

December 2020



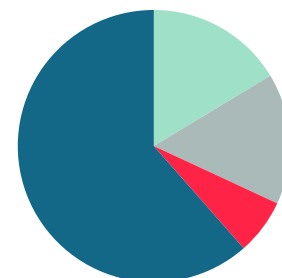
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	114,950	169,450	47.41%
Median Sale Price	112,750	162,500	44.12%
Median Percent of Selling Price to List Price	96.71%	97.49%	0.81%
Median Days on Market to Sale	24.50	21.50	-12.24%
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.

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 **44.12%** in December 2020 to \$162,500 versus the previous year at \$112,750.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 3.00 days or **12.24%** in December 2020 compared to last year's same month at **24.50** DOM.

Sales Success for December 2020 is Positive

Overall, with Median 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.

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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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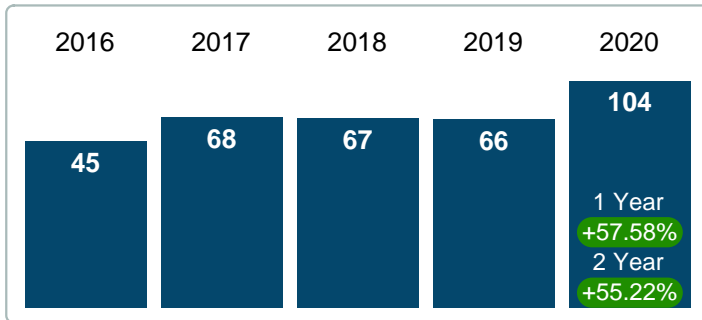
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



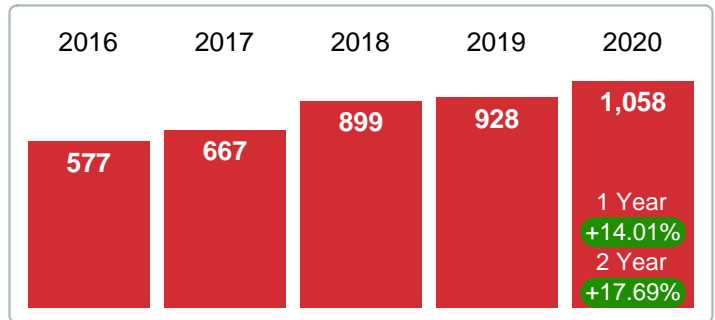
CLOSED LISTINGS

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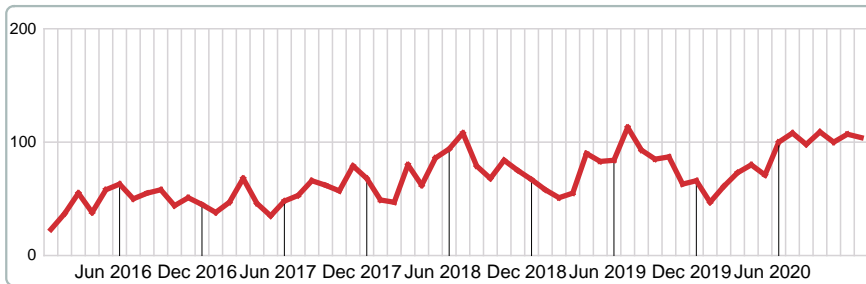
DECEMBER



YEAR TO DATE (YTD)

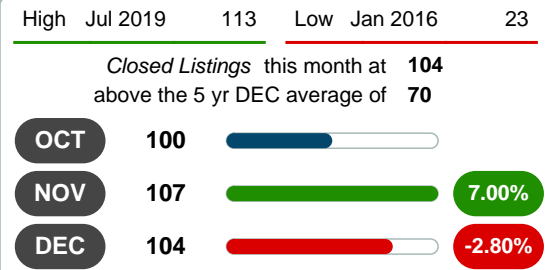


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.73%	32.0	6	0	1	0
\$25,001 - \$50,000	14	13.46%	56.0	12	2	0	0
\$50,001 - \$100,000	14	13.46%	60.5	11	2	1	0
\$100,001 - \$200,000	31	29.81%	9.0	7	23	1	0
\$200,001 - \$250,000	11	10.58%	25.0	0	10	1	0
\$250,001 - \$375,000	14	13.46%	36.0	4	5	5	0
\$375,001 and up	13	12.50%	6.0	4	2	5	2
Total Closed Units	104			44	44	14	2
Total Closed Volume	23,121,629			9.34M	8.50M	4.20M	1.09M
Median Closed Price	\$162,500			\$67,500	\$183,750	\$332,500	\$542,500

