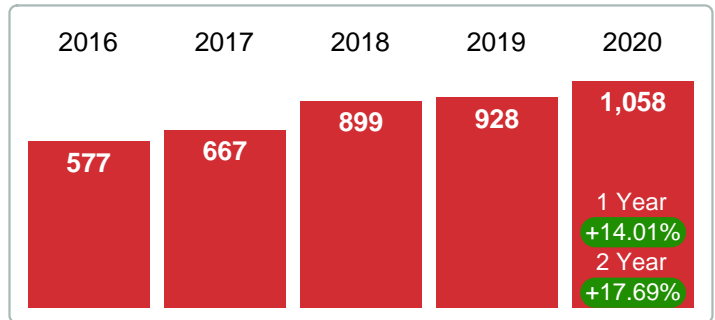
CLOSED LISTINGS

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

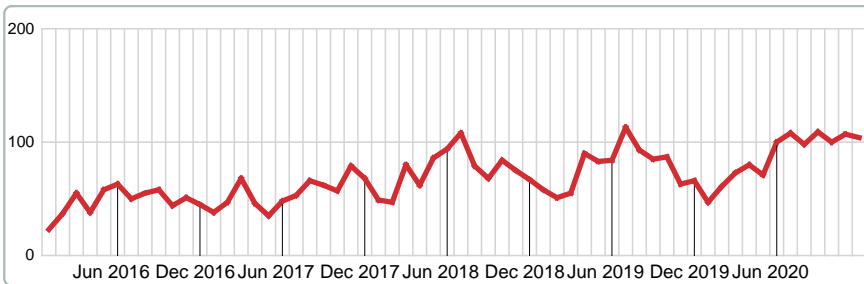
DECEMBER



YEAR TO DATE (YTD)

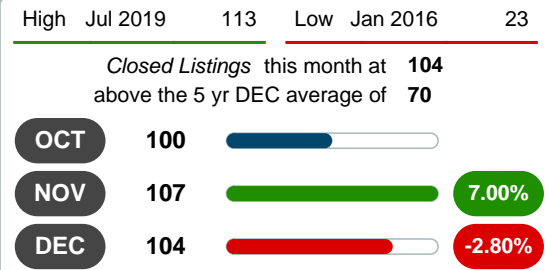


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



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	6.73%	40.4	6	0	1	0
\$25,001 - \$50,000	14	13.46%	84.8	12	2	0	0
\$50,001 - \$100,000	14	13.46%	66.8	11	2	1	0
\$100,001 - \$200,000	31	29.81%	28.9	7	23	1	0
\$200,001 - \$250,000	11	10.58%	35.4	0	10	1	0
\$250,001 - \$375,000	14	13.46%	43.9	4	5	5	0
\$375,001 and up	13	12.50%	21.4	4	2	5	2
Total Closed Units	104			44	44	14	2
Total Closed Volume	23,121,629	100%	44.0	9.34M	8.50M	4.20M	1.09M
Average Closed Price	\$222,323			\$212,295	\$193,084	\$299,995	\$542,500

December 2020



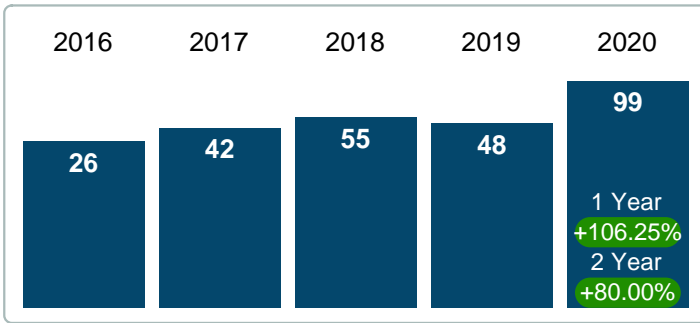
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



