

November 2018



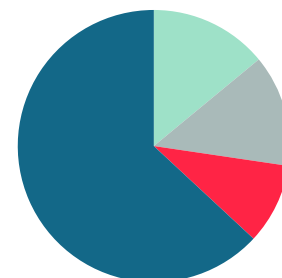
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	149,900	143,750	-4.10%
Median Sale Price	138,000	145,250	5.25%
Median Percent of Selling Price to List Price	96.15%	96.12%	-0.03%
Median Days on Market to Sale	16.00	46.50	190.63%
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.

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 **5.25%** in November 2018 to \$145,250 versus the previous year at \$138,000.

Median Days on Market Lengthens

The median number of **46.50** days that homes spent on the market before selling increased by 30.50 days or **190.63%** in November 2018 compared to last year's same month at **16.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices going up 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.

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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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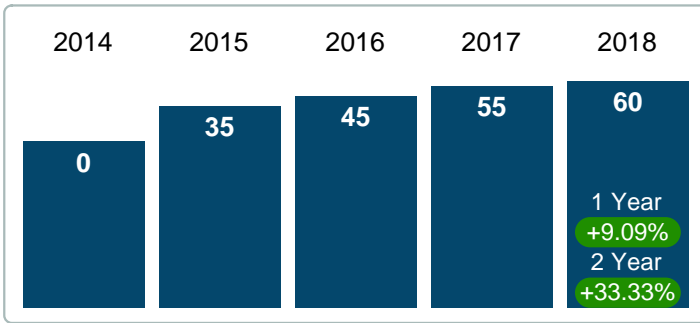
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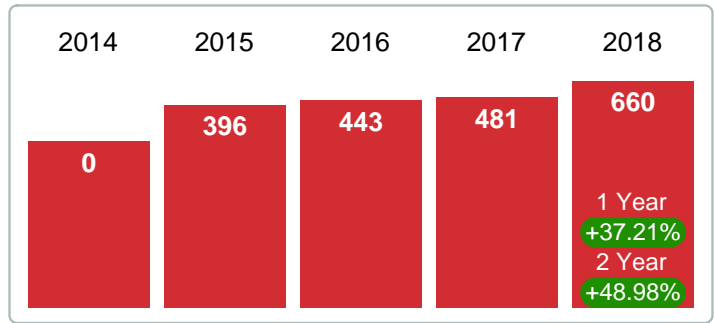
CLOSED LISTINGS

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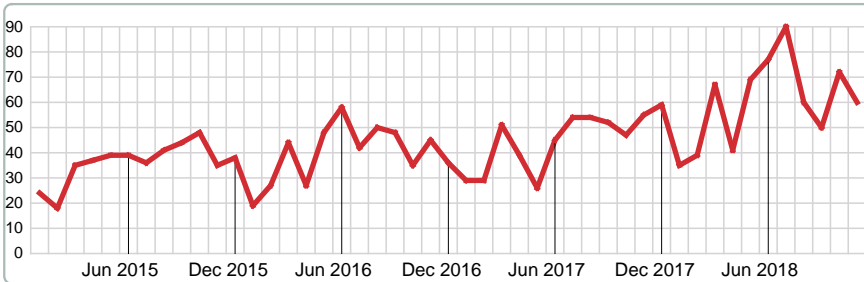
NOVEMBER



YEAR TO DATE (YTD)

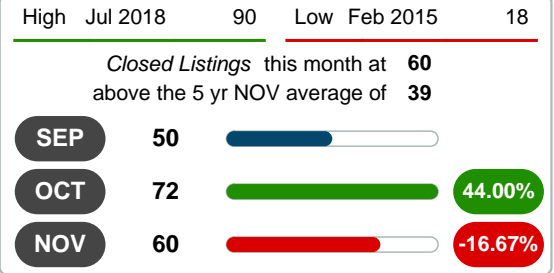


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.67%	88.0	3	0	1	0
\$40,001 - \$60,000	7	11.67%	26.0	5	1	1	0
\$60,001 - \$120,000	12	20.00%	27.5	3	8	1	0
\$120,001 - \$160,000	12	20.00%	50.5	0	8	4	0
\$160,001 - \$200,000	12	20.00%	51.0	0	7	4	1
\$200,001 - \$230,000	8	13.33%	103.5	0	5	3	0
\$230,001 and up	5	8.33%	69.0	0	2	2	1
Total Closed Units	60			11	31	16	2
Total Closed Volume	9,438,692	100%	46.5	549.50K	4.79M	3.53M	568.00K
Median Closed Price	\$145,250			\$53,000	\$156,000	\$168,250	\$284,000

