



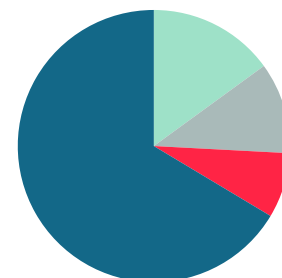
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



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% |
| Median List Price | 139,900 | 127,250 | -9.04% |
| Median Sale Price | 132,000 | 116,750 | -11.55% |
| Median Percent of Selling Price to List Price | 96.80% | 96.28% | -0.54% |
| Median Days on Market to Sale | 49.00 | 35.00 | -28.57% |
| 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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.55%** in December 2018 to \$116,750 versus the previous year at \$132,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 14.00 days or **28.57%** in December 2018 compared to last year's same month at **49.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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

December 2018



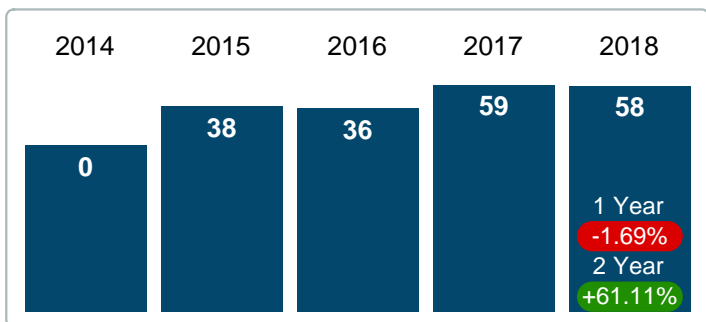
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



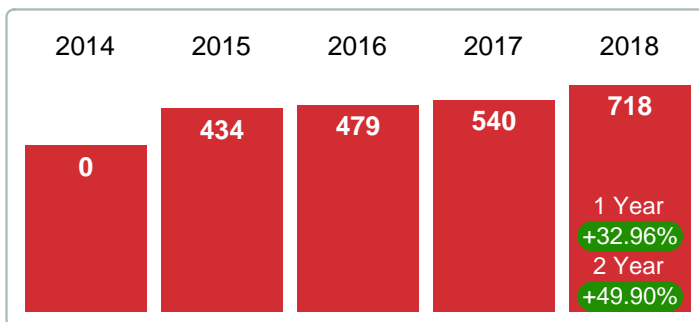
CLOSED LISTINGS

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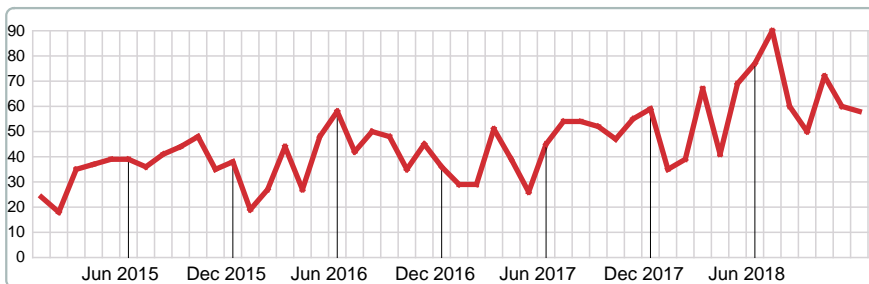
DECEMBER



YEAR TO DATE (YTD)

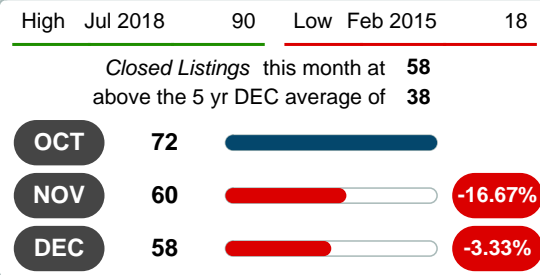


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 5 | 8.62% | 65.0 | 2 | 3 | 0 | 0 |
| \$40,001 - \$70,000 | 10 | 17.24% | 80.5 | 1 | 8 | 1 | 0 |
| \$70,001 - \$90,000 | 6 | 10.34% | 13.0 | 4 | 1 | 1 | 0 |
| \$90,001 - \$160,000 | 15 | 25.86% | 29.0 | 1 | 11 | 2 | 1 |
| \$160,001 - \$190,000 | 7 | 12.07% | 35.0 | 0 | 5 | 1 | 1 |
| \$190,001 - \$250,000 | 8 | 13.79% | 45.5 | 0 | 5 | 3 | 0 |
| \$250,001 and up | 7 | 12.07% | 28.0 | 0 | 3 | 3 | 1 |
| Total Closed Units | 58 | | | 8 | 36 | 11 | 3 |
| Total Closed Volume | 8,587,748 | 100% | 35.0 | 558.93K | 4.86M | 2.45M | 715.00K |
| Median Closed Price | \$116,750 | | | \$74,113 | \$121,000 | \$196,000 | \$164,000 |