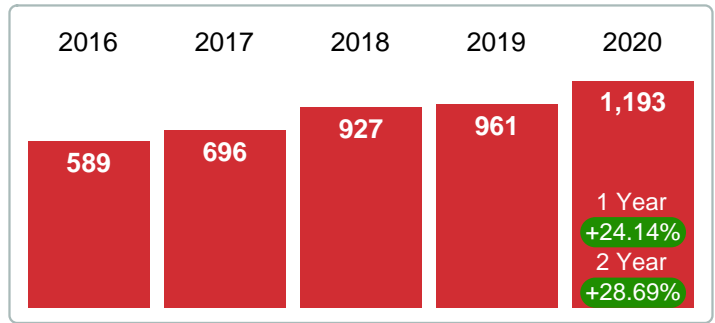
PENDING LISTINGS

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

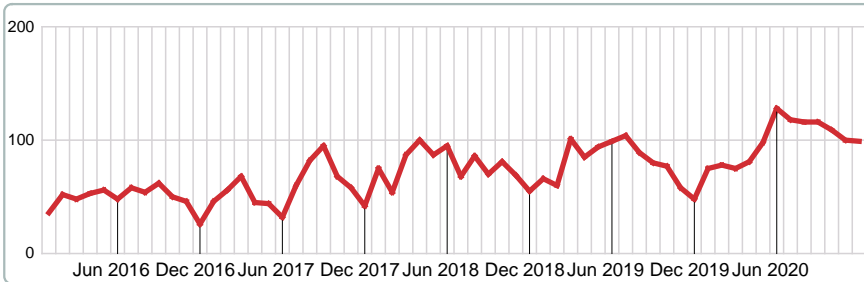
DECEMBER



YEAR TO DATE (YTD)

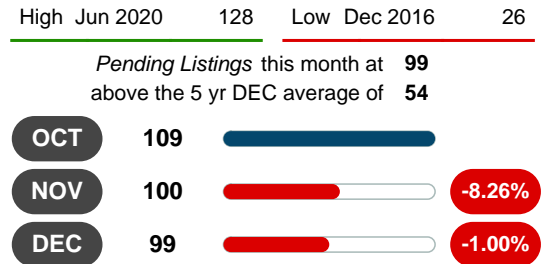


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



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	5	5.05%	39.4	4	0	1	0
\$25,001 - \$50,000	9	9.09%	63.1	6	2	0	1
\$50,001 - \$100,000	17	17.17%	52.4	12	5	0	0
\$100,001 - \$175,000	24	24.24%	60.4	7	15	2	0
\$175,001 - \$275,000	19	19.19%	33.0	0	17	2	0
\$275,001 - \$400,000	14	14.14%	40.4	4	3	5	2
\$400,001 and up	11	11.11%	56.9	5	2	2	2
Total Pending Units	99			38	44	12	5
Total Pending Volume	21,708,617	100%	27.0	6.61M	8.14M	4.94M	2.02M
Average Listing Price	\$190,258			\$173,983	\$184,919	\$411,577	\$404,380

December 2020



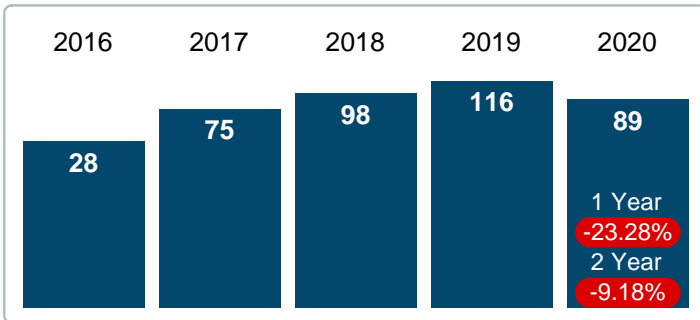
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



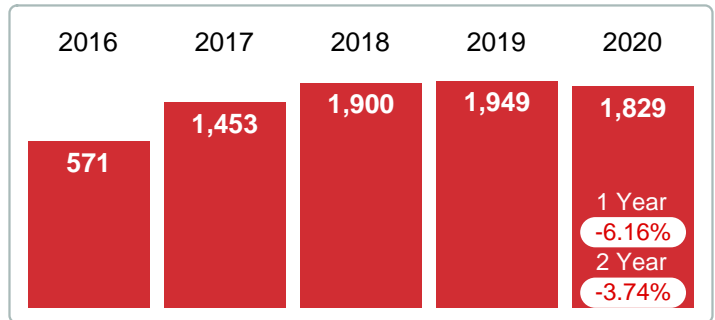
NEW LISTINGS

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

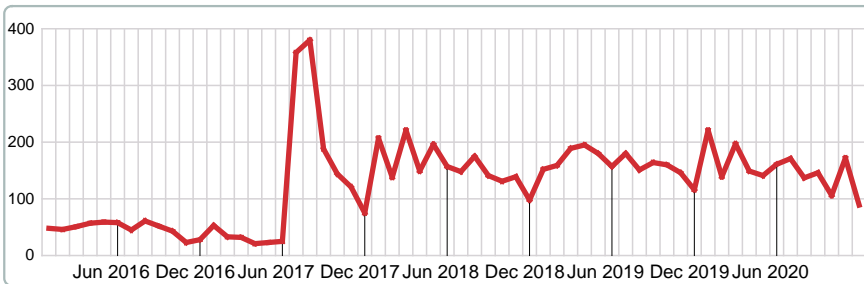
DECEMBER



YEAR TO DATE (YTD)

