

# November 2018



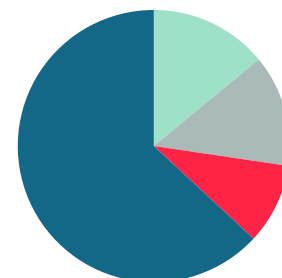
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/-%
Closed Listings	55	60	9.09%
Pending Listings	51	57	11.76%
New Listings	80	74	-7.50%
Average List Price	182,205	165,869	-8.97%
Average Sale Price	172,363	157,312	-8.73%
Average Percent of Selling Price to List Price	95.27%	93.74%	-1.61%
Average Days on Market to Sale	29.35	66.30	125.93%
End of Month Inventory	357	270	-24.37%
Months Supply of Inventory	8.29	4.51	-45.62%



■ Closed (14.02%)  
■ Pending (13.32%)  
■ Other OffMarket (9.58%)  
■ Active (63.08%)

**Absorption:** Last 12 months, an Average of **60 Sales/Month Active Inventory** as of November 30, 2018 = **270**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **24.37%** to 270 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 **4.51 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 **8.73%** in November 2018 to \$157,312 versus the previous year at \$172,363.

#### Average Days on Market Lengthens

The average number of **66.30** days that homes spent on the market before selling increased by 36.95 days or **125.93%** in November 2018 compared to last year's same month at **29.35** DOM.

#### Sales Success for November 2018 is Positive

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

There were 74 New Listings in November 2018, down **7.50%** from last year at 80. Furthermore, there were 60 Closed Listings this month versus last year at 55, a **9.09%** increase.

Closed versus Listed trends yielded a **81.1%** ratio, up from previous year's, November 2017, at **68.8%**, a **17.94%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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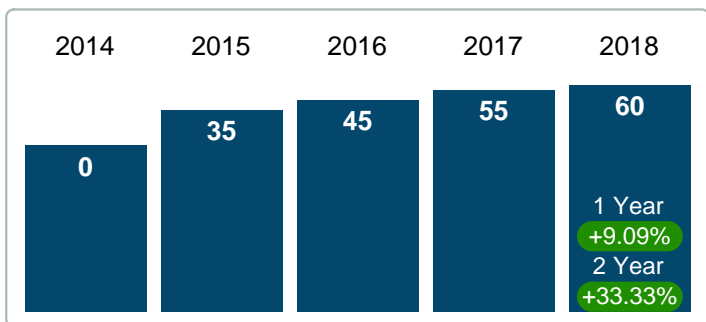
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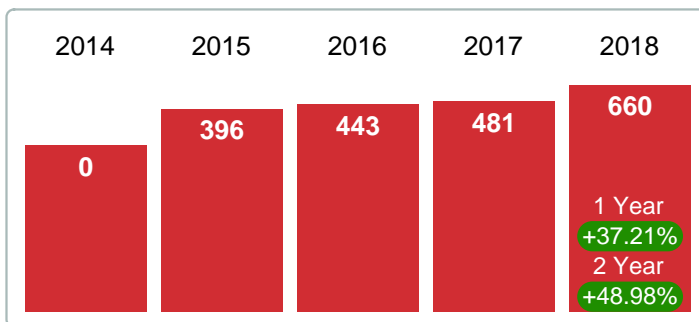
## CLOSED LISTINGS

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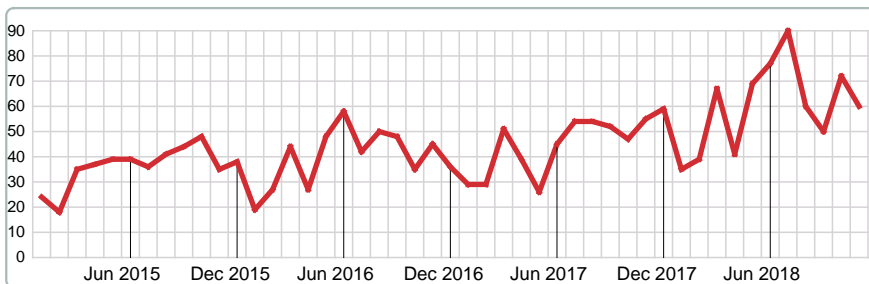
### NOVEMBER