December 2018



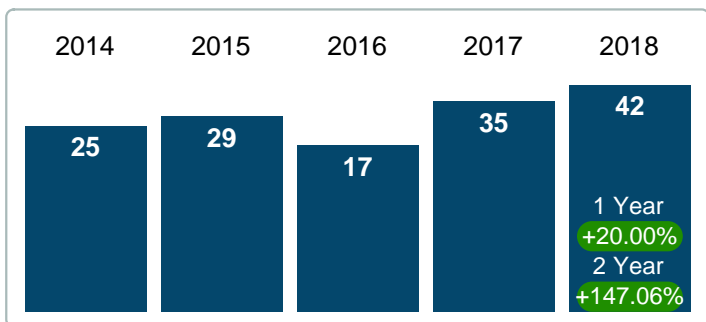
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



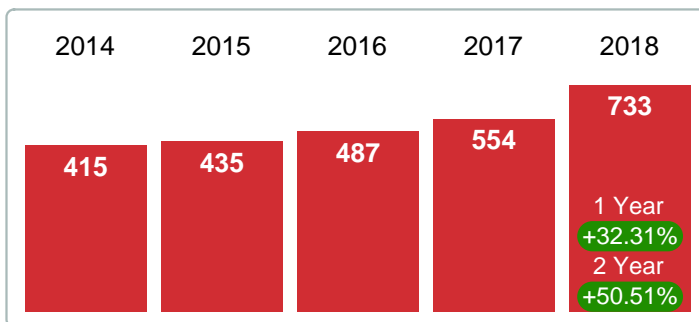
PENDING LISTINGS

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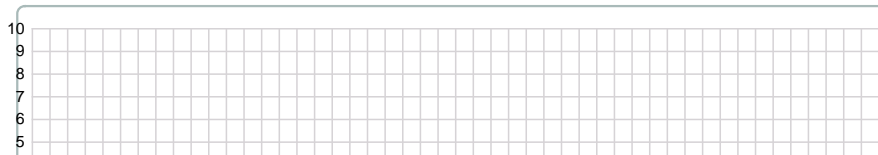
DECEMBER



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 | | % | MDOM | 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% | 13.0 | 1 | 3 | 1 | 0 |
| \$75,001 - \$125,000 | 8 | 19.05% | 19.5 | 1 | 6 | 1 | 0 |
| \$125,001 - \$175,000 | 12 | 28.57% | 72.0 | 1 | 9 | 2 | 0 |
| \$175,001 - \$200,000 | 6 | 14.29% | 45.5 | 1 | 5 | 0 | 0 |
| \$200,001 - \$275,000 | 5 | 11.90% | 17.0 | 0 | 5 | 0 | 0 |
| \$275,001 and up | 5 | 11.90% | 23.0 | 0 | 1 | 3 | 1 |
| Total Pending Units | 42 | | | 5 | 29 | 7 | 1 |
| Total Pending Volume | 7,111,073 | 100% | 34.5 | 548.00K | 4.57M | 1.69M | 298.00K |
| Median Listing Price | \$157,500 | | | \$90,000 | \$157,500 | \$159,000 | \$298,000 |

December 2018



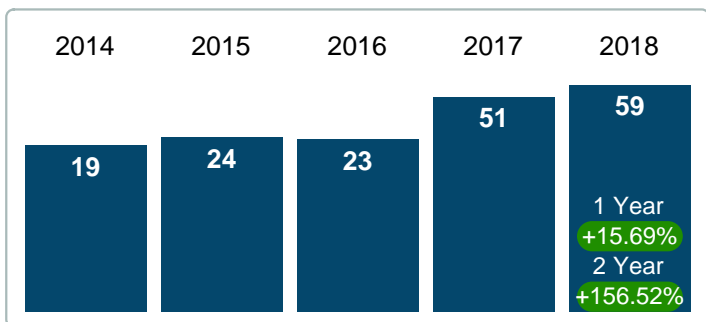
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