November 2018



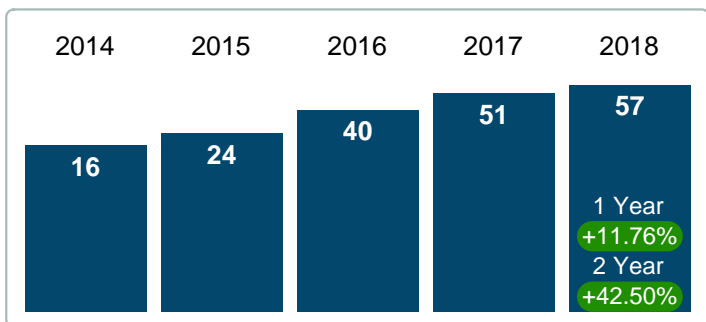
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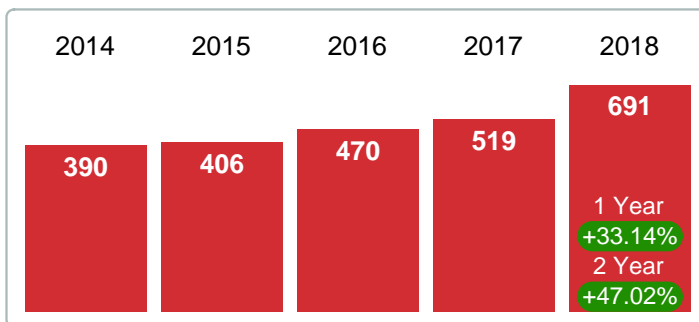
PENDING LISTINGS

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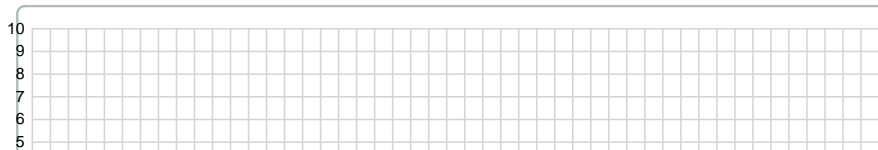
NOVEMBER



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
- NOV 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.77%	65.0	1	3	1	0
\$50,001 - \$80,000	6	10.53%	82.5	2	4	0	0
\$80,001 - \$110,000	9	15.79%	51.0	1	5	3	0
\$110,001 - \$170,000	15	26.32%	37.0	2	7	3	3
\$170,001 - \$210,000	9	15.79%	47.0	0	7	1	1
\$210,001 - \$260,000	7	12.28%	63.0	0	5	2	0
\$260,001 and up	6	10.53%	45.5	0	3	2	1
Total Pending Units	57			6	34	12	5
Total Pending Volume	9,397,942	100%	55.0	548.40K	5.20M	2.60M	1.05M
Median Listing Price	\$149,000			\$90,000	\$147,450	\$155,750	\$164,000

November 2018



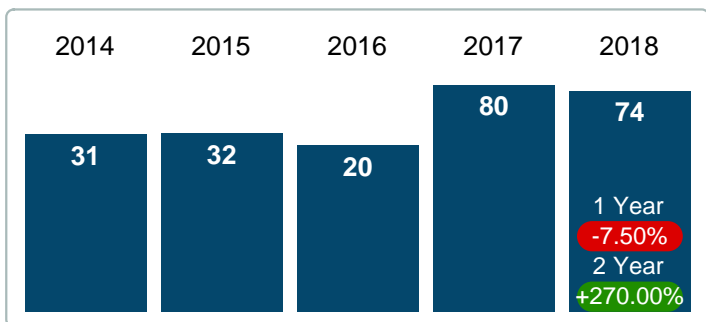
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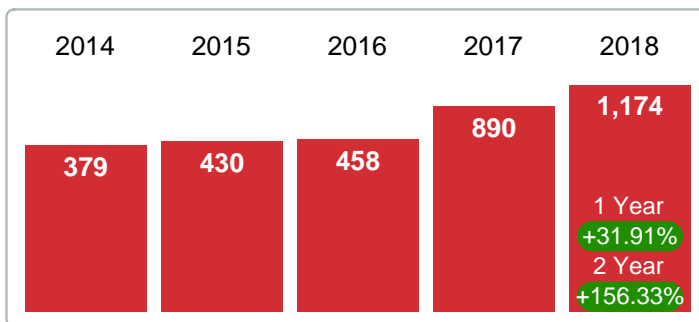
NEW LISTINGS