December 2020



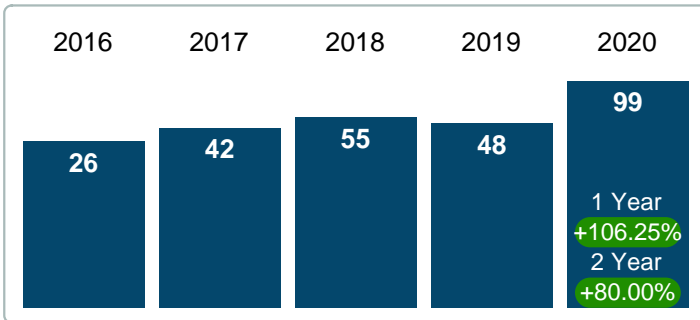
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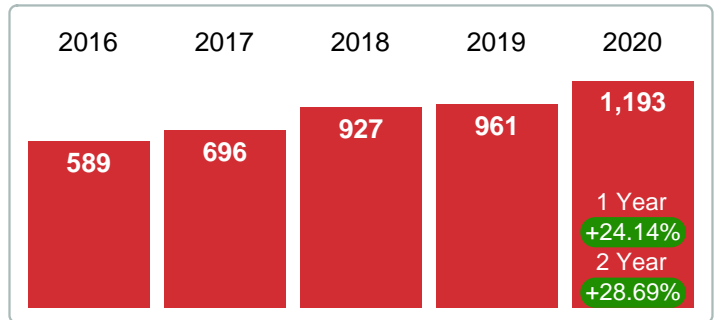
PENDING LISTINGS

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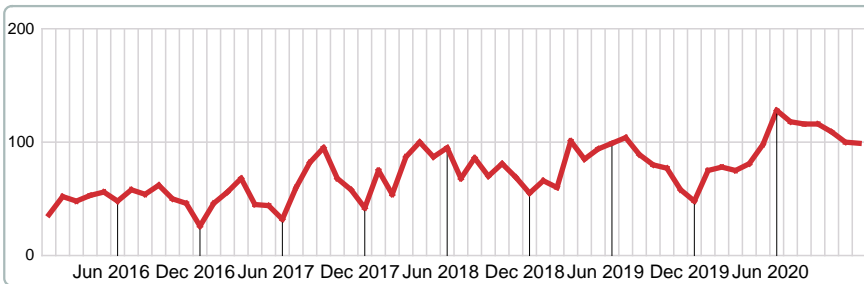
DECEMBER



YEAR TO DATE (YTD)

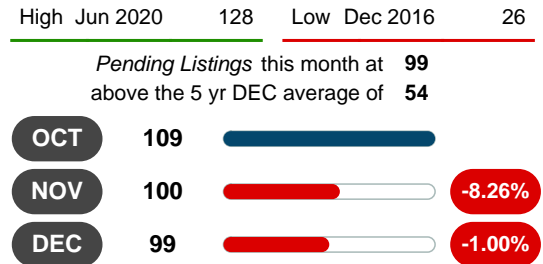


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.09%	43.0	6	1	1	1
\$40,001 - \$60,000	9	9.09%	20.0	7	2	0	0
\$60,001 - \$110,000	17	17.17%	61.0	11	6	0	0
\$110,001 - \$180,000	23	23.23%	25.0	5	16	2	0
\$180,001 - \$290,000	18	18.18%	9.0	0	15	3	0
\$290,001 - \$420,000	14	14.14%	38.0	5	3	4	2
\$420,001 and up	9	9.09%	38.0	4	1	2	2
Total Pending Units	99			38	44	12	5
Total Pending Volume	21,708,617	100%	26.0	6.61M	8.14M	4.94M	2.02M
Median Listing Price	\$145,900			\$85,000	\$171,750	\$292,450	\$384,900