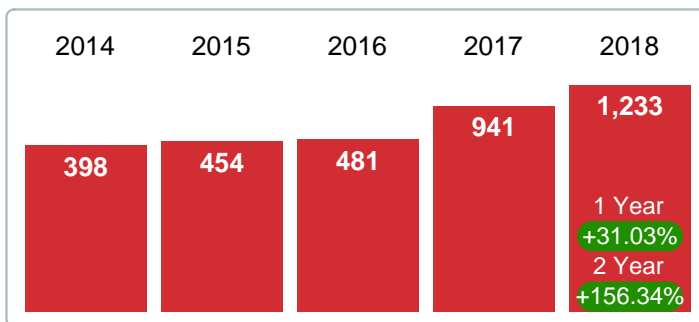
NEW LISTINGS

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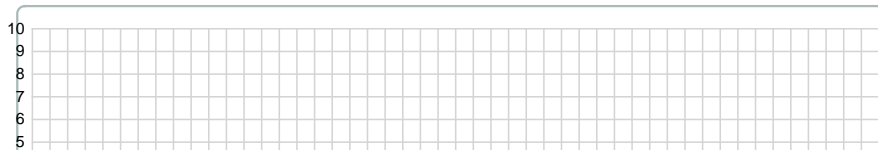
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35

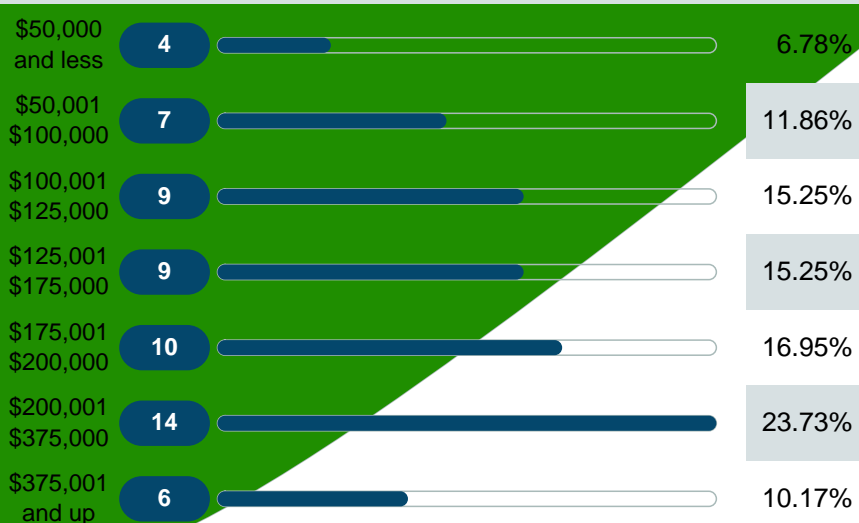
High Dec 2018 0 Low Dec 2018 0

New Listings this month at **59**
above the 5 yr DEC average of **35**

OCT 0
NOV 0
DEC 0

nan%
nan%

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 |
| Median Price | \$131,250 | \$169,000 | \$209,900 | \$129,000 |

| | | |
|---------------------------------|------------|------|
| Total New Listed Units | 59 | |
| Total New Listed Volume | 11,357,473 | 100% |
| Median New Listed Listing Price | \$177,980 | |

December 2018



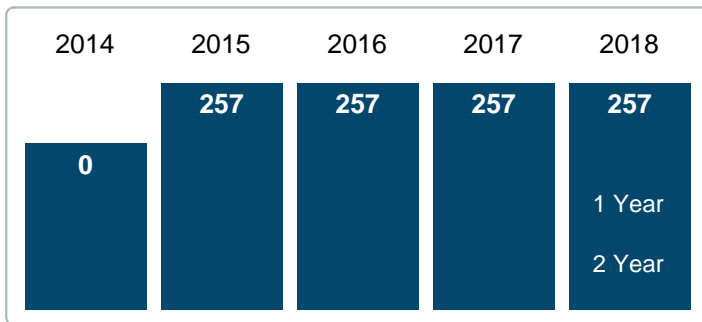
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



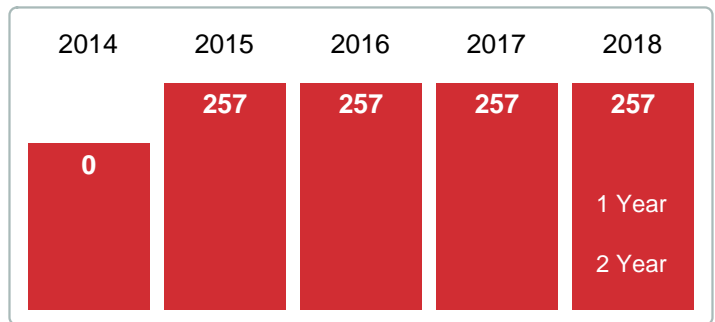
ACTIVE INVENTORY

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)

