

December 2018



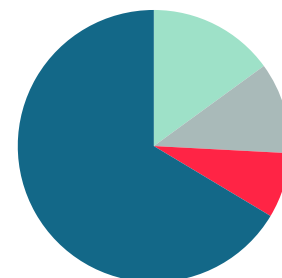
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	59	58	-1.69%
Pending Listings	35	42	20.00%
New Listings	51	59	15.69%
Average List Price	170,510	157,429	-7.67%
Average Sale Price	163,939	148,065	-9.68%
Average Percent of Selling Price to List Price	96.82%	92.59%	-4.37%
Average Days on Market to Sale	49.31	58.19	18.02%
End of Month Inventory	333	257	-22.82%
Months Supply of Inventory	7.40	4.30	-41.96%



■ Closed (14.99%)
■ Pending (10.85%)
■ Other OffMarket (7.75%)
■ Active (66.41%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of December 31, 2018 = **257**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **22.82%** to 257 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **4.30** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.68%** in December 2018 to \$148,065 versus the previous year at \$163,939.

Average Days on Market Lengthens

The average number of **58.19** days that homes spent on the market before selling increased by 8.88 days or **18.02%** in December 2018 compared to last year's same month at **49.31** DOM.

Sales Success for December 2018 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 59 New Listings in December 2018, up **15.69%** from last year at 51. Furthermore, there were 58 Closed Listings this month versus last year at 59, a **-1.69%** decrease.

Closed versus Listed trends yielded a **98.3%** ratio, down from previous year's, December 2017, at **115.7%**, a **15.02%** 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

December 2018



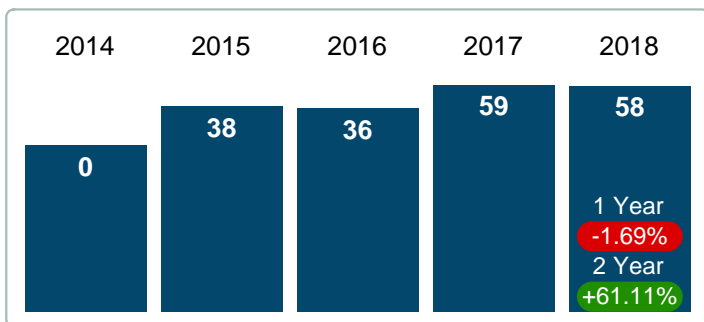
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



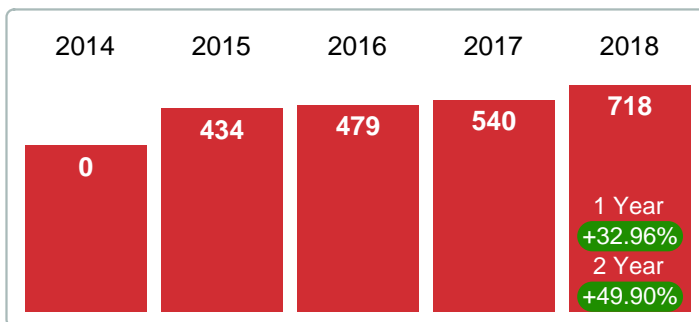
CLOSED LISTINGS

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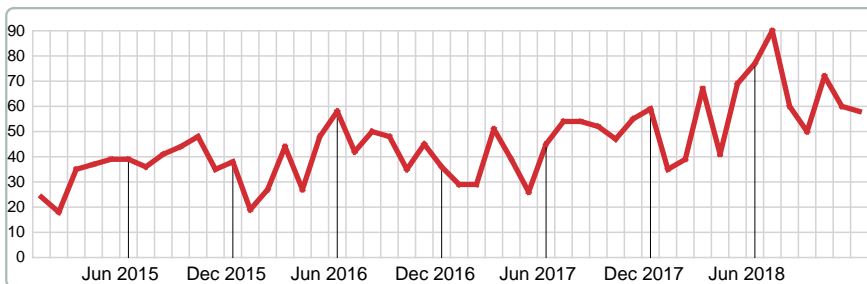
DECEMBER



YEAR TO DATE (YTD)