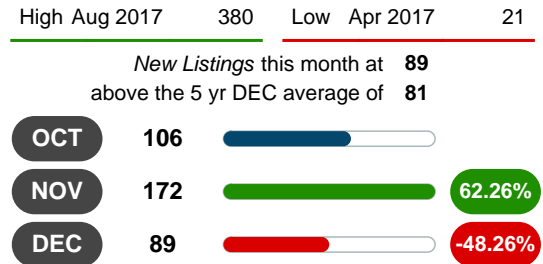


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 81



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	6	6.74%	6	0	0	0
\$25,001 - \$75,000	10	11.24%	7	3	0	0
\$75,001 - \$125,000	17	19.10%	9	8	0	0
\$125,001 - \$225,000	23	25.84%	5	15	3	0
\$225,001 - \$300,000	12	13.48%	1	7	4	0
\$300,001 - \$525,000	13	14.61%	5	2	4	2
\$525,001 and up	8	8.99%	3	4	1	0
Total New Listed Units	89		36	39	12	2
Total New Listed Volume	23,031,118	100%	7.03M	10.05M	5.20M	755.00K
Average New Listed Listing Price	\$230,429		\$195,250	\$257,567	\$433,502	\$377,500



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

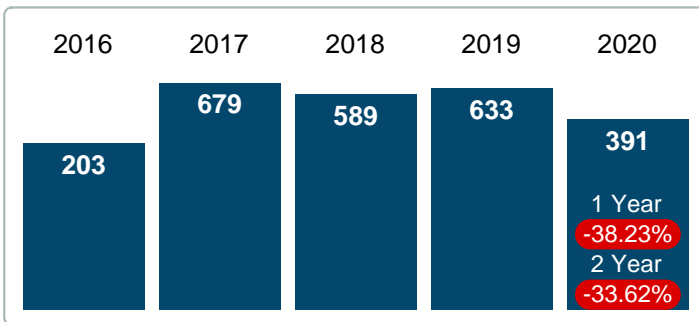


December 2020

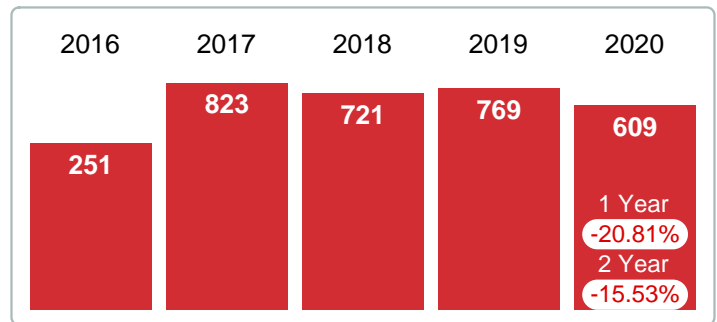
ACTIVE INVENTORY

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

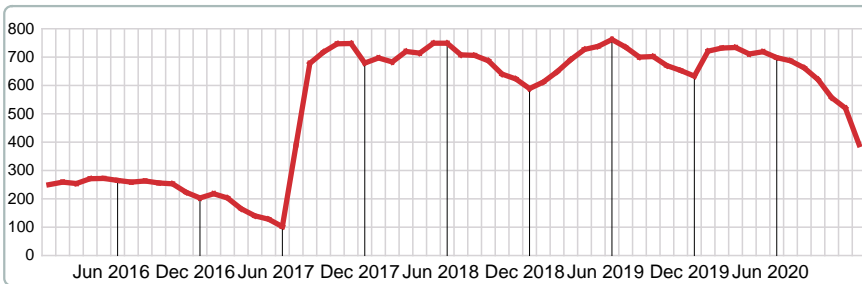
END OF DECEMBER



ACTIVE DURING DECEMBER

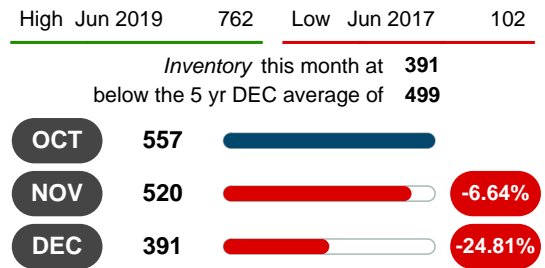


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 499



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	30	7.67%	156.7	29	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	105	26.85%	173.0	94	8	2	1
\$75,001 - \$175,000	100	25.58%	133.9	67	25	7	1
\$175,001 - \$325,000	65	16.62%	84.8	27	24	13	1
\$325,001 - \$575,000	51	13.04%	116.4	33	7	9	2
\$575,001 and up	40	10.23%	124.7	22	6	4	8
Total Active Inventory by Units	391			272	71	35	13
Total Active Inventory by Volume	102,159,698	100%	134.8	55.50M	18.12M	15.60M	12.93M
Average Active Inventory Listing Price	\$261,278			\$204,049	\$255,259	\$445,769	\$994,846