### YEAR TO DATE (YTD)

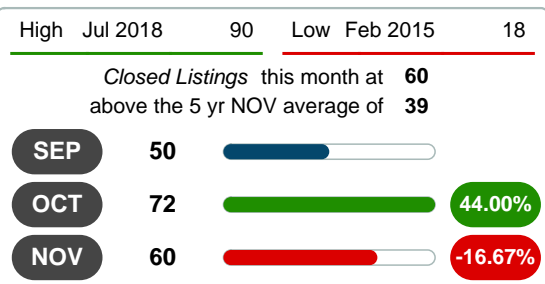


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 39



### 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	2	3.33%	215.5	1	0	1	0
\$25,001 - \$50,000	5	8.33%	64.2	4	0	1	0
\$50,001 - \$100,000	12	20.00%	34.6	6	5	1	0
\$100,001 - \$150,000	12	20.00%	39.8	0	9	3	0
\$150,001 - \$200,000	16	26.67%	76.6	0	10	5	1
\$200,001 - \$225,000	6	10.00%	96.7	0	4	2	0
\$225,001 and up	7	11.67%	75.4	0	3	3	1
<b>Total Closed Units</b>	<b>60</b>			<b>11</b>	<b>31</b>	<b>16</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,438,692</b>	<b>100%</b>	<b>66.3</b>	<b>549.50K</b>	<b>4.79M</b>	<b>3.53M</b>	<b>568.00K</b>
<b>Average Closed Price</b>	<b>\$157,312</b>			<b>\$49,955</b>	<b>\$154,676</b>	<b>\$220,391</b>	<b>\$284,000</b>

# November 2018



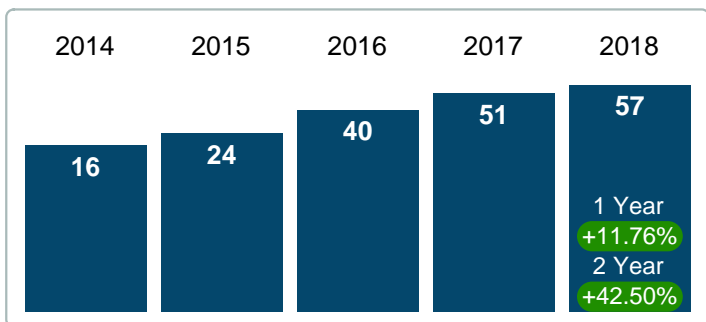
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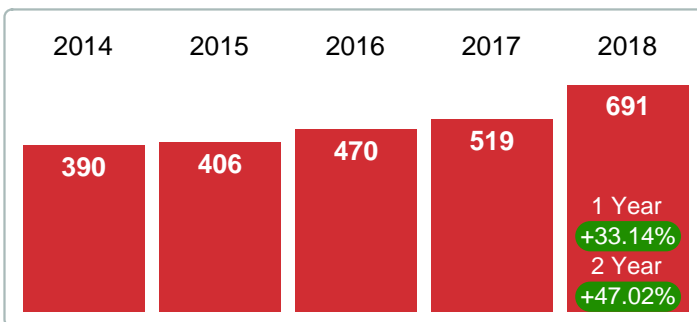
## PENDING LISTINGS

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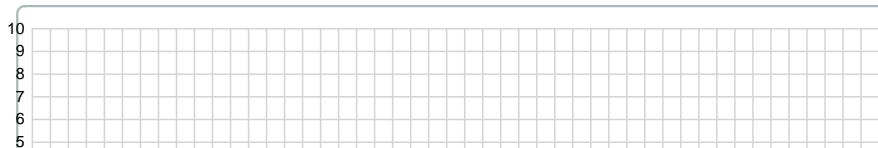
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 38

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 57 above the 5 yr NOV average of 38

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.77%	73.8	1	3	1	0
\$50,001 - \$75,000	4	7.02%	83.0	2	2	0	0
\$75,001 - \$100,000	7	12.28%	82.3	0	6	1	0
\$100,001 - \$175,000	19	33.33%	61.1	3	8	5	3
\$175,001 - \$200,000	8	14.04%	49.1	0	6	1	1
\$200,001 - \$250,000	6	10.53%	75.7	0	5	1	0
\$250,001 and up	8	14.04%	81.6	0	4	3	1
<b>Total Pending Units</b>	<b>57</b>			<b>6</b>	<b>34</b>	<b>12</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>9,397,942</b>	<b>100%</b>	<b>71.2</b>	<b>548.40K</b>	<b>5.20M</b>	<b>2.60M</b>	<b>1.05M</b>
<b>Average Listing Price</b>	<b>\$168,675</b>			<b>\$91,400</b>	<b>\$152,878</b>	<b>\$216,400</b>	<b>\$210,980</b>