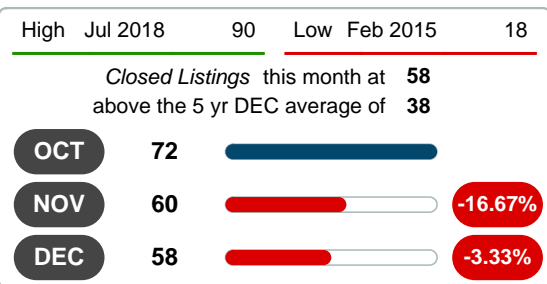


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.62%	62.2	2	3	0	0
\$40,001 - \$70,000	10	17.24%	99.1	1	8	1	0
\$70,001 - \$90,000	6	10.34%	51.2	4	1	1	0
\$90,001 - \$160,000	15	25.86%	49.1	1	11	2	1
\$160,001 - \$190,000	7	12.07%	29.6	0	5	1	1
\$190,001 - \$250,000	8	13.79%	61.1	0	5	3	0
\$250,001 and up	7	12.07%	47.7	0	3	3	1
Total Closed Units	58			8	36	11	3
Total Closed Volume	8,587,748	100%	58.2	558.93K	4.86M	2.45M	715.00K
Average Closed Price	\$148,065			\$69,866	\$134,984	\$223,127	\$238,333

December 2018



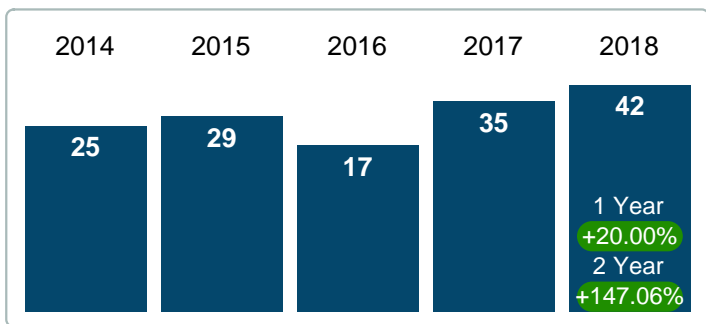
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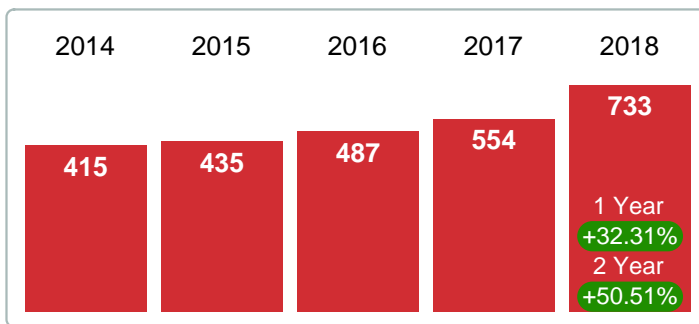
PENDING LISTINGS

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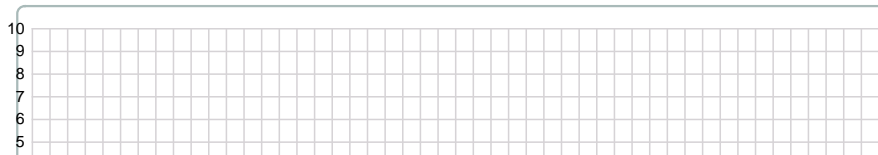
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 30

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at 42
above the 5 yr DEC average of 30

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.38%	71.0	1	0	0	0
\$50,001 - \$75,000	5	11.90%	58.0	1	3	1	0
\$75,001 - \$125,000	8	19.05%	51.1	1	6	1	0
\$125,001 - \$175,000	12	28.57%	70.0	1	9	2	0
\$175,001 - \$200,000	6	14.29%	69.3	1	5	0	0
\$200,001 - \$275,000	5	11.90%	38.2	0	5	0	0
\$275,001 and up	5	11.90%	31.8	0	1	3	1
Total Pending Units	42			5	29	7	1
Total Pending Volume	7,111,073	100%	56.6	548.00K	4.57M	1.69M	298.00K
Average Listing Price	\$169,311			\$109,600	\$157,692	\$241,714	\$298,000