December 2020



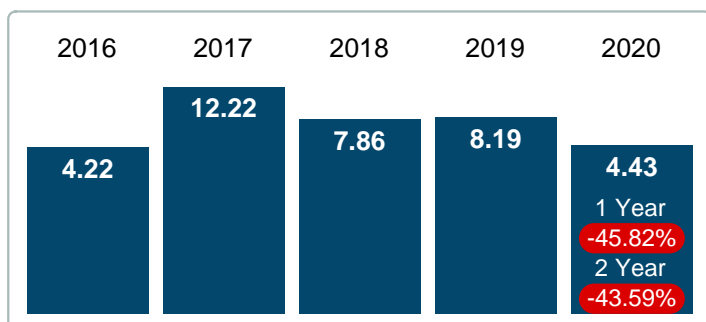
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



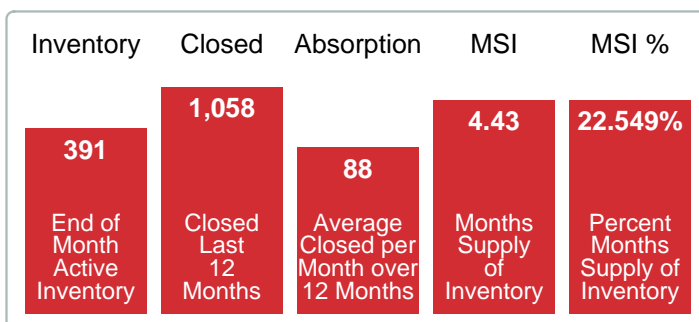
MONTHS SUPPLY of INVENTORY (MSI)

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

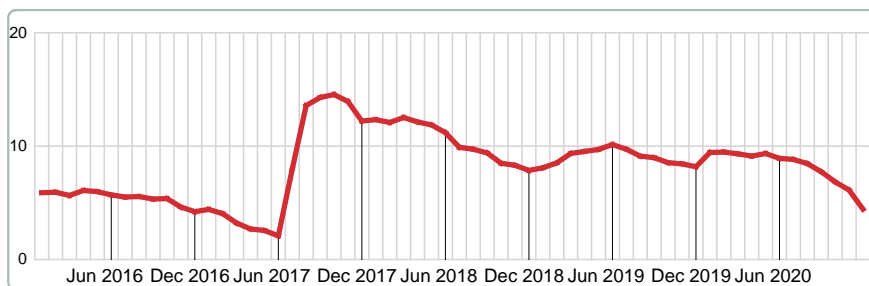
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

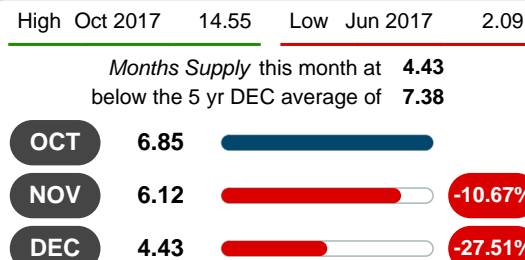


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 7.38



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	13	3.32%	3.63	3.43	12.00	0.00	0.00
\$20,001 - \$30,000	45	11.51%	8.85	9.82	0.00	0.00	0.00
\$30,001 - \$90,000	90	23.02%	4.62	5.77	1.74	5.33	0.00
\$90,001 - \$190,000	96	24.55%	2.87	7.15	1.27	1.89	3.00
\$190,001 - \$340,000	60	15.35%	3.27	8.57	1.88	3.43	1.50
\$340,001 - \$580,000	47	12.02%	7.52	53.14	3.36	2.71	2.00
\$580,001 and up	40	10.23%	20.00	29.33	12.00	8.00	32.00
Market Supply of Inventory (MSI)	4.43			8.00	1.75	3.11	5.78
Total Active Inventory by Units	391	100%	4.43	272	71	35	13