December 2020



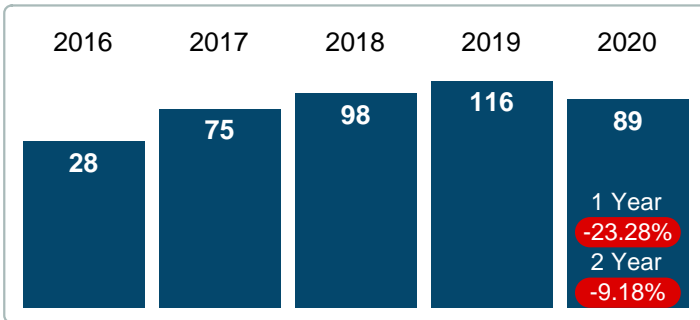
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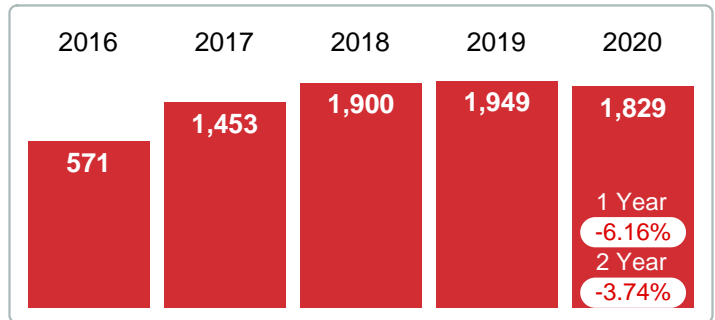
NEW LISTINGS

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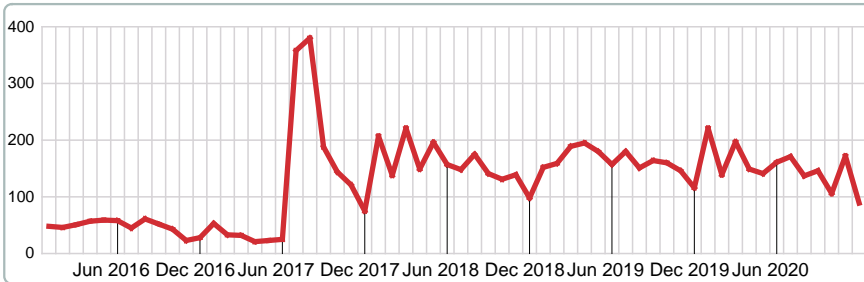
DECEMBER



YEAR TO DATE (YTD)

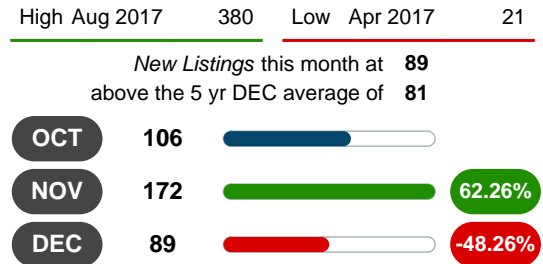


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$180,000		\$98,500	\$187,000	\$289,450	\$377,500

December 2020



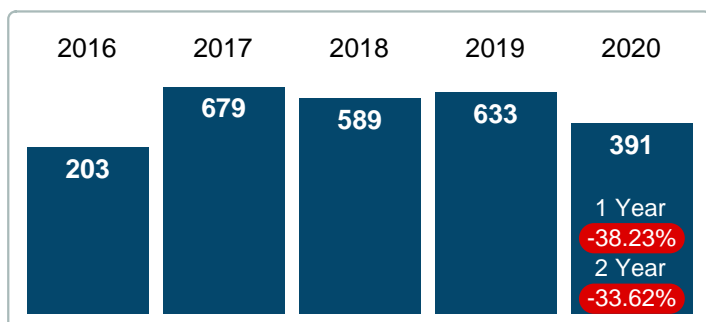
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



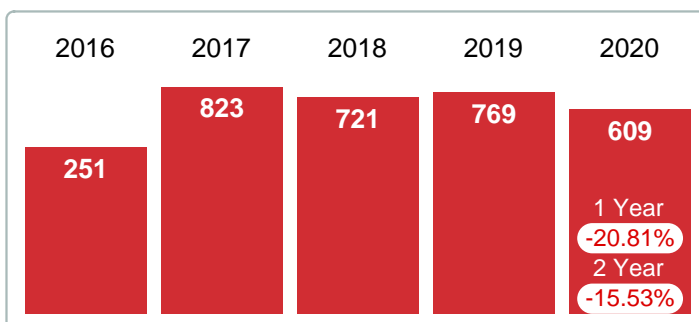
ACTIVE INVENTORY

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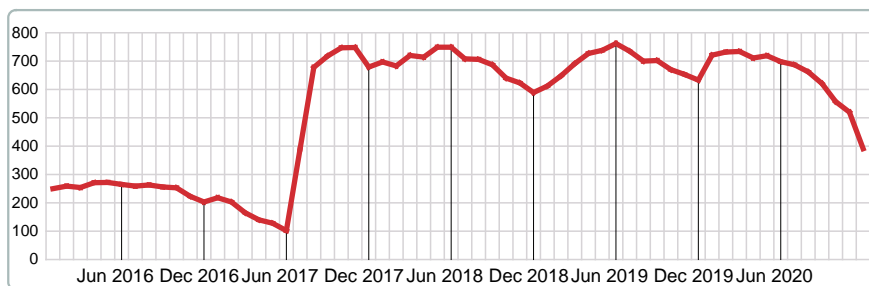
END OF DECEMBER