# November 2018



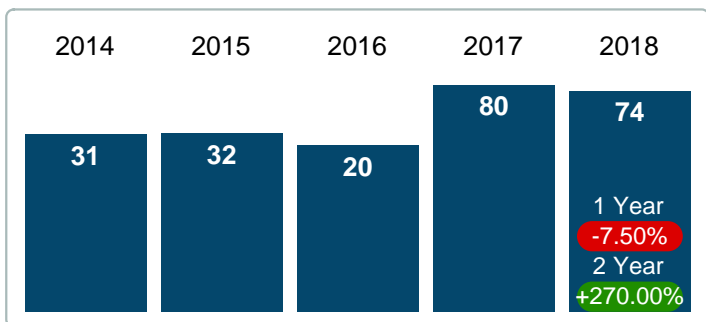
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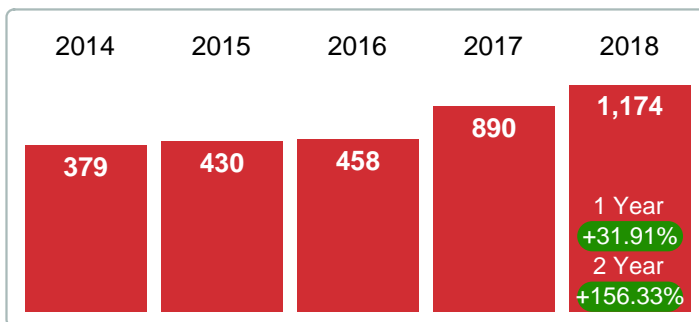
## NEW LISTINGS

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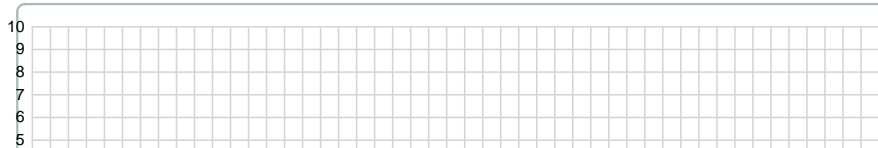
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47

High Nov 2018: 0    Low Nov 2018: 0

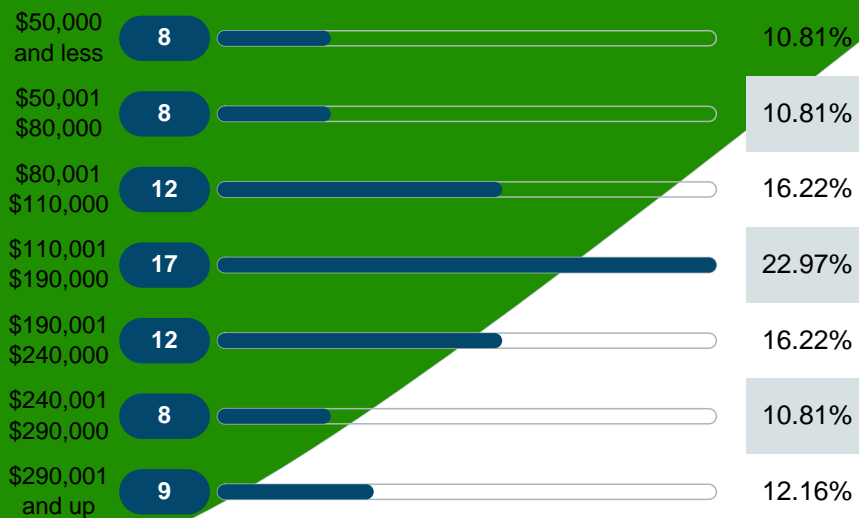
New Listings this month at **74**  
above the 5 yr NOV average of **47**

SEP: 0  
OCT: 0  
NOV: 0

nan%  
nan%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4	0	0
\$50,001 - \$80,000	2	5	1	0
\$80,001 - \$110,000	2	7	3	0
\$110,001 - \$190,000	2	11	3	1
\$190,001 - \$240,000	0	9	3	0
\$240,001 - \$290,000	0	8	0	0
\$290,001 and up	0	2	4	3
<b>Total</b>	<b>10</b>	<b>46</b>	<b>14</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>735.90K</b>	<b>8.57M</b>	<b>3.00M</b>	<b>1.25M</b>
<b>Average New Listed Listing Price</b>	<b>\$73,590</b>	<b>\$186,266</b>	<b>\$214,221</b>	<b>\$313,125</b>