December 2018



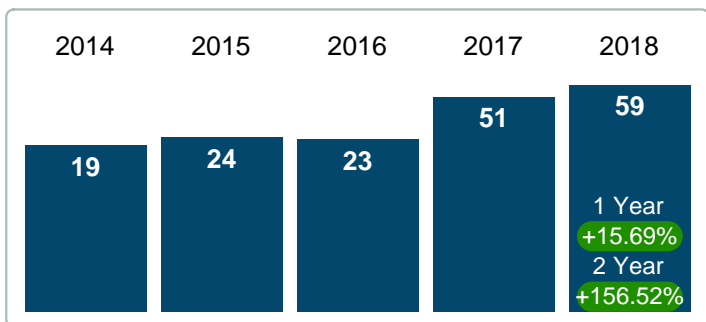
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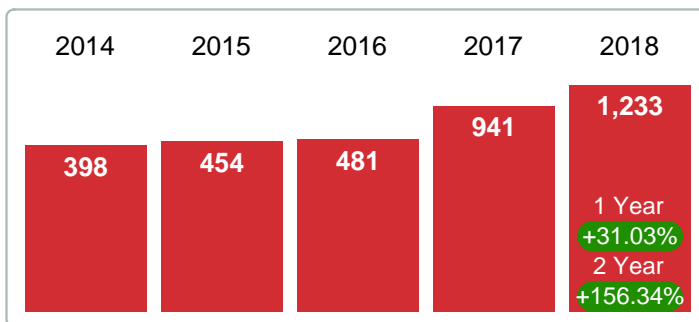
NEW LISTINGS

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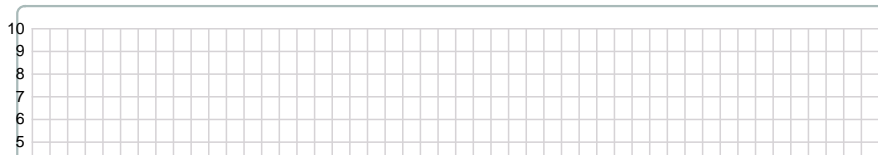
DECEMBER



YEAR TO DATE (YTD)

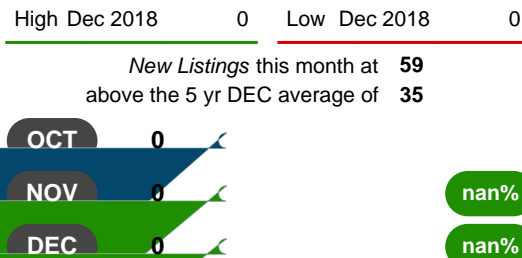


5 YEAR MARKET ACTIVITY TRENDS

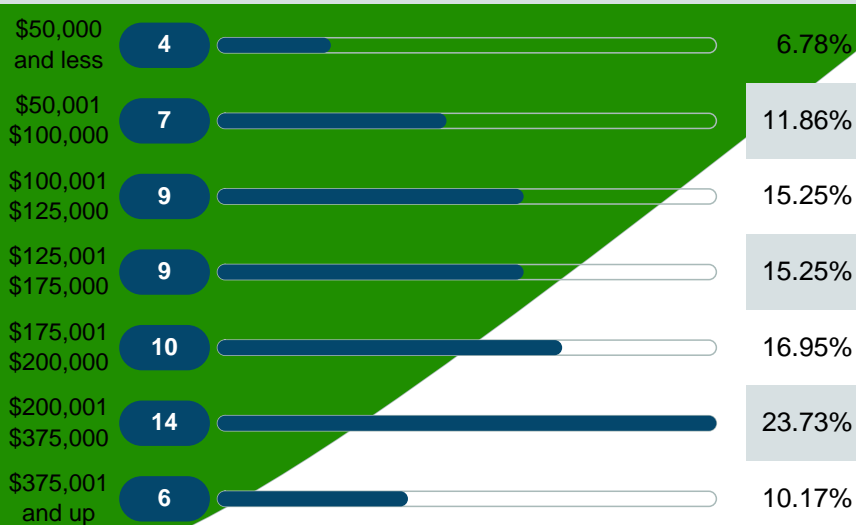


3 MONTHS

5 year DEC AVG = 35



Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	1	3	0	0
	2	5	0	0
	2	6	0	1
	1	6	1	1
	2	5	3	0
	1	10	3	0
	1	0	4	1
Total	10	35	11	3
Volume	1.66M	5.46M	3.52M	718.00K
Average Price	\$165,790	\$155,954	\$320,291	\$239,333

Total New Listed Units	59	
Total New Listed Volume	11,357,473	100%
Average New Listed Listing Price	\$179,994	

December 2018



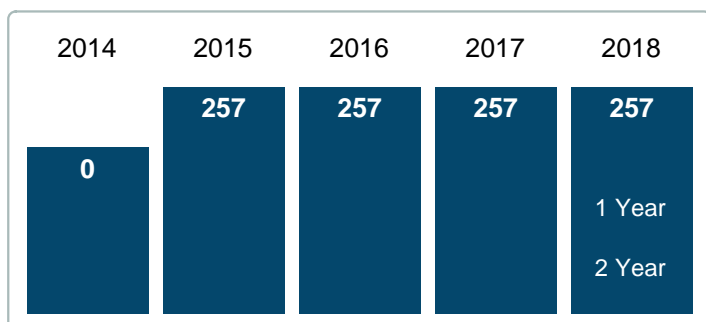
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