ACTIVE DURING DECEMBER

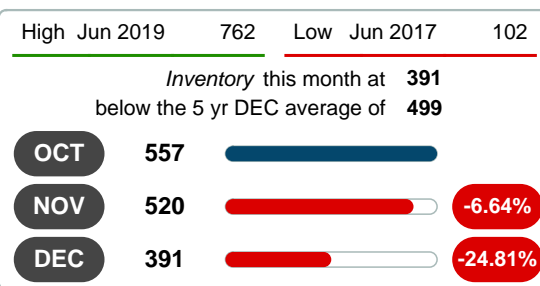


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 499



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	3.32%	212.0	12	1	0	0
\$20,001 - \$30,000	45	11.51%	58.0	45	0	0	0
\$30,001 - \$90,000	90	23.02%	103.0	75	10	4	1
\$90,001 - \$190,000	96	24.55%	102.0	62	27	6	1
\$190,001 - \$340,000	60	15.35%	68.5	25	20	14	1
\$340,001 - \$580,000	47	12.02%	106.0	31	7	7	2
\$580,001 and up	40	10.23%	116.5	22	6	4	8
Total Active Inventory by Units	391			272	71	35	13
Total Active Inventory by Volume	102,159,698	100%	102.0	55.50M	18.12M	15.60M	12.93M
Median Active Inventory Listing Price	\$138,000			\$100,000	\$184,000	\$279,000	\$599,000

December 2020



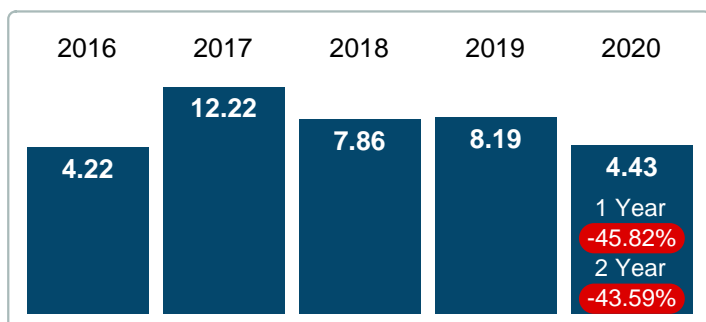
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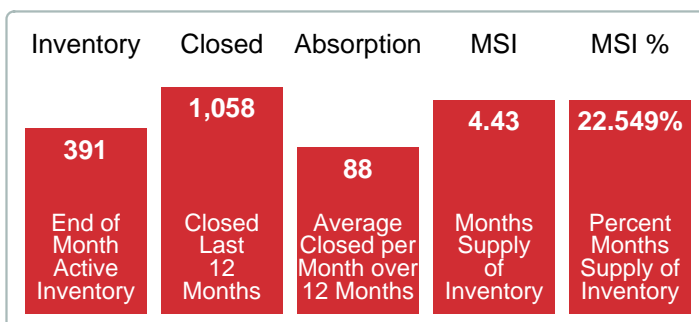
MONTHS SUPPLY of INVENTORY (MSI)

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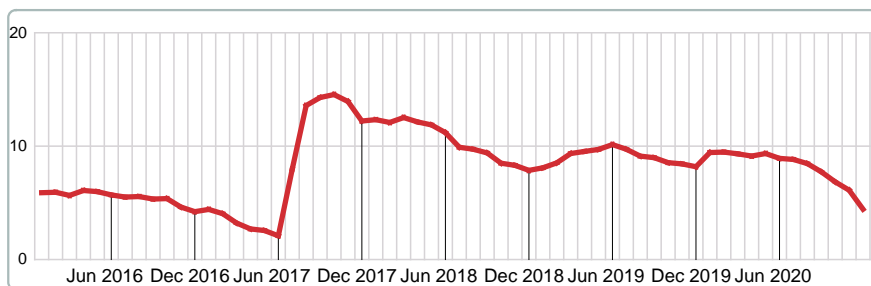
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