# November 2018



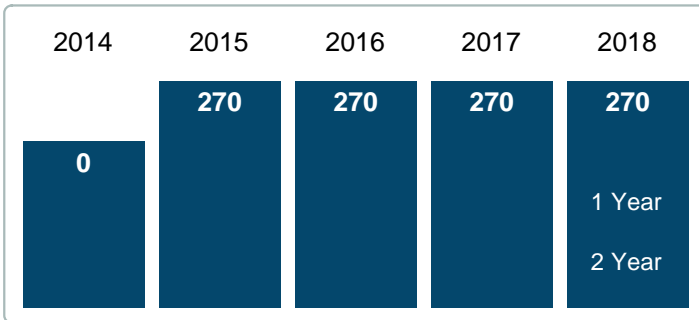
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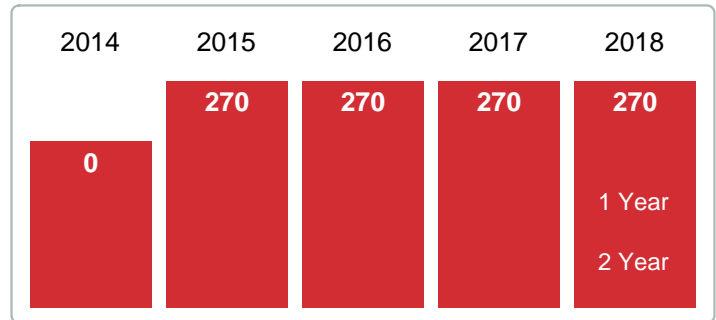
## ACTIVE INVENTORY

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

### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 216

High Nov 2018 270 Low Nov 2018 270

Inventory this month at **270**  
above the 5 yr NOV average of **216**

- SEP 270
- OCT 270 0.00%
- NOV 270 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	7.04%	70.3	10	9	0	0
\$50,001 - \$100,000	39	14.44%	66.4	10	25	4	0
\$100,001 - \$150,000	36	13.33%	83.8	3	25	6	2
\$150,001 - \$200,000	56	20.74%	81.8	6	39	11	0
\$200,001 - \$275,000	51	18.89%	60.7	2	31	16	2
\$275,001 - \$450,000	42	15.56%	76.3	2	18	14	8
\$450,001 and up	27	10.00%	87.0	1	8	10	8
<b>Total Active Inventory by Units</b>	<b>270</b>			<b>34</b>	<b>155</b>	<b>61</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>66,397,014</b>	<b>100%</b>	<b>74.7</b>	<b>4.71M</b>	<b>31.56M</b>	<b>20.52M</b>	<b>9.61M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$245,915</b>			<b>\$138,506</b>	<b>\$203,622</b>	<b>\$336,366</b>	<b>\$480,405</b>

# November 2018



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



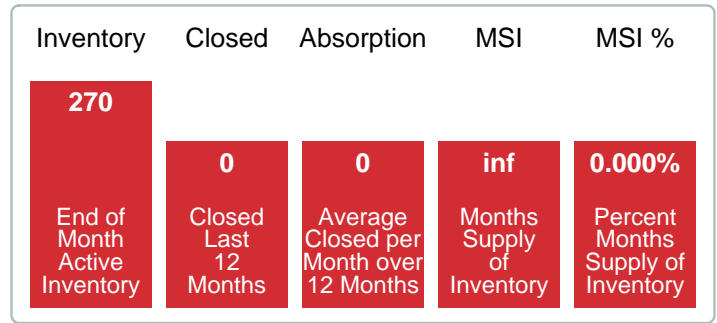
## MONTHS SUPPLY of INVENTORY (MSI)

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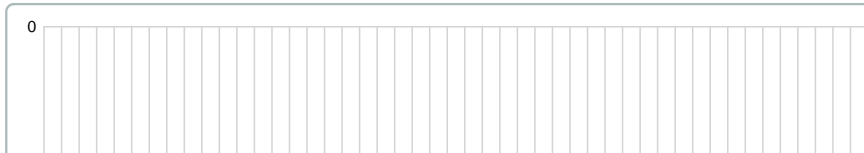
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

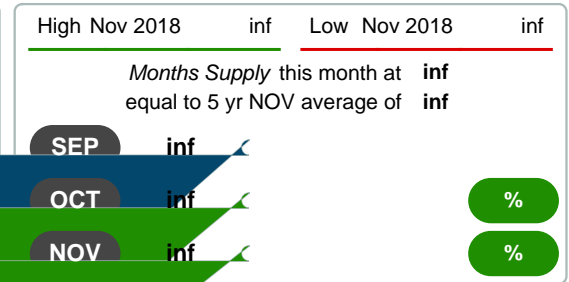


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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	7.04%	3.40	4.62	3.27	0.00	0.00		
\$50,001 - \$100,000	39	14.44%	2.75	2.22	3.23	2.53	0.00		
\$100,001 - \$150,000	36	13.33%	2.45	1.89	2.33	2.77	12.00		
\$150,001 - \$200,000	56	20.74%	4.51	14.40	4.63	3.30	0.00		
\$200,001 - \$275,000	51	18.89%	6.00	6.00	6.00	5.82	8.00		
\$275,001 - \$450,000	42	15.56%	11.72	24.00	12.71	8.84	16.00		
\$450,001 and up	27	10.00%	27.00	0.00	19.20	24.00	48.00		
Market Supply of Inventory (MSI)			4.51	3.74	4.23	4.95	10.91		
Total Active Inventory by Units			270	34	155	61	20		