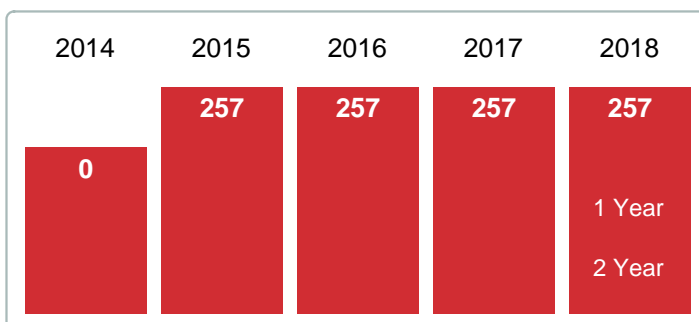
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 206

High Dec 2018: 257 Low Dec 2018: 257

Inventory this month at **257**
above the 5 yr DEC average of **206**

- OCT: 257
- NOV: 257
- DEC: 257

0.00% (for NOV and DEC)

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	7.39%	72.3	10	9	0	0
\$50,001 - \$100,000	33	12.84%	79.9	9	22	2	0
\$100,001 - \$150,000	39	15.18%	81.9	5	26	5	3
\$150,001 - \$200,000	47	18.29%	85.5	5	30	12	0
\$200,001 - \$275,000	52	20.23%	75.4	2	32	16	2
\$275,001 - \$450,000	41	15.95%	93.5	3	17	14	7
\$450,001 and up	26	10.12%	98.2	1	7	10	8
Total Active Inventory by Units	257			35	143	59	20
Total Active Inventory by Volume	63,436,814	100%	83.8	5.07M	29.01M	20.32M	9.04M
Average Active Inventory Listing Price	\$246,836			\$144,877	\$202,861	\$344,384	\$451,915

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



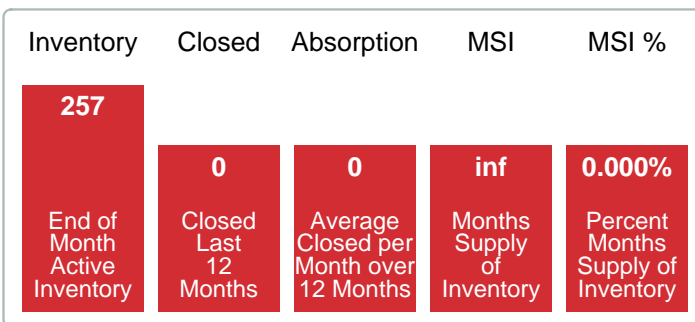
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

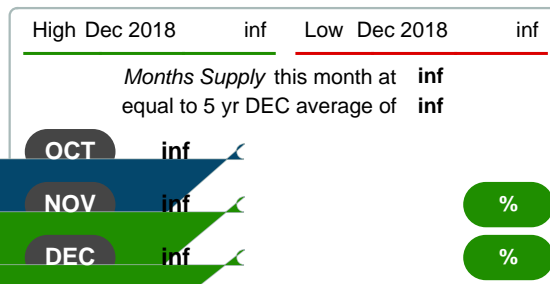


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	7.39%	3.35	4.62	3.18	0.00	0.00		
\$50,001 - \$100,000	33	12.84%	2.28	1.96	2.78	1.14	0.00		
\$100,001 - \$150,000	39	15.18%	2.69	3.33	2.46	2.31	12.00		
\$150,001 - \$200,000	47	18.29%	3.79	12.00	3.64	3.51	0.00		
\$200,001 - \$275,000	52	20.23%	6.30	8.00	6.19	6.19	8.00		
\$275,001 - \$450,000	41	15.95%	11.44	36.00	12.75	8.40	14.00		
\$450,001 and up	26	10.12%	28.36	0.00	21.00	24.00	48.00		
Market Supply of Inventory (MSI)			4.30	3.89	3.93	4.72	10.43		
Total Active Inventory by Units			257	35	143	59	20		