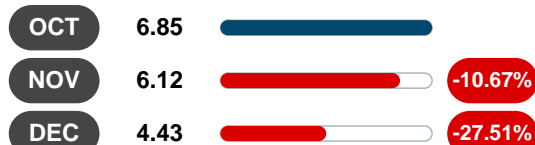


3 MONTHS

5 year DEC AVG = 7.38

High Oct 2017 14.55 Low Jun 2017 2.09

Months Supply this month at **4.43**
below the 5 yr DEC average of **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		100%	4.43	272	71	35	13

December 2020



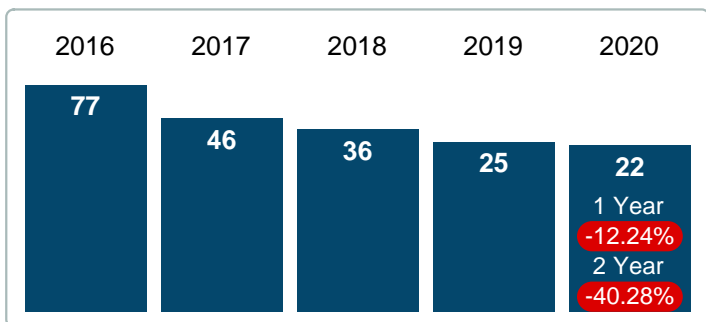
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



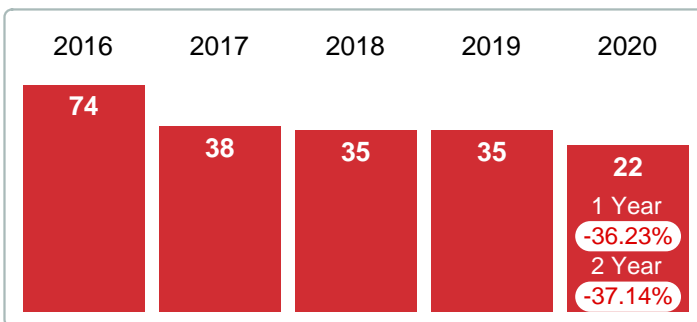
MEDIAN DAYS ON MARKET TO SALE

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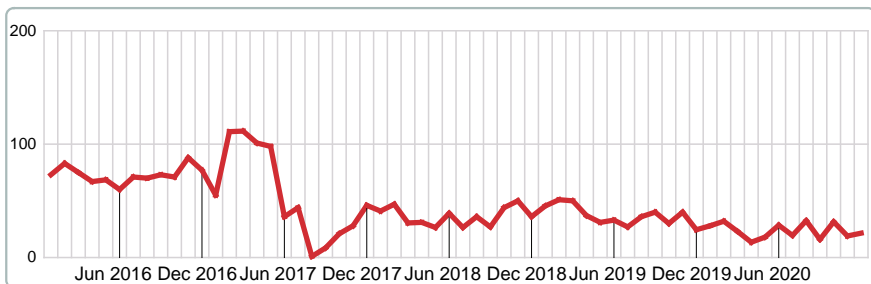
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 41

High Mar 2017 112 Low Aug 2017 1

Median Days on Market to Sale this month at 22 below the 5 yr DEC average of 41



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	6.73%	32	23	0	32	0
\$25,001 - \$50,000	13.46%	56	56	63	0	0
\$50,001 - \$100,000	13.46%	61	10	158	167	0
\$100,001 - \$200,000	29.81%	9	25	7	2	0
\$200,001 - \$250,000	10.58%	25	0	26	25	0
\$250,001 - \$375,000	13.46%	36	20	54	54	0
\$375,001 and up	12.50%	6	4	77	3	18
Median Closed DOM		22	29	19	24	18
Total Closed Units	100%	21.5	44	44	14	2
Total Closed Volume		23,121,629	9.34M	8.50M	4.20M	1.09M