# November 2018



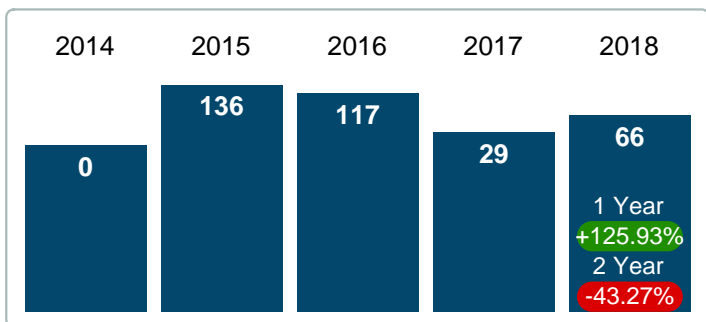
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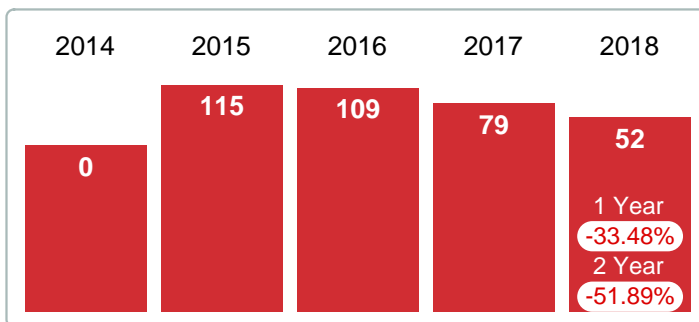
## AVERAGE DAYS ON MARKET TO SALE

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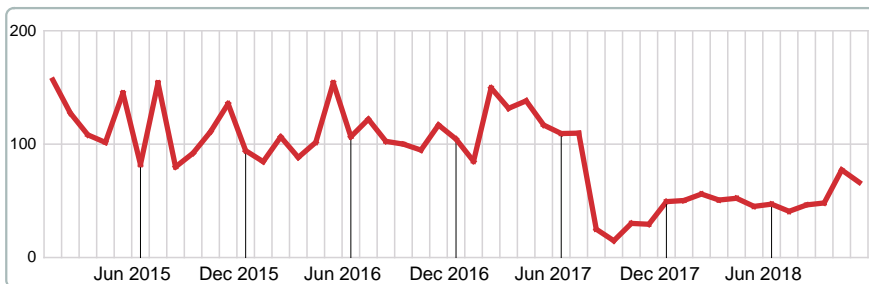
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 70

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 66 below the 5 yr NOV average of 70



### 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	3.33%	216	296	0	135	0	
\$25,001 - \$50,000	8.33%	64	77	0	13	0	
\$50,001 - \$100,000	20.00%	35	14	63	14	0	
\$100,001 - \$150,000	20.00%	40	0	31	65	0	
\$150,001 - \$200,000	26.67%	77	0	73	100	1	
\$200,001 - \$225,000	10.00%	97	0	80	131	0	
\$225,001 and up	11.67%	75	0	76	68	94	
<b>Average Closed DOM</b>		<b>66</b>		<b>63</b>	<b>60</b>	<b>83</b>	<b>48</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>66</b>	<b>11</b>	<b>31</b>	<b>16</b>	<b>2</b>	
<b>Total Closed Volume</b>		<b>9,438,692</b>	<b>549.50K</b>	<b>4.79M</b>	<b>3.53M</b>	<b>568.00K</b>	

# November 2018



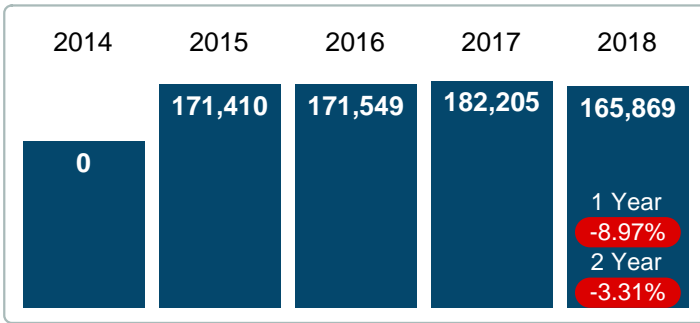
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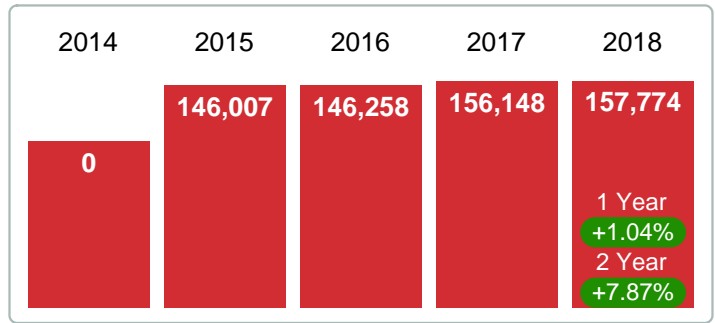
## AVERAGE LIST PRICE AT CLOSING