0.00% (for DEC)

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 19 | 7.39% | 59.0 | 10 | 9 | 0 | 0 |
| \$50,001 - \$100,000 | 33 | 12.84% | 68.0 | 9 | 22 | 2 | 0 |
| \$100,001 - \$150,000 | 39 | 15.18% | 75.0 | 5 | 26 | 5 | 3 |
| \$150,001 - \$200,000 | 47 | 18.29% | 94.0 | 5 | 30 | 12 | 0 |
| \$200,001 - \$275,000 | 52 | 20.23% | 69.5 | 2 | 32 | 16 | 2 |
| \$275,001 - \$450,000 | 41 | 15.95% | 104.0 | 3 | 17 | 14 | 7 |
| \$450,001 and up | 26 | 10.12% | 106.5 | 1 | 7 | 10 | 8 |
| Total Active Inventory by Units | 257 | | | 35 | 143 | 59 | 20 |
| Total Active Inventory by Volume | 63,436,814 | 100% | 84.0 | 5.07M | 29.01M | 20.32M | 9.04M |
| Median Active Inventory Listing Price | \$189,000 | | | \$97,500 | \$169,900 | \$222,000 | \$420,000 |

December 2018



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



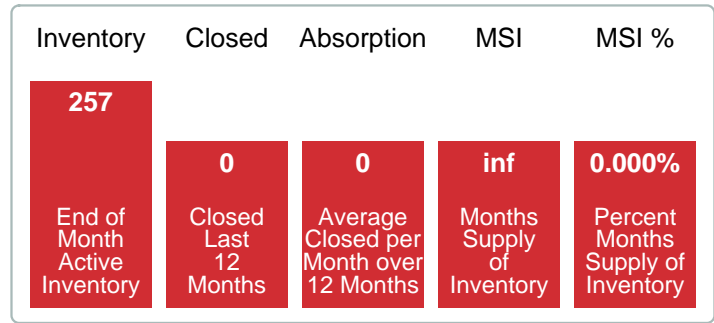
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

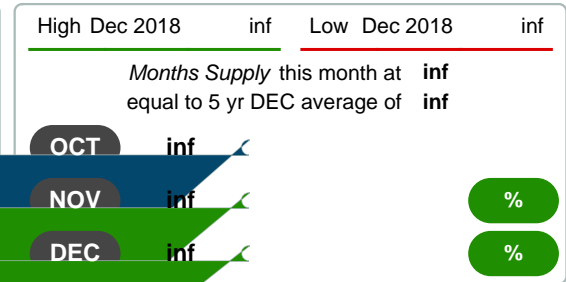


5 YEAR MARKET ACTIVITY TRENDS



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 | 100% | 4.30 | 35 | 143 | 59 | 20 | |

December 2018



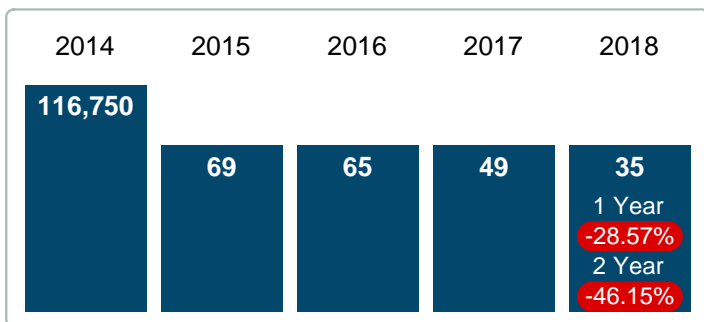
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