December 2020



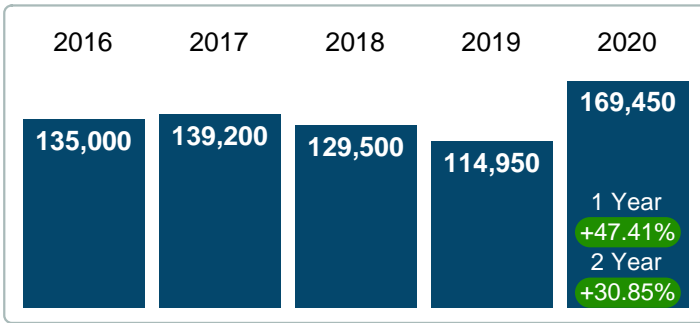
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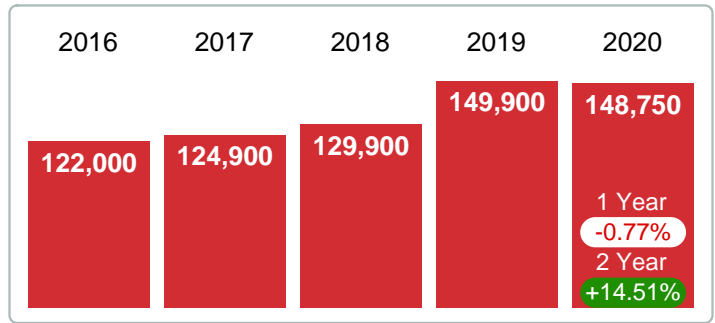
MEDIAN LIST PRICE AT CLOSING

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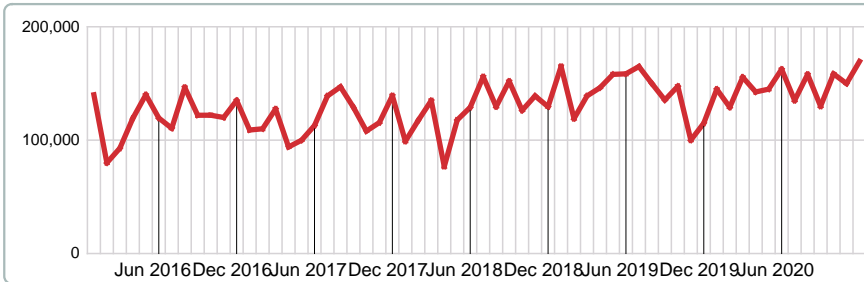
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

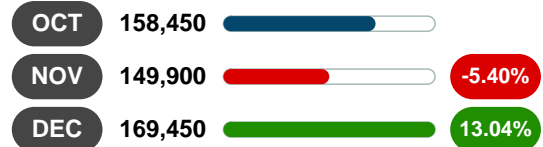


3 MONTHS

5 year DEC AVG = 137,620

High Dec 2020 169,450 Low Apr 2018 76,750

Median List Price at Closing this month at **169,450**
above the 5 yr DEC average of **137,620**



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	5	4.81%	19,900	19,750	0	19,900	0
\$25,001 - \$50,000	14	13.46%	37,500	37,500	39,600	0	0
\$50,001 - \$100,000	15	14.42%	69,500	70,750	66,250	84,900	0
\$100,001 - \$200,000	29	27.88%	164,900	139,000	165,000	153,900	0
\$200,001 - \$250,000	14	13.46%	227,000	219,900	225,000	240,450	0
\$250,001 - \$375,000	16	15.38%	342,500	295,000	322,000	369,000	0
\$375,001 and up	11	10.58%	435,000	725,000	420,000	417,250	504,700
Median List Price			169,450	70,750	183,250	352,000	504,700
Total Closed Units		100%	169,450	44	44	14	2
Total Closed Volume			23,424,613	9.37M	8.85M	4.20M	1.01M

December 2020



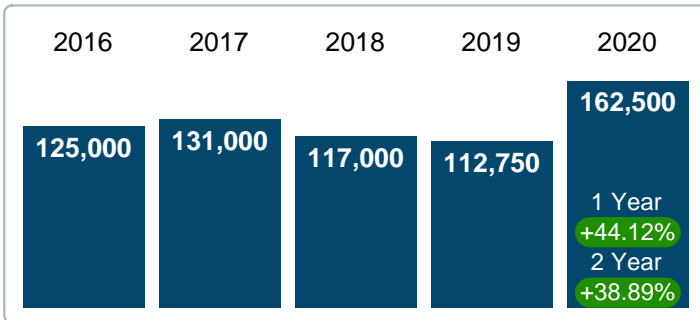
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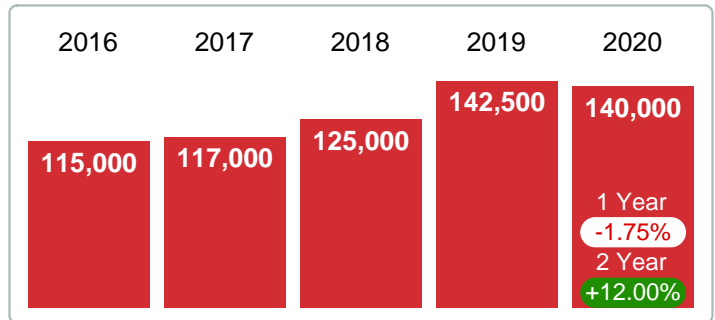
MEDIAN SOLD PRICE AT CLOSING