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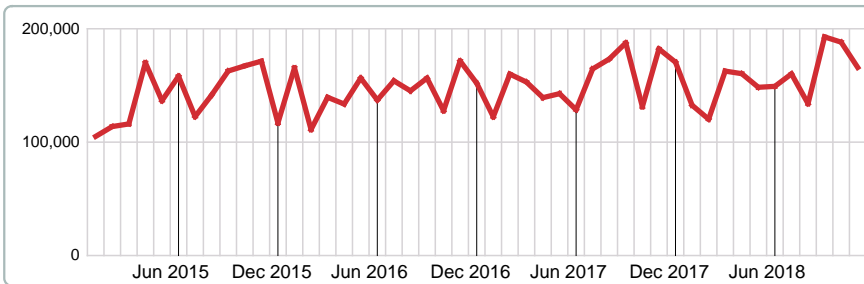
### NOVEMBER



### YEAR TO DATE (YTD)

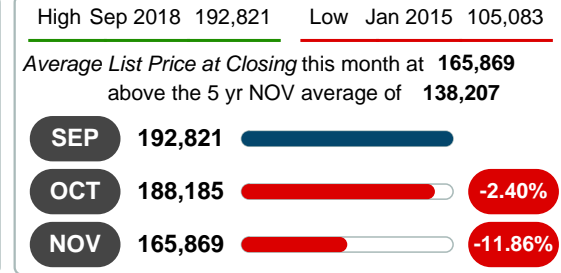


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 138,207



### 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	1	1.67%	20,000	20,000	0	29,000	0
\$25,001 - \$50,000	4	6.67%	38,750	45,625	0	56,900	0
\$50,001 - \$100,000	13	21.67%	70,015	71,233	73,880	104,900	0
\$100,001 - \$150,000	13	21.67%	127,554	0	128,478	132,333	0
\$150,001 - \$200,000	15	25.00%	174,789	0	178,684	176,800	180,000
\$200,001 - \$225,000	4	6.67%	207,125	0	218,875	208,000	0
\$225,001 and up	10	16.67%	375,840	0	252,500	644,633	375,000
Average List Price			165,869	57,264	159,534	238,856	277,500
Total Closed Units		100%	165,869	11	31	16	2
Total Closed Volume			9,952,142	629.90K	4.95M	3.82M	555.00K



# November 2018



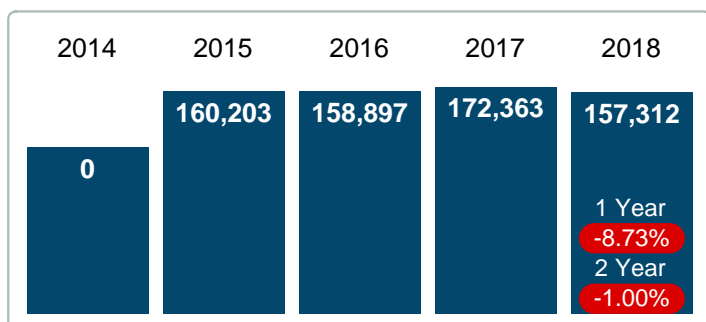
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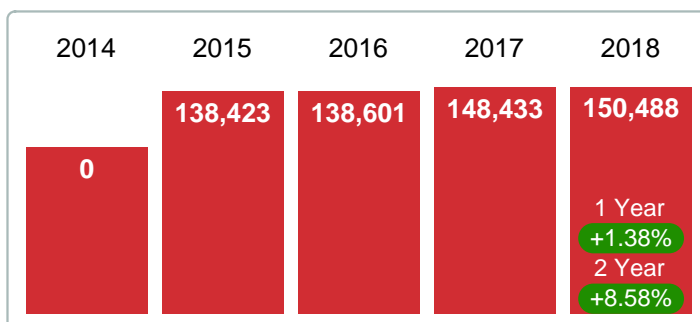
## AVERAGE SOLD PRICE AT CLOSING