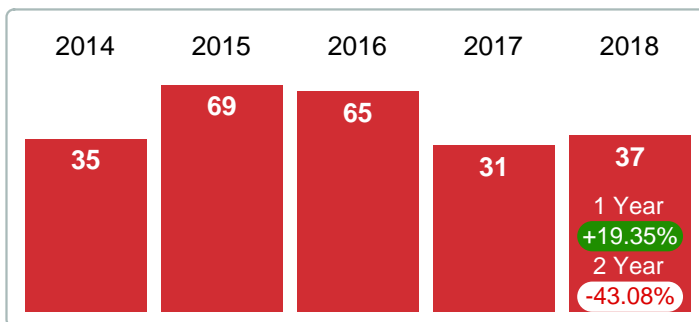
MEDIAN DAYS ON MARKET TO SALE

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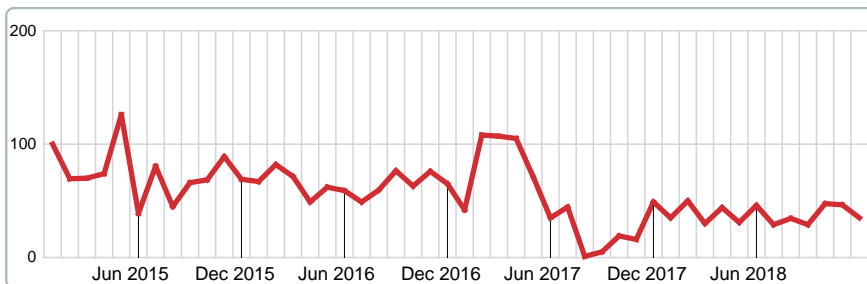
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

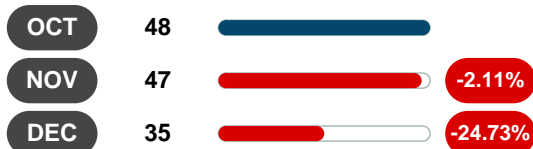


3 MONTHS

5 year DEC AVG = 23,394

High May 2015 126 Low Aug 2017 1

Median Days on Market to Sale this month at 35 below the 5 yr DEC average of 23,394



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 |
|--|-------------|------------------|----------------|--------------|--------------|----------------|
| \$40,000 and less | 8.62% | 65 | 58 | 65 | 0 | 0 |
| \$40,001 - \$70,000 | 17.24% | 81 | 181 | 68 | 70 | 0 |
| \$70,001 - \$90,000 | 10.34% | 13 | 13 | 118 | 9 | 0 |
| \$90,001 - \$160,000 | 25.86% | 29 | 16 | 55 | 26 | 29 |
| \$160,001 - \$190,000 | 12.07% | 35 | 0 | 35 | 52 | 36 |
| \$190,001 - \$250,000 | 13.79% | 46 | 0 | 6 | 138 | 0 |
| \$250,001 and up | 12.07% | 28 | 0 | 6 | 28 | 142 |
| Median Closed DOM | | 35 | | | | |
| Total Closed Units | 100% | 35.0 | 8 | 36 | 11 | 3 |
| Total Closed Volume | | 8,587,748 | 558.93K | 4.86M | 2.45M | 715.00K |

December 2018



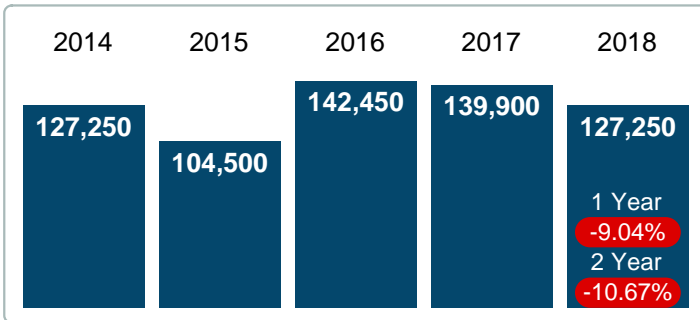
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



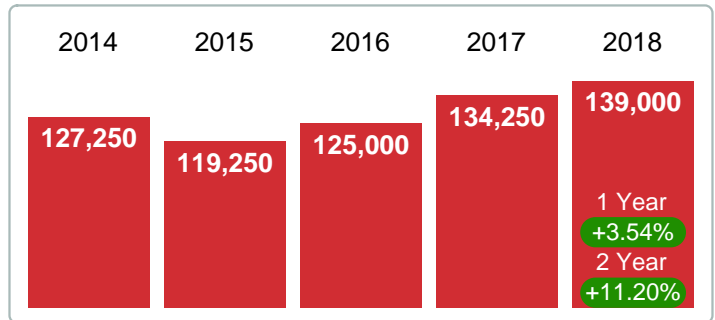
MEDIAN LIST PRICE AT CLOSING

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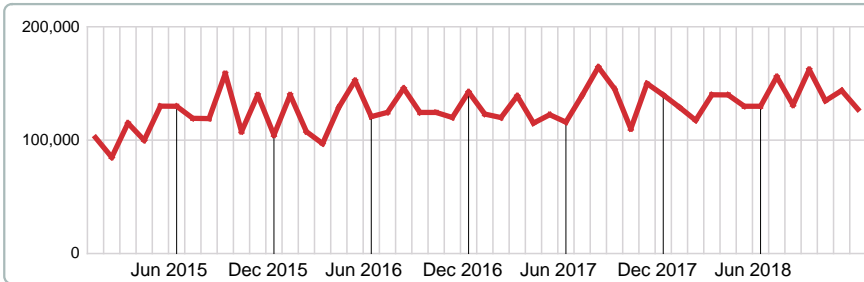
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