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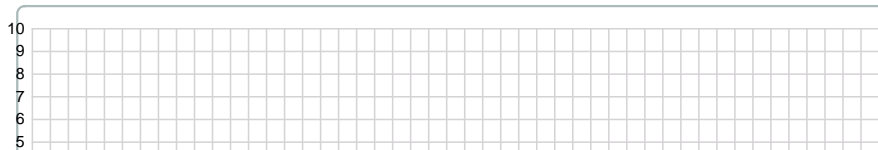
NOVEMBER



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**

Month	Listings	Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	8	10.81%
\$50,001 - \$75,000	7	9.46%
\$75,001 - \$100,000	9	12.16%
\$100,001 - \$175,000	17	22.97%
\$175,001 - \$225,000	13	17.57%
\$225,001 - \$275,000	10	13.51%
\$275,001 and up	10	13.51%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4	0	0
\$50,001 - \$75,000	2	4	1	0
\$75,001 - \$100,000	1	6	2	0
\$100,001 - \$175,000	3	11	3	0
\$175,001 - \$225,000	0	9	3	1
\$225,001 - \$275,000	0	9	1	0
\$275,001 and up	0	3	4	3
Total	10	46	14	4
Total New Listed Volume	735.90K	8.57M	3.00M	1.25M
Median New Listed Listing Price	\$65,000	\$160,000	\$197,500	\$336,500

Total New Listed Units	74	
Total New Listed Volume	13,555,716	100%
Median New Listed Listing Price	\$157,250	

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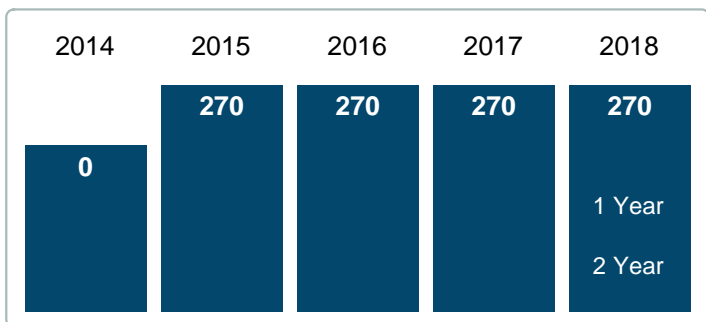
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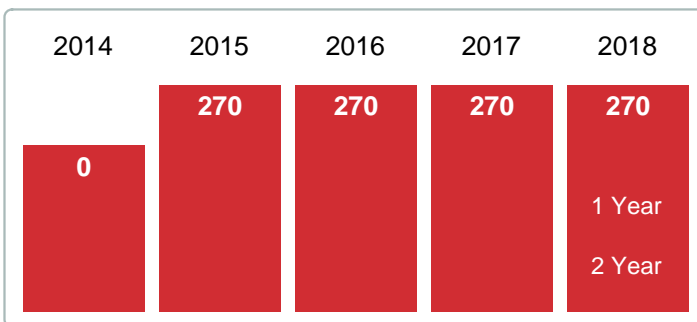
ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	7.04%	60.0	10	9	0	0
\$50,001 - \$100,000	39	14.44%	70.0	10	25	4	0
\$100,001 - \$150,000	36	13.33%	88.0	3	25	6	2
\$150,001 - \$200,000	56	20.74%	83.5	6	39	11	0
\$200,001 - \$275,000	51	18.89%	53.0	2	31	16	2
\$275,001 - \$450,000	42	15.56%	76.5	2	18	14	8
\$450,001 and up	27	10.00%	84.0	1	8	10	8
Total Active Inventory by Units	270			34	155	61	20
Total Active Inventory by Volume	66,397,014	100%	74.0	4.71M	31.56M	20.52M	9.61M
Median Active Inventory Listing Price	\$183,350			\$81,250	\$169,900	\$220,000	\$420,000