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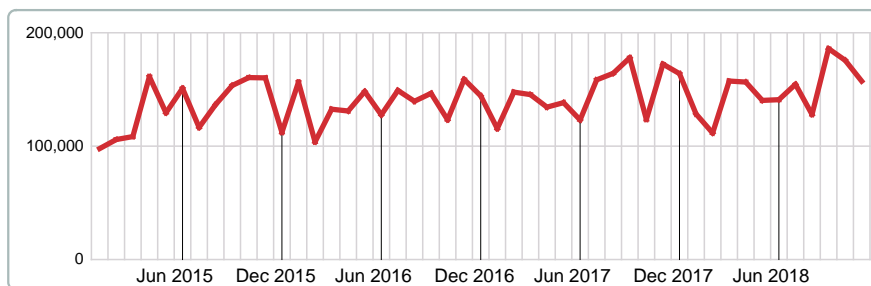
### NOVEMBER



### YEAR TO DATE (YTD)

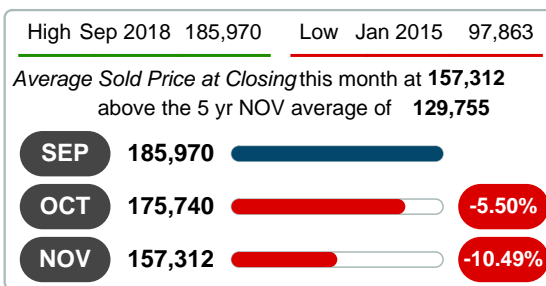


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 129,755



### 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	2	3.33%	15,750	9,000	0	22,500	0
\$25,001 - \$50,000	5	8.33%	40,570	38,625	0	48,350	0
\$50,001 - \$100,000	12	20.00%	68,750	64,333	68,700	95,500	0
\$100,001 - \$150,000	12	20.00%	127,567	0	128,044	126,133	0
\$150,001 - \$200,000	16	26.67%	171,534	0	170,604	171,900	179,000
\$200,001 - \$225,000	6	10.00%	211,500	0	213,000	208,500	0
\$225,001 and up	7	11.67%	405,000	0	247,000	568,333	389,000
Average Sold Price			157,312	49,955	154,676	220,391	284,000
Total Closed Units		100%	157,312	11	31	16	2
Total Closed Volume			9,438,692	549.50K	4.79M	3.53M	568.00K

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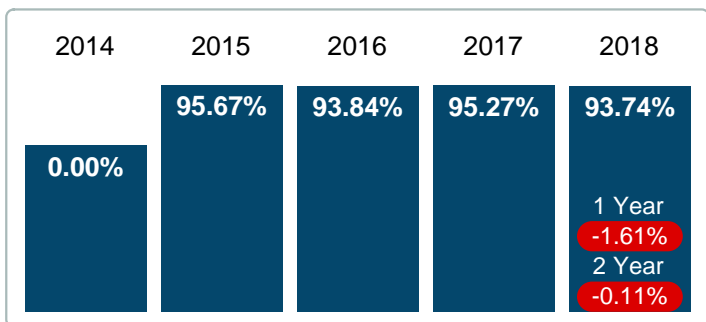
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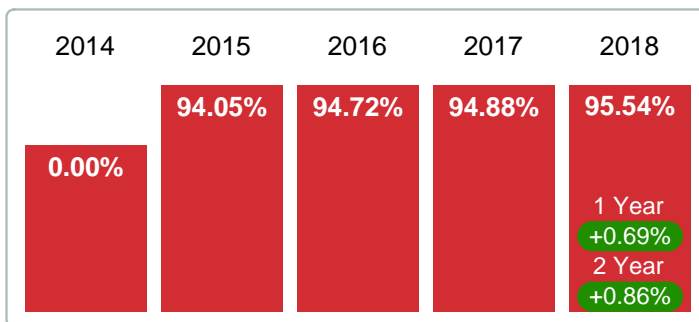
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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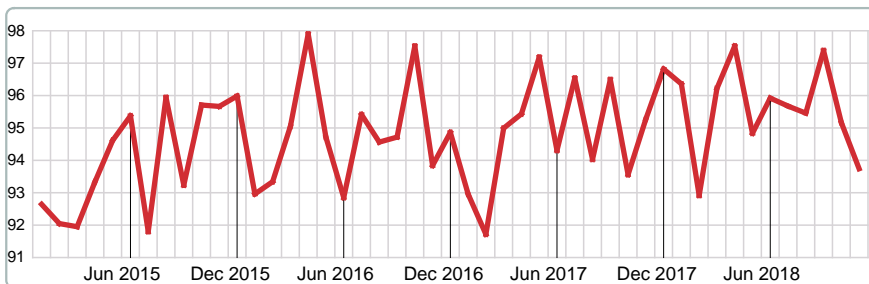
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