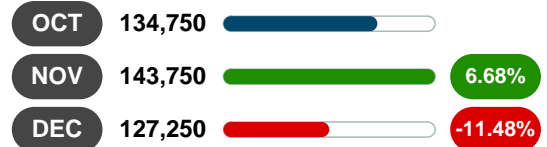


3 MONTHS

5 year DEC AVG = 128,270

High Aug 2017 164,450 Low Feb 2015 84,900

Median List Price at Closing this month at 127,250 below the 5 yr DEC average of 128,270



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 |
|---|-------------|------------------|----------------|----------------|----------------|----------------|
| \$40,000 and less | 6.90% | 32,450 | 39,000 | 30,000 | 0 | 0 |
| \$40,001 - \$70,000 | 12.07% | 59,500 | 57,750 | 57,250 | 69,800 | 0 |
| \$70,001 - \$90,000 | 13.79% | 89,900 | 89,900 | 89,450 | 89,900 | 0 |
| \$90,001 - \$160,000 | 27.59% | 119,450 | 109,950 | 120,000 | 116,750 | 135,900 |
| \$160,001 - \$190,000 | 12.07% | 177,980 | 0 | 178,940 | 0 | 164,000 |
| \$190,001 - \$250,000 | 12.07% | 215,000 | 0 | 215,000 | 207,450 | 0 |
| \$250,001 and up | 15.52% | 369,000 | 0 | 265,000 | 425,000 | 425,000 |
| Median List Price | | 127,250 | 84,900 | 129,000 | 205,000 | 164,000 |
| Total Closed Units | 100% | 127,250 | 8 | 36 | 11 | 3 |
| Total Closed Volume | | 9,130,873 | 634.20K | 5.23M | 2.55M | 724.90K |

December 2018



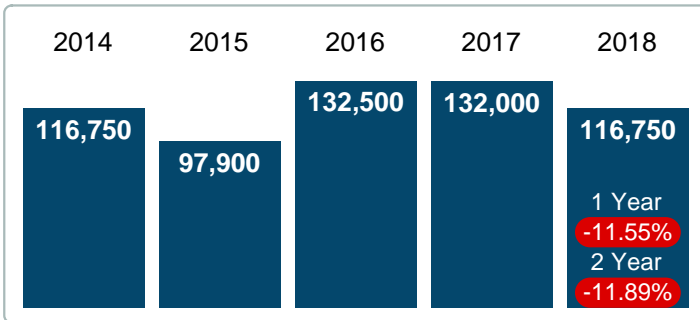
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



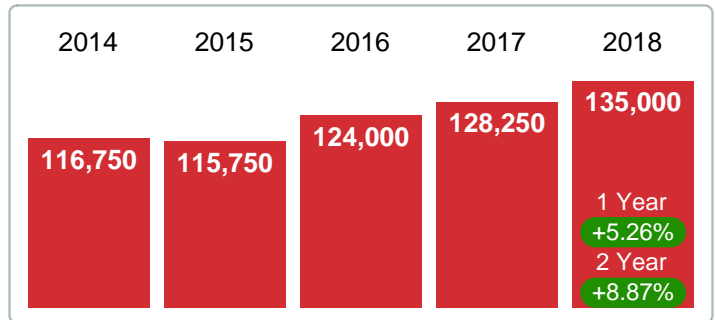
MEDIAN SOLD PRICE AT CLOSING

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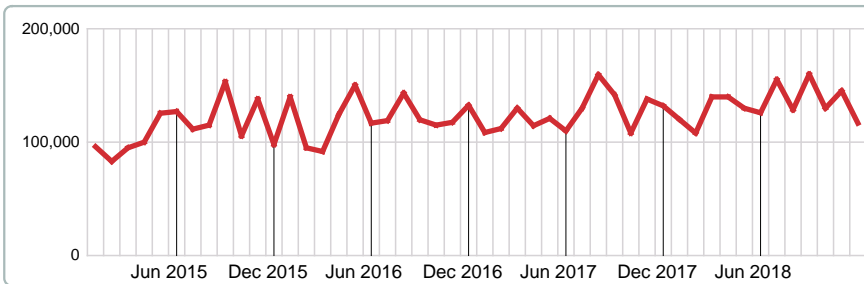
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