December 2018



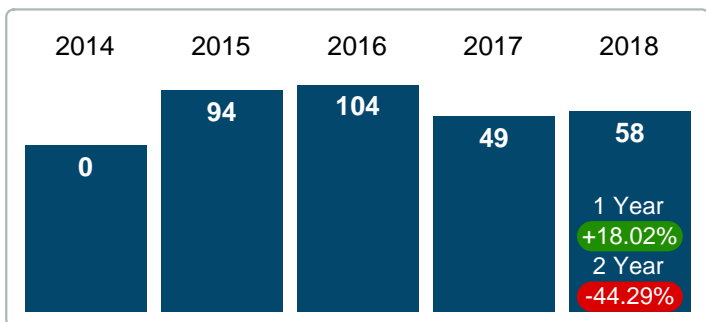
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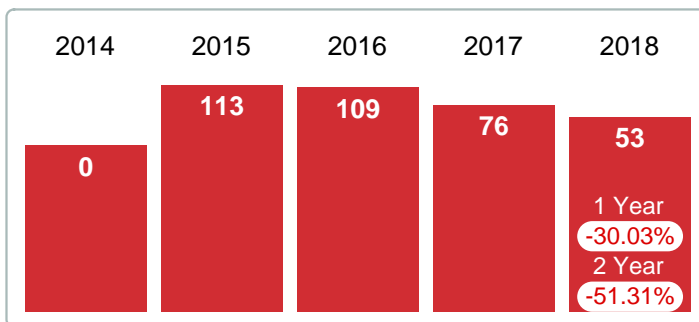
AVERAGE DAYS ON MARKET TO SALE

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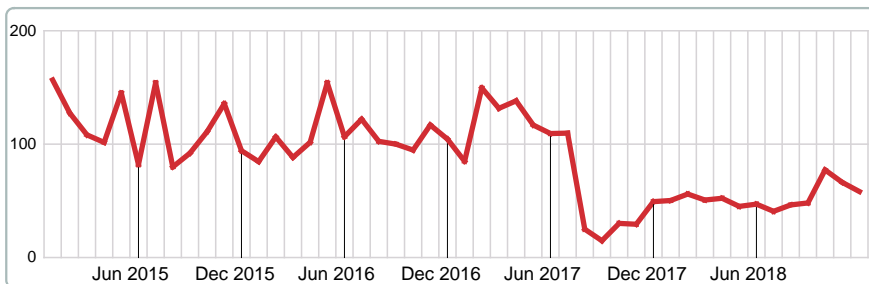
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 58 below the 5 yr DEC average of 61



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
\$40,000 and less	8.62%	62	58	65	0	0
\$40,001 - \$70,000	17.24%	99	181	93	70	0
\$70,001 - \$90,000	10.34%	51	45	118	9	0
\$90,001 - \$160,000	25.86%	49	16	58	26	29
\$160,001 - \$190,000	12.07%	30	0	24	52	36
\$190,001 - \$250,000	13.79%	61	0	26	119	0
\$250,001 and up	12.07%	48	0	13	51	142
Average Closed DOM		58				
Total Closed Units	100%	58	8	36	11	3
Total Closed Volume		8,587,748	558.93K	4.86M	2.45M	715.00K

December 2018



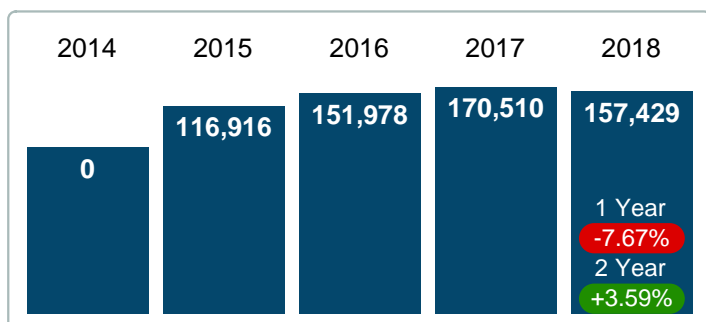
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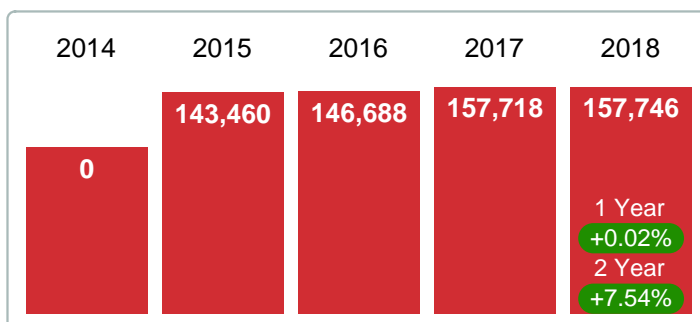
AVERAGE LIST PRICE AT CLOSING