December 2020



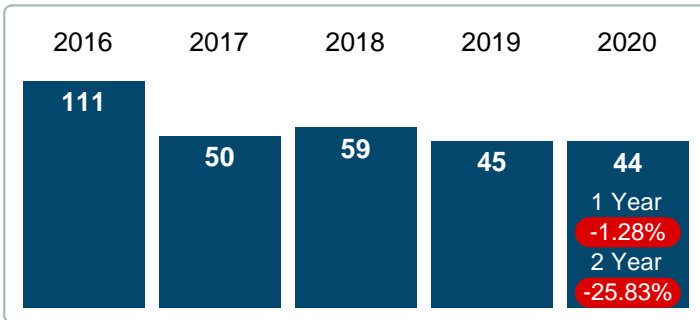
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



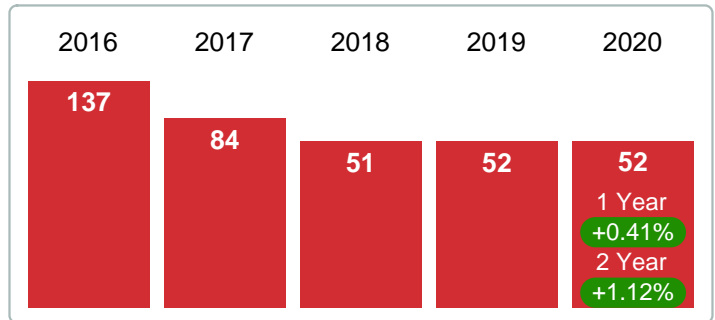
AVERAGE DAYS ON MARKET TO SALE

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

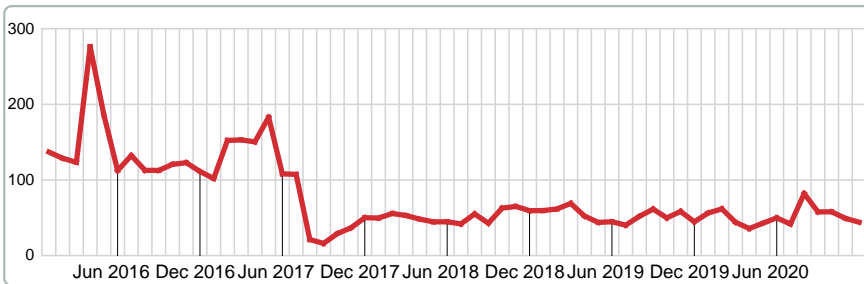
DECEMBER



YEAR TO DATE (YTD)

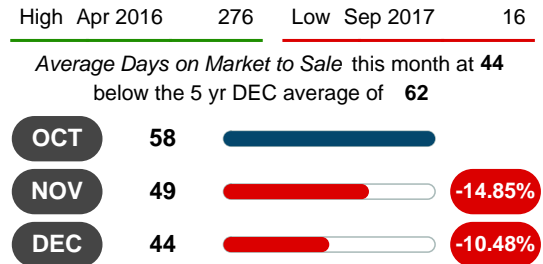


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



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	6.73%	40	42	0	32	
\$25,001 - \$50,000	14	13.46%	85	88	63	0	
\$50,001 - \$100,000	14	13.46%	67	41	158	167	
\$100,001 - \$200,000	31	29.81%	29	57	22	2	
\$200,001 - \$250,000	11	10.58%	35	0	36	25	
\$250,001 - \$375,000	14	13.46%	44	20	39	68	
\$375,001 and up	13	12.50%	21	5	77	14	
Average Closed DOM		44		51	38	45	18
Total Closed Units		104	100%	44		44	14
Total Closed Volume		23,121,629		9.34M	8.50M	4.20M	1.09M

December 2020



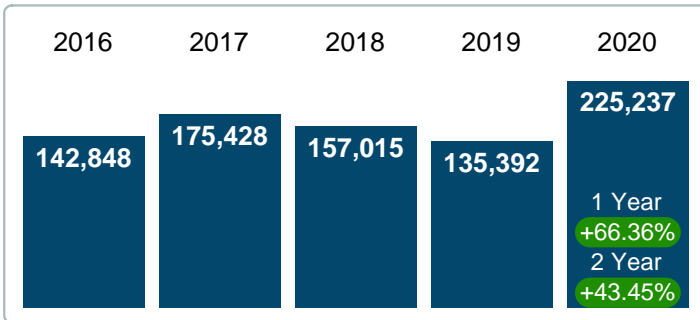
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