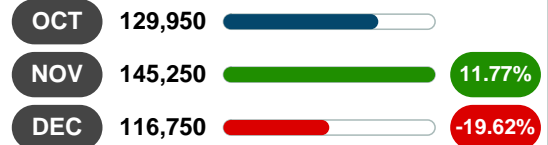


3 MONTHS

5 year DEC AVG = 119,180

High Sep 2018 159,935 Low Feb 2015 83,000

Median Sold Price at Closing this month at 116,750 below the 5 yr DEC average of 119,180



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 |
|---|-------------|------------------|----------------|----------------|----------------|----------------|
| \$40,000 and less | 8.62% | 30,000 | 36,500 | 28,000 | 0 | 0 |
| \$40,001 - \$70,000 | 17.24% | 62,250 | 56,900 | 63,750 | 65,000 | 0 |
| \$70,001 - \$90,000 | 10.34% | 80,500 | 75,500 | 85,000 | 89,900 | 0 |
| \$90,001 - \$160,000 | 25.86% | 116,500 | 114,900 | 117,000 | 107,500 | 141,000 |
| \$160,001 - \$190,000 | 12.07% | 175,000 | 0 | 177,400 | 175,000 | 164,000 |
| \$190,001 - \$250,000 | 13.79% | 214,500 | 0 | 215,000 | 202,500 | 0 |
| \$250,001 and up | 12.07% | 375,000 | 0 | 259,000 | 395,000 | 410,000 |
| Median Sold Price | | 116,750 | 74,113 | 121,000 | 196,000 | 164,000 |
| Total Closed Units | 100% | 116,750 | 8 | 36 | 11 | 3 |
| Total Closed Volume | | 8,587,748 | 558.93K | 4.86M | 2.45M | 715.00K |

December 2018



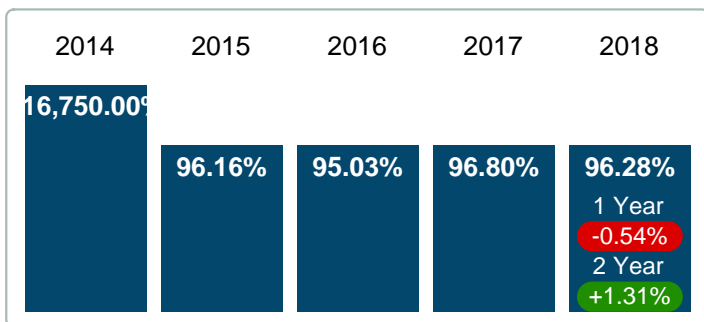
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



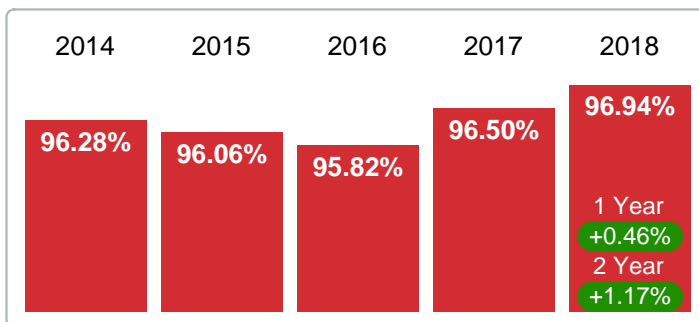
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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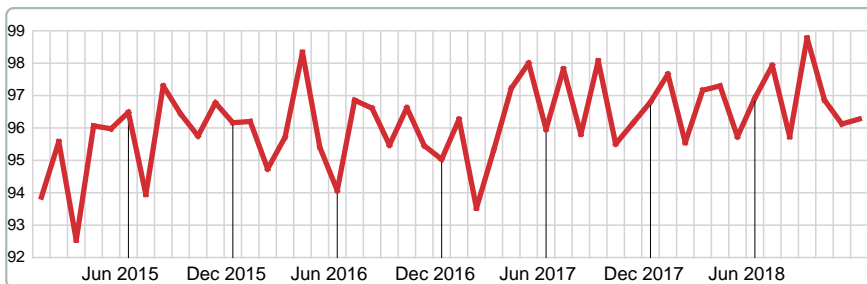
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

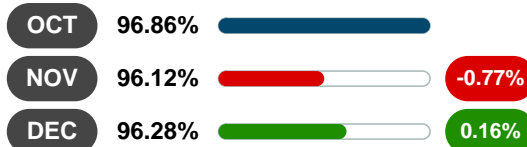


3 MONTHS

5 year DEC AVG = 23,426.85%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **96.28%**
below the 5 yr DEC average of **23,426.85%**