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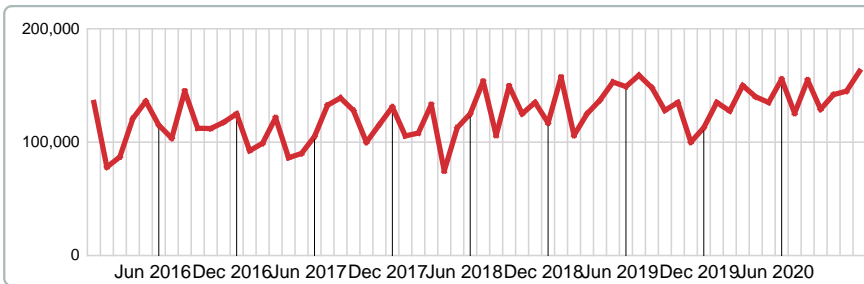
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

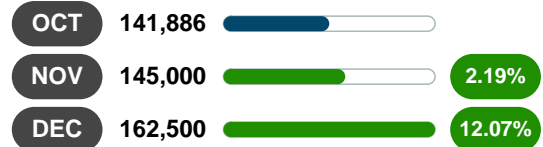


3 MONTHS

5 year DEC AVG = 129,650

High Dec 2020 162,500 Low Apr 2018 74,700

Median Sold Price at Closing this month at **162,500** above the 5 yr DEC average of **129,650**



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	6.73%	24,500	24,500	0	21,511	0
\$25,001 - \$50,000	13.46%	37,750	37,750	38,750	0	0
\$50,001 - \$100,000	13.46%	70,000	70,000	54,500	81,000	0
\$100,001 - \$200,000	29.81%	160,000	130,000	169,900	153,000	0
\$200,001 - \$250,000	10.58%	225,000	0	224,950	229,100	0
\$250,001 - \$375,000	13.46%	308,250	281,625	320,000	315,000	0
\$375,001 and up	12.50%	433,000	560,000	412,500	433,000	542,500
Median Sold Price		162,500	67,500	183,750	332,500	542,500
Total Closed Units	100%	104	44	44	14	2
Total Closed Volume		23,121,629	9.34M	8.50M	4.20M	1.09M

December 2020



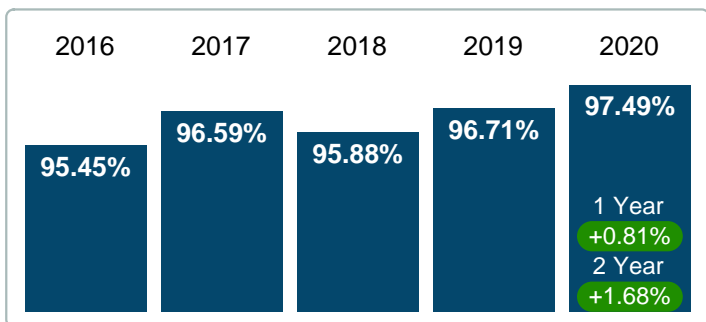
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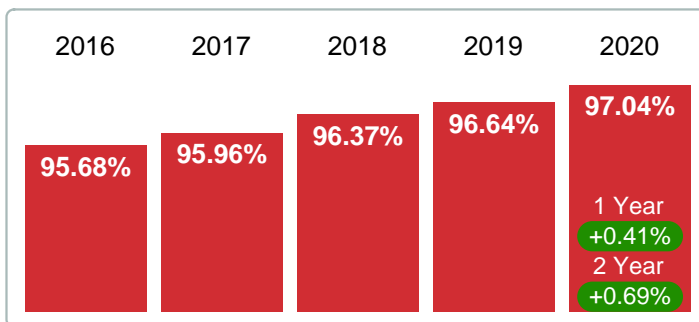
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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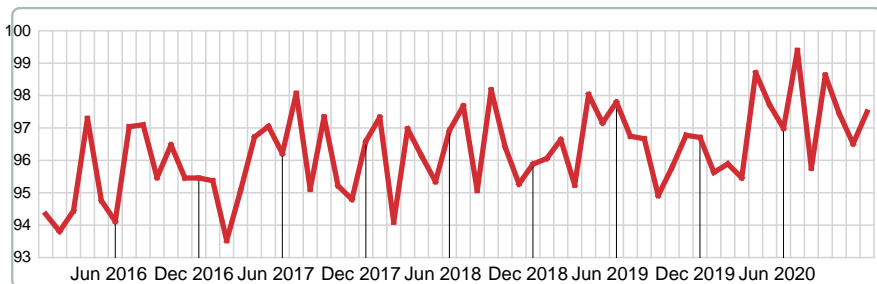
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