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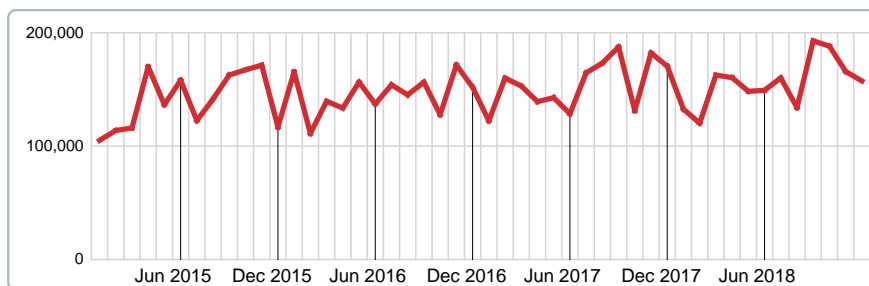
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119,367

High Sep 2018 192,821 Low Jan 2015 105,083

Average List Price at Closing this month at **157,429**
above the 5 yr DEC average of **119,367**

OCT	188,185	
NOV	165,869	-11.86%
DEC	157,429	-5.09%

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	0	0.00%	0	0	34,900	0	0
\$25,001 - \$50,000	5	8.62%	35,780	42,500	42,250	0	0
\$50,001 - \$75,000	6	10.34%	61,450	88,167	78,533	69,800	0
\$75,001 - \$150,000	24	41.38%	109,733	94,900	122,073	107,800	135,900
\$150,001 - \$175,000	2	3.45%	167,000	0	176,600	209,900	164,000
\$175,001 - \$250,000	12	20.69%	201,148	0	221,322	212,500	0
\$250,001 and up	9	15.52%	355,767	0	302,633	435,000	425,000
Average List Price			157,429	79,275	145,171	231,418	241,633
Total Closed Units		100%	157,429	8	36	11	3
Total Closed Volume			9,130,873	634.20K	5.23M	2.55M	724.90K

December 2018



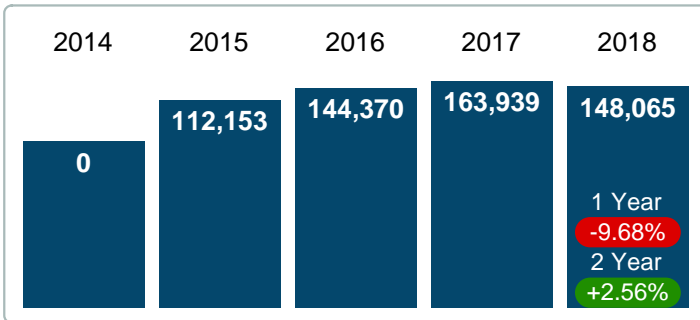
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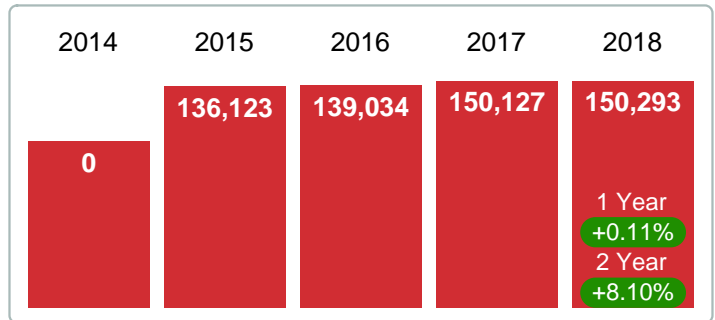
AVERAGE SOLD PRICE AT CLOSING

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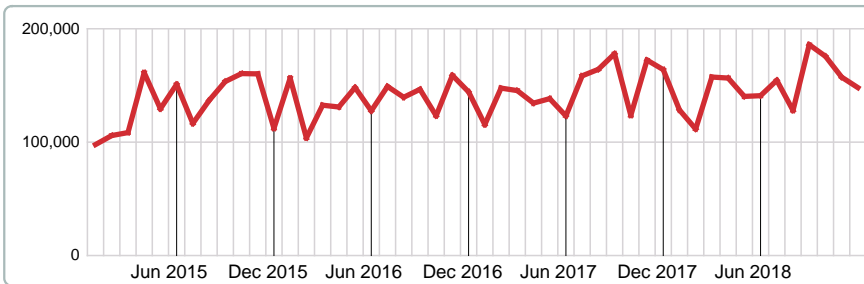
DECEMBER