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 | |
|--|----|-----------|---------|----------|---------|---------|---------|---------|
| \$40,000 and less | 5 | 8.62% | 96.55% | 87.15% | 96.55% | 0.00% | 0.00% | |
| \$40,001 - \$70,000 | 10 | 17.24% | 84.74% | 81.87% | 83.21% | 93.12% | 0.00% | |
| \$70,001 - \$90,000 | 6 | 10.34% | 88.24% | 88.24% | 77.27% | 100.00% | 0.00% | |
| \$90,001 - \$160,000 | 15 | 25.86% | 96.15% | 100.00% | 95.49% | 92.48% | 103.75% | |
| \$160,001 - \$190,000 | 7 | 12.07% | 100.00% | 0.00% | 100.00% | 83.37% | 100.00% | |
| \$190,001 - \$250,000 | 8 | 13.79% | 99.45% | 0.00% | 99.53% | 99.37% | 0.00% | |
| \$250,001 and up | 7 | 12.07% | 99.65% | 0.00% | 99.65% | 100.00% | 96.47% | |
| Median Sold/List Ratio | | 96.28% | | 88.49% | 95.69% | 98.78% | 100.00% | |
| Total Closed Units | | 58 | 100% | 96.28% | 8 | 36 | 11 | 3 |
| Total Closed Volume | | 8,587,748 | | | 558.93K | 4.86M | 2.45M | 715.00K |

December 2018



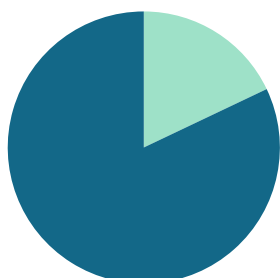
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

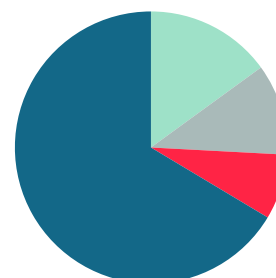


Inventory
 New Listings
59 = 17.93%
 Start Inventory
270
 Total Inventory Units
329
 Volume
\$77,754,487

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% |
| Median List Price | 139,900 | 127,250 | -9.04% | 134,250 | 139,000 | 3.54% |
| Median Sale Price | 132,000 | 116,750 | -11.55% | 128,250 | 135,000 | 5.26% |
| Median Percent of Selling Price to List Price | 96.80% | 96.28% | -0.54% | 96.50% | 96.94% | 0.46% |
| Median Days on Market to Sale | 49.00 | 35.00 | -28.57% | 31.00 | 37.00 | 19.35% |
| 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

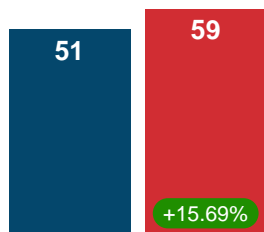
Inventory on December 31, 2018 = **257**

2017 **2018**

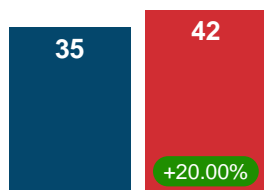
DECEMBER MARKET

MEDIAN PRICES

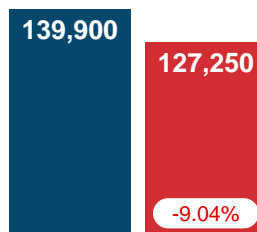
New Listings



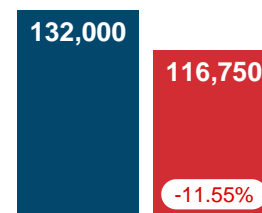
Pending Listings



List Price



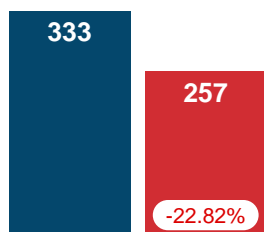
Sale Price



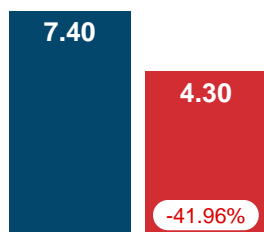
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

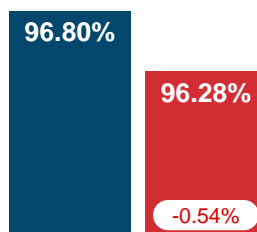
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