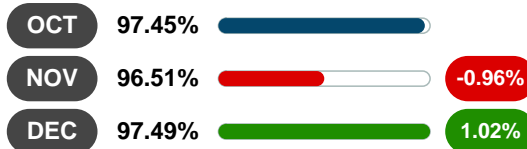


3 MONTHS

5 year DEC AVG = 96.43%

High Jul 2020 99.39% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.49%**
above the 5 yr DEC average of **96.43%**



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	7	6.73%	100.00%	91.67%	0.00%	108.10%	0.00%
\$25,001 - \$50,000	14	13.46%	95.24%	95.24%	100.17%	0.00%	0.00%
\$50,001 - \$100,000	14	13.46%	93.43%	93.53%	82.28%	95.41%	0.00%
\$100,001 - \$200,000	31	29.81%	97.93%	90.09%	99.44%	99.42%	0.00%
\$200,001 - \$250,000	11	10.58%	97.78%	0.00%	96.98%	99.22%	0.00%
\$250,001 - \$375,000	14	13.46%	96.56%	95.42%	96.21%	96.91%	0.00%
\$375,001 and up	13	12.50%	100.00%	101.36%	98.24%	99.54%	106.31%
Median Sold/List Ratio		97.49%		93.93%	98.06%	99.32%	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



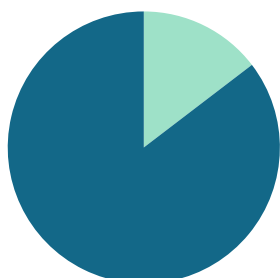
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY



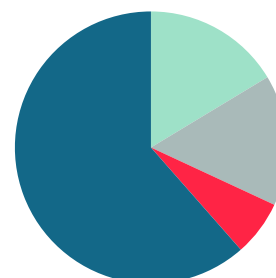
Inventory

- 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%
Median List Price	114,950	169,450	47.41%	149,900	148,750	-0.77%
Median Sale Price	112,750	162,500	44.12%	142,500	140,000	-1.75%
Median Percent of Selling Price to List Price	96.71%	97.49%	0.81%	96.64%	97.04%	0.41%
Median Days on Market to Sale	24.50	21.50	-12.24%	34.50	22.00	-36.23%
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

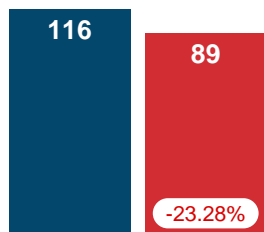
Inventory on December 31, 2020 = **391**

2019 **2020**

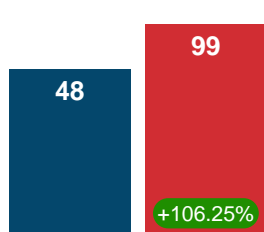
DECEMBER MARKET

MEDIAN PRICES

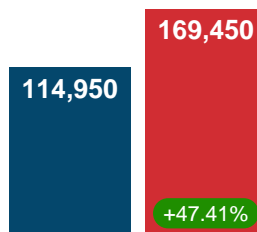
New Listings



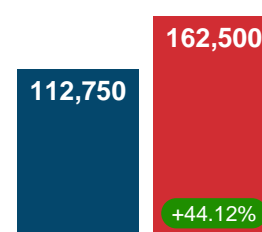
Pending Listings



List Price



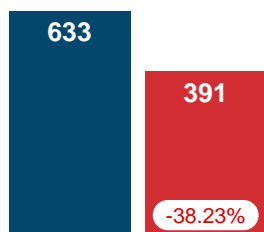
Sale Price



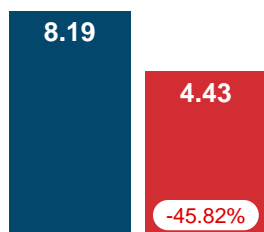
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

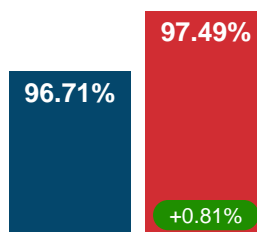
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