YEAR TO DATE (YTD)

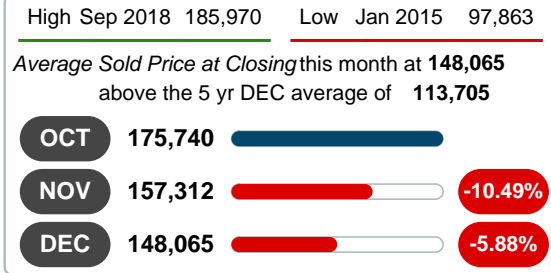


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 113,705



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
\$40,000 and less	8.62%	31,200	36,500	27,667	0	0
\$40,001 - \$70,000	17.24%	60,675	56,900	60,606	65,000	0
\$70,001 - \$90,000	10.34%	81,504	78,531	85,000	89,900	0
\$90,001 - \$160,000	25.86%	120,827	114,900	121,955	107,500	141,000
\$160,001 - \$190,000	12.07%	172,829	0	174,160	175,000	164,000
\$190,001 - \$250,000	13.79%	216,847	0	220,255	211,167	0
\$250,001 and up	12.07%	368,429	0	297,667	425,333	410,000
Average Sold Price		148,065	69,866	134,984	223,127	238,333
Total Closed Units	100%	148,065	8	36	11	3
Total Closed Volume		8,587,748	558.93K	4.86M	2.45M	715.00K

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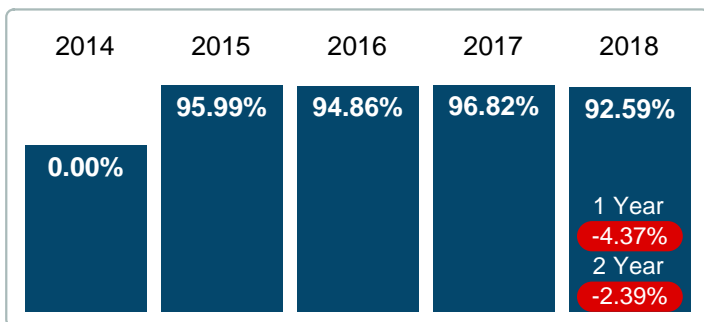
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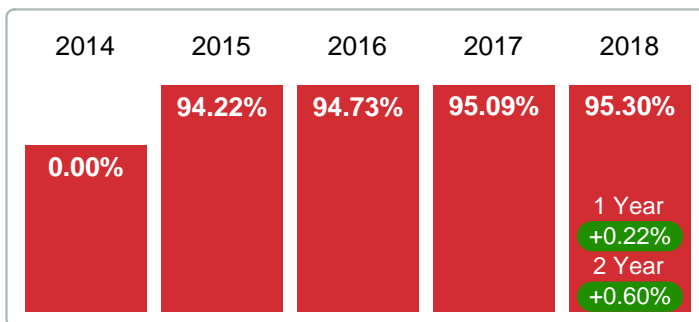
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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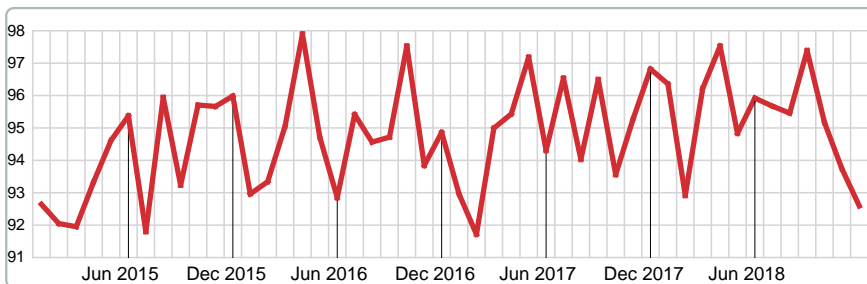
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

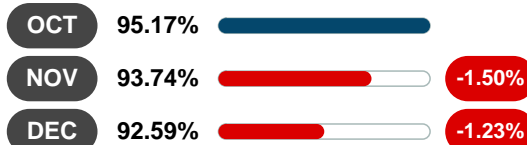


3 MONTHS

5 year DEC AVG = 76.05%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **92.59%** above the 5 yr DEC average of **76.05%**