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



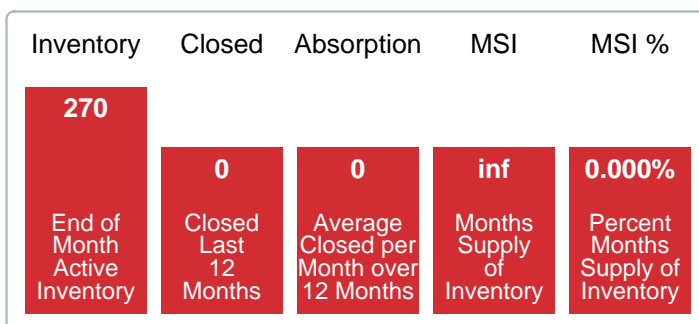
MONTHS SUPPLY of INVENTORY (MSI)

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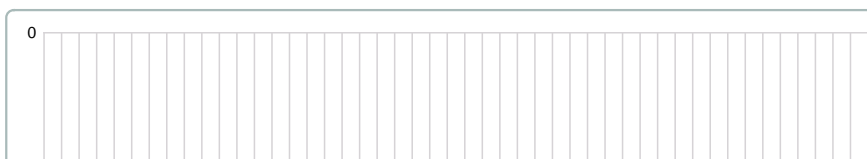
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

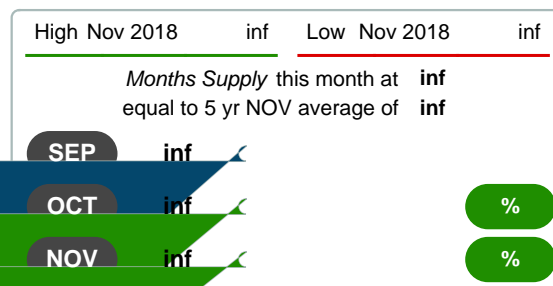


5 YEAR MARKET ACTIVITY TRENDS



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		

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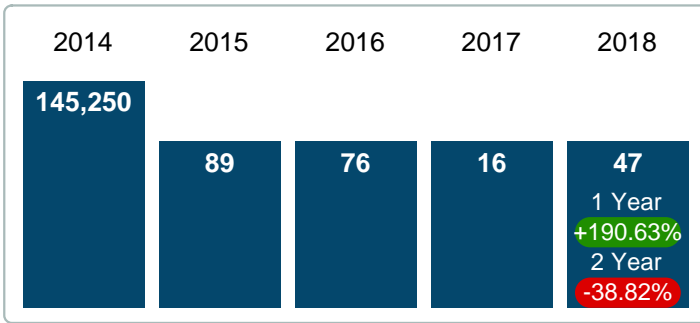
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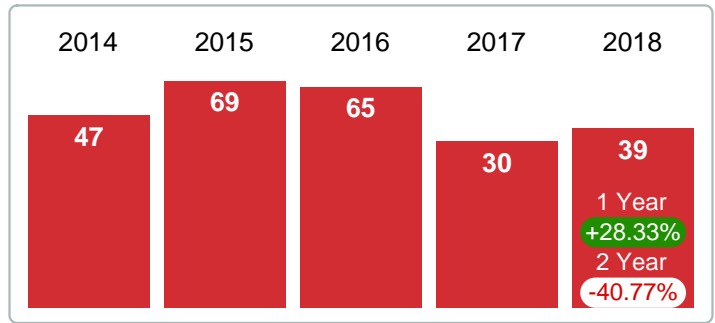
MEDIAN DAYS ON MARKET TO SALE

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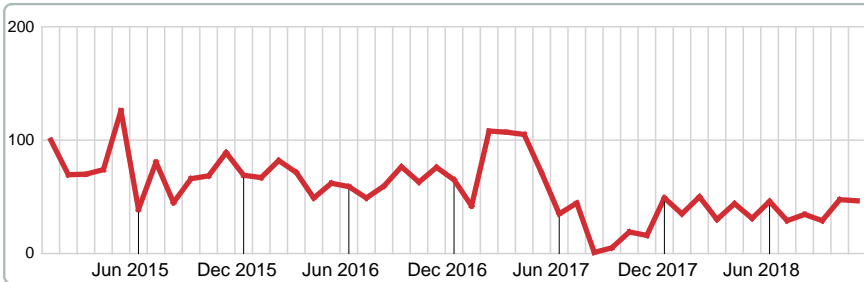
NOVEMBER



YEAR TO DATE (YTD)