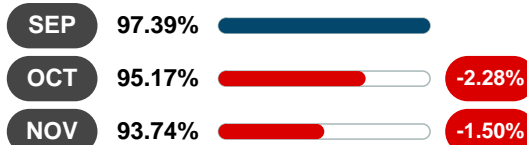


### 3 MONTHS

5 year NOV AVG = 75.70%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **93.74%** above the 5 yr NOV average of **75.70%**



### 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	2	3.33%	61.29%	45.00%	0.00%	77.59%	0.00%	
\$25,001 - \$50,000	5	8.33%	84.91%	84.90%	0.00%	84.97%	0.00%	
\$50,001 - \$100,000	12	20.00%	91.61%	90.58%	92.97%	91.04%	0.00%	
\$100,001 - \$150,000	12	20.00%	98.54%	0.00%	99.58%	95.43%	0.00%	
\$150,001 - \$200,000	16	26.67%	96.51%	0.00%	95.79%	97.38%	99.44%	
\$200,001 - \$225,000	6	10.00%	98.38%	0.00%	97.45%	100.24%	0.00%	
\$225,001 and up	7	11.67%	94.41%	0.00%	97.85%	87.86%	103.73%	
Average Sold/List Ratio		93.70%		84.37%	96.85%	93.18%	101.59%	
Total Closed Units		60	100%	93.70%	11	31	16	2
Total Closed Volume		9,438,692			549.50K	4.79M	3.53M	568.00K

# November 2018



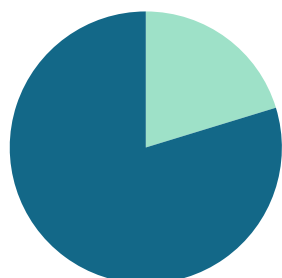
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

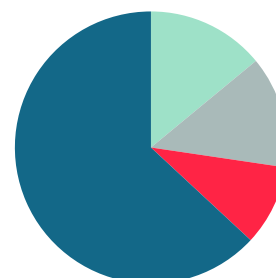


**Inventory**  
 New Listings  
**74 = 20.27%**  
 Start Inventory  
**291**  
 Total Inventory Units  
**365**  
 Volume  
**\$85,022,254**

### Market Activity

Closed Sales  
**60 = 14.02%**  
 Pending Sales  
**57 = 13.32%**  
 Other Off Market  
**41 = 9.58%**  
 Active Inventory  
**270 = 63.08%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	60	9.09%	481	660	37.21%
Pending Sales	51	57	11.76%	519	691	33.14%
New Listings	80	74	-7.50%	890	1,174	31.91%
Average List Price	182,205	165,869	-8.97%	156,148	157,774	1.04%
Average Sale Price	172,363	157,312	-8.73%	148,433	150,488	1.38%
Average Percent of Selling Price to List Price	95.27%	93.74%	-1.61%	94.88%	95.54%	0.69%
Average Days on Market to Sale	29.35	66.30	125.93%	78.86	52.46	-33.48%
Monthly Inventory	357	270	-24.37%	357	270	-24.37%
Months Supply of Inventory	8.29	4.51	-45.62%	8.29	4.51	-45.62%

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

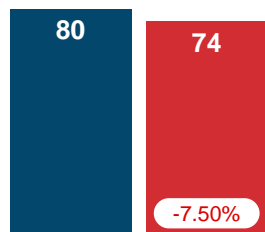
**Inventory** on November 30, 2018 = **270**

**2017** **2018**

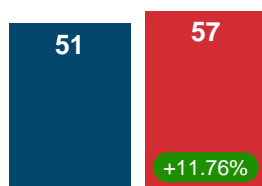
### NOVEMBER MARKET

### AVERAGE PRICES

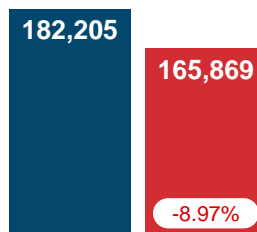
#### New Listings



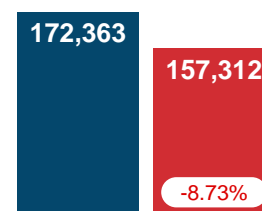
#### Pending Listings



#### List Price



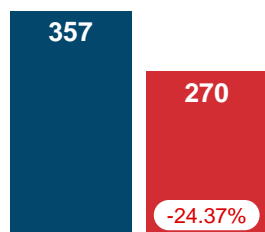
#### Sale Price



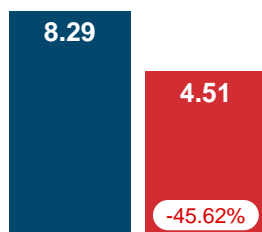
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

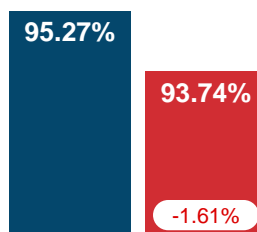
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