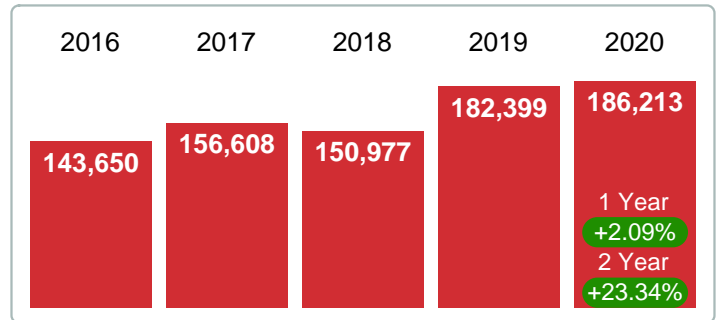
AVERAGE LIST PRICE AT CLOSING

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

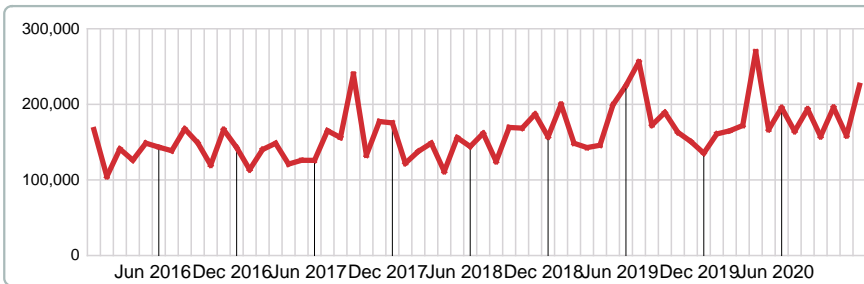
DECEMBER



YEAR TO DATE (YTD)

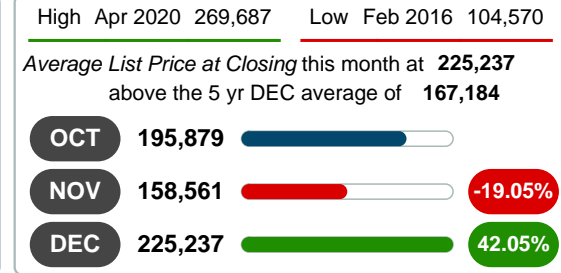


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 167,184



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	5	4.81%	17,780	21,500	0	19,900	
\$25,001 - \$50,000	14	13.46%	38,443	42,492	39,600	0	
\$50,001 - \$100,000	15	14.42%	70,570	76,386	66,250	84,900	
\$100,001 - \$200,000	29	27.88%	154,603	156,343	164,146	153,900	
\$200,001 - \$250,000	14	13.46%	228,968	0	236,350	230,900	
\$250,001 - \$375,000	16	15.38%	330,606	301,250	331,580	329,780	
\$375,001 and up	11	10.58%	796,383	1,397,250	420,000	412,144	
Average List Price		225,237		212,899	201,101	299,944	504,700
Total Closed Units		104	100%	225,237	44	44	14
Total Closed Volume		23,424,613			9.37M	8.85M	4.20M

December 2020



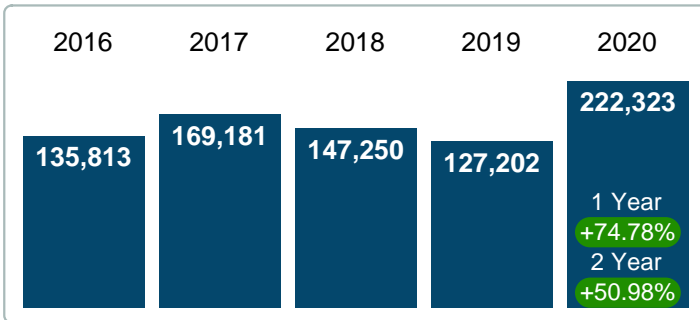
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



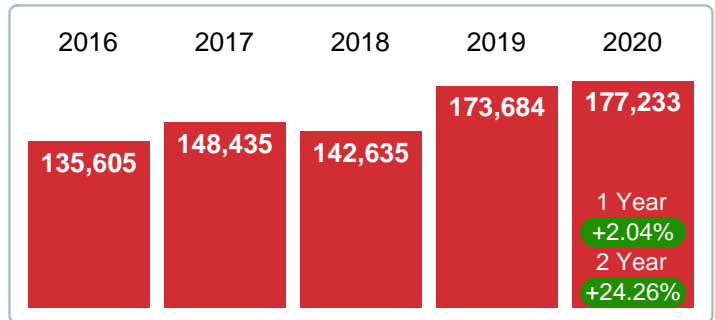
AVERAGE SOLD PRICE AT CLOSING

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

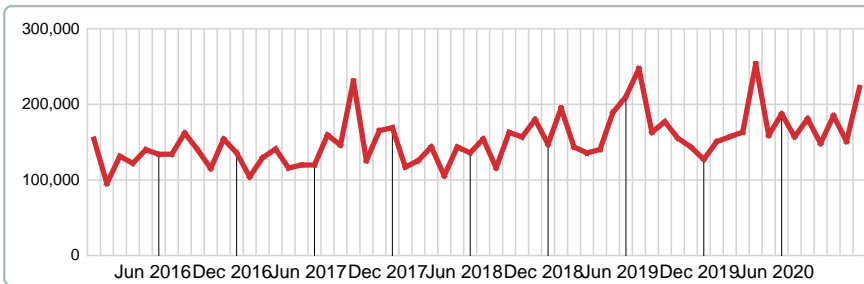
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