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	
\$40,000 and less	5	8.62%	88.50%	87.15%	89.39%	0.00%	0.00%	
\$40,001 - \$70,000	10	17.24%	85.26%	81.87%	84.70%	93.12%	0.00%	
\$70,001 - \$90,000	6	10.34%	87.53%	86.98%	77.27%	100.00%	0.00%	
\$90,001 - \$160,000	15	25.86%	95.82%	100.00%	95.32%	92.48%	103.75%	
\$160,001 - \$190,000	7	12.07%	96.37%	0.00%	98.24%	83.37%	100.00%	
\$190,001 - \$250,000	8	13.79%	94.06%	0.00%	90.86%	99.38%	0.00%	
\$250,001 and up	7	12.07%	97.95%	0.00%	98.68%	97.71%	96.47%	
Average Sold/List Ratio		92.60%		88.01%	92.03%	95.70%	100.07%	
Total Closed Units		58	100%	92.60%	8	36	11	3
Total Closed Volume		8,587,748			558.93K	4.86M	2.45M	715.00K

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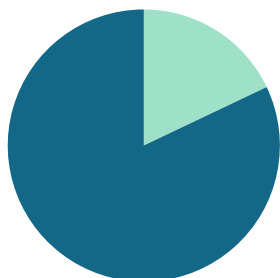
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MARKET SUMMARY

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INVENTORY

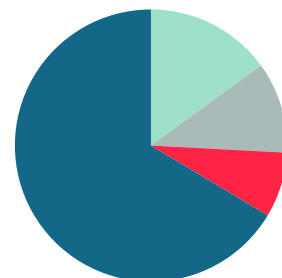


Inventory
 New Listings
59 = 17.93%
 Start Inventory
270
 Total Inventory Units
329
 Volume
\$77,754,487

Market Activity

Closed Sales
58 = 14.99%
 Pending Sales
42 = 10.85%
 Other Off Market
30 = 7.75%
 Active Inventory
257 = 66.41%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	59	58	-1.69%	540	718	32.96%
Pending Sales	35	42	20.00%	554	733	32.31%
New Listings	51	59	15.69%	941	1,233	31.03%
Average List Price	170,510	157,429	-7.67%	157,718	157,746	0.02%
Average Sale Price	163,939	148,065	-9.68%	150,127	150,293	0.11%
Average Percent of Selling Price to List Price	96.82%	92.59%	-4.37%	95.09%	95.30%	0.22%
Average Days on Market to Sale	49.31	58.19	18.02%	75.63	52.92	-30.03%
Monthly Inventory	333	257	-22.82%	333	257	-22.82%
Months Supply of Inventory	7.40	4.30	-41.96%	7.40	4.30	-41.96%

Absorption: Last 12 months, an Average of **60** Sales/Month

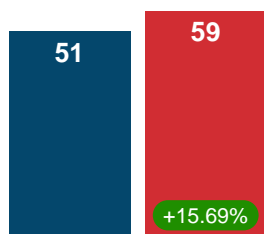
Inventory on December 31, 2018 = **257**

2017 **2018**

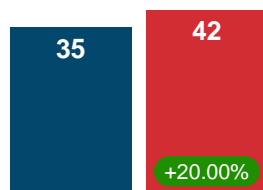
DECEMBER MARKET

AVERAGE PRICES

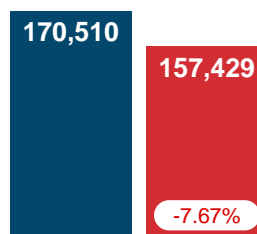
New Listings



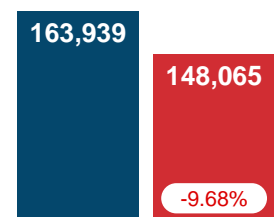
Pending Listings



List Price



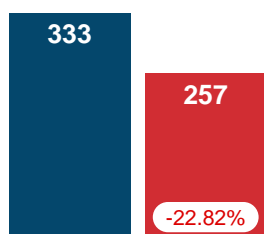
Sale Price



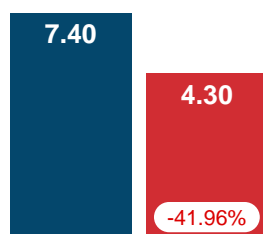
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

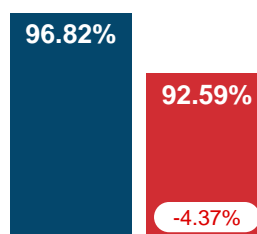
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