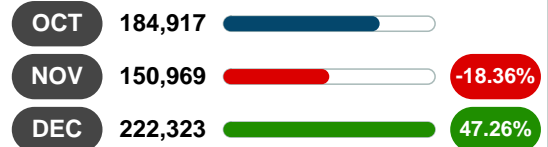


3 MONTHS

5 year DEC AVG = 160,354

High Apr 2020 253,498 Low Feb 2016 95,411

Average Sold Price at Closing this month at **222,323** above the 5 yr DEC average of **160,354**



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	6.73%	19,930	19,667	0	21,511	0
\$25,001 - \$50,000	13.46%	39,071	39,125	38,750	0	0
\$50,001 - \$100,000	13.46%	70,857	72,909	54,500	81,000	0
\$100,001 - \$200,000	29.81%	155,818	141,021	160,443	153,000	0
\$200,001 - \$250,000	10.58%	224,009	0	223,500	229,100	0
\$250,001 - \$375,000	13.46%	307,454	283,838	311,800	322,000	0
\$375,001 and up	12.50%	757,255	1,457,250	412,500	421,064	542,500
Average Sold Price		222,323	212,295	193,084	299,995	542,500
Total Closed Units	100%	222,323	44	44	14	2
Total Closed Volume		23,121,629	9.34M	8.50M	4.20M	1.09M

December 2020



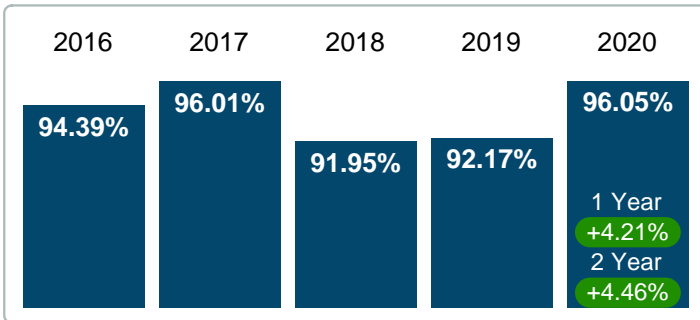
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



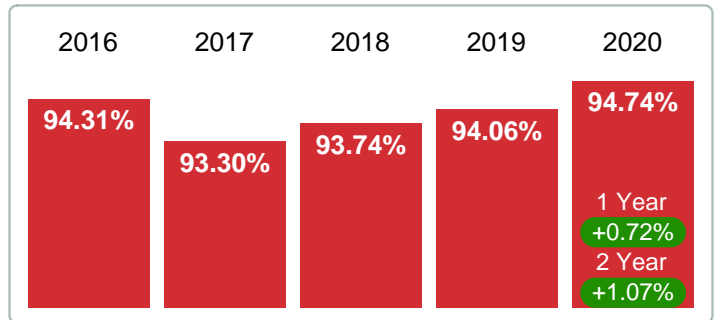
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

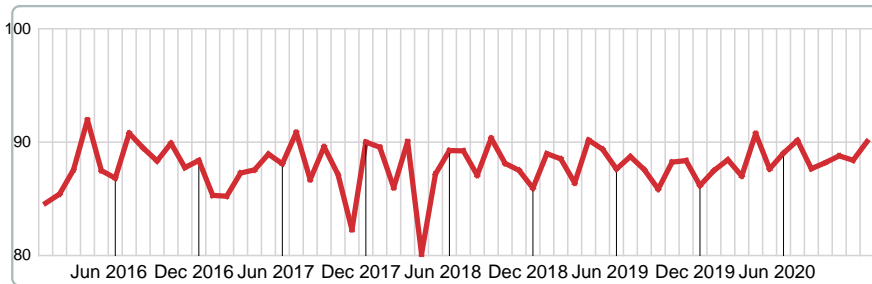
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

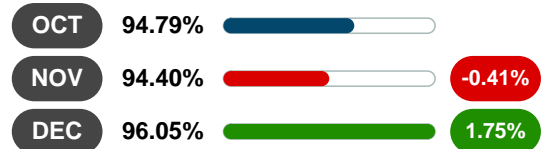


3 MONTHS

5 year DEC AVG = 94.11%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **96.05%** above the 5 yr DEC average of **94.11%**



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	6.73%	93.54%	91.11%	0.00%	108.10%	0.00%
\$25,001 \$50,000	14	13.46%	93.95%	92.91%	100.17%	0.00%	0.00%
\$50,001 \$100,000	14	13.46%	95.01%	97.29%	82.28%	95.41%	0.00%
\$100,001 \$200,000	31	29.81%	96.12%	90.31%	97.75%	99.42%	0.00%
\$200,001 \$250,000	11	10.58%	95.41%	0.00%	95.03%	99.22%	0.00%
\$250,001 \$375,000	14	13.46%	95.78%	94.65%	94.51%	97.96%	0.00%
\$375,001 and up	13	12.50%	101.45%	99.29%	98.24%	102.52%	106.31%
Average Sold/List Ratio		96.10%		94.08%	96.19%	100.32%	106.31%
Total Closed Units		104	100%	44	44	14	2
Total Closed Volume		23,121,629		9.34M	8.50M	4.20M	1.09M

December 2020



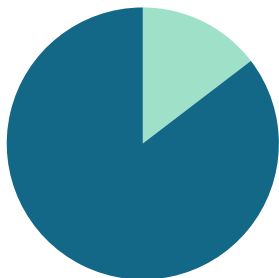
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

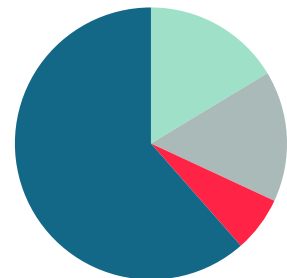


Inventory
 New Listings
89 = 14.61%
 Start Inventory
520
 Total Inventory Units
609
 Volume
\$153,969,030

Market Activity

Closed Sales
104 = 16.35%
 Pending Sales
99 = 15.57%
 Other Off Market
42 = 6.60%
 Active Inventory
391 = 61.48%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	66	104	57.58%	928	1,058	14.01%
Pending Sales	48	99	106.25%	961	1,193	24.14%
New Listings	116	89	-23.28%	1,949	1,829	-6.16%
Average List Price	135,392	225,237	66.36%	182,399	186,213	2.09%
Average Sale Price	127,202	222,323	74.78%	173,684	177,233	2.04%
Average Percent of Selling Price to List Price	92.17%	96.05%	4.21%	94.06%	94.74%	0.72%
Average Days on Market to Sale	44.62	44.05	-1.28%	51.74	51.95	0.41%
Monthly Inventory	633	391	-38.23%	633	391	-38.23%
Months Supply of Inventory	8.19	4.43	-45.82%	8.19	4.43	-45.82%

Absorption: Last 12 months, an Average of **88** Sales/Month

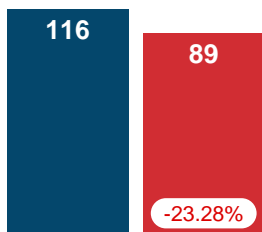
Inventory on December 31, 2020 = **391**

2019 **2020**

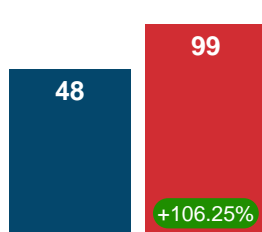
DECEMBER MARKET

AVERAGE PRICES

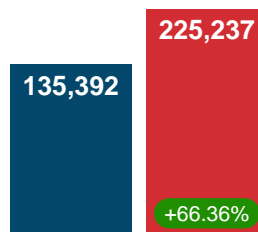
New Listings



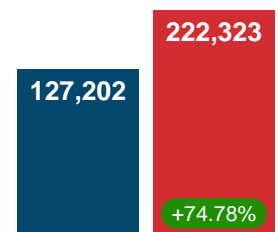
Pending Listings



List Price



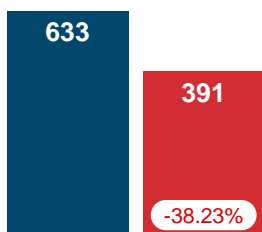
Sale Price



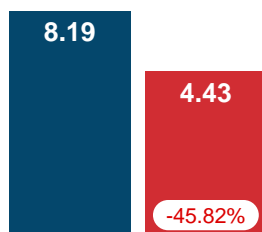
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

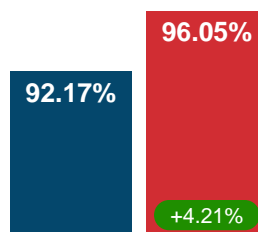
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