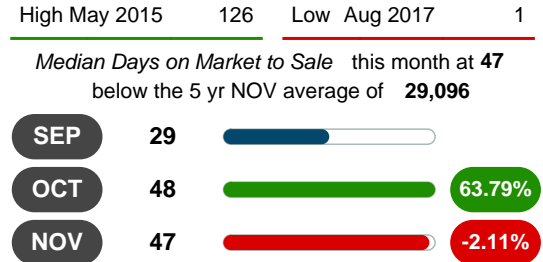


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29,096



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	6.67%	88	41	0	135	0
\$40,001 - \$60,000	11.67%	26	34	14	13	0
\$60,001 - \$120,000	20.00%	28	8	49	14	0
\$120,001 - \$160,000	20.00%	51	0	28	97	0
\$160,001 - \$200,000	20.00%	51	0	60	82	1
\$200,001 - \$230,000	13.33%	104	0	87	116	0
\$230,001 and up	8.33%	69	0	38	45	94
Median Closed DOM		47				
Total Closed Units	100%	46.5	11	31	16	2
Total Closed Volume		9,438,692	549.50K	4.79M	3.53M	568.00K

November 2018



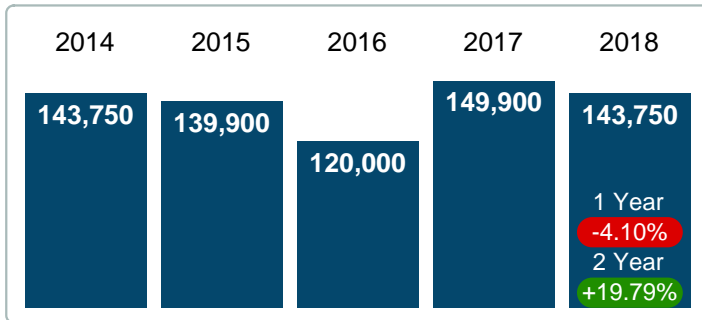
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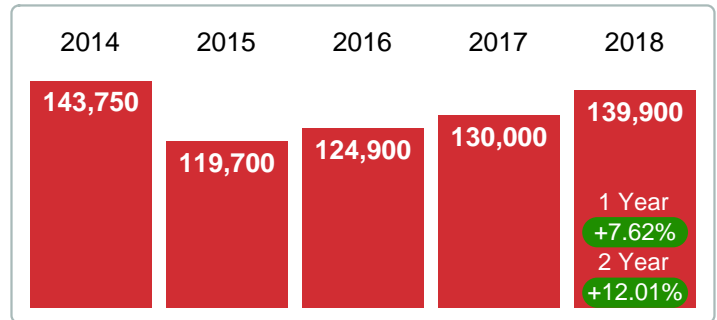
MEDIAN LIST PRICE AT CLOSING

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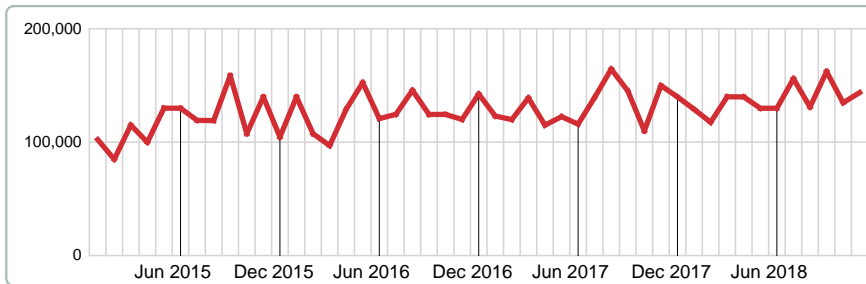
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 139,460

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

Median List Price at Closing this month at **143,750**
above the 5 yr NOV average of **139,460**



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	4	6.67%	32,500	36,000	0	29,000	0
\$40,001 - \$60,000	5	8.33%	56,900	57,250	0	56,900	0
\$60,001 - \$120,000	13	21.67%	80,000	79,950	83,950	104,900	0
\$120,001 - \$160,000	9	15.00%	134,900	0	136,950	129,000	0
\$160,001 - \$200,000	15	25.00%	173,500	0	166,500	173,500	180,000
\$200,001 - \$230,000	7	11.67%	211,500	0	229,000	208,000	0
\$230,001 and up	7	11.67%	279,000	0	249,500	579,000	375,000
Median List Price			143,750	58,000	164,400	170,500	277,500
Total Closed Units		100%	143,750	11	31	16	2
Total Closed Volume			9,952,142	629.90K	4.95M	3.82M	555.00K

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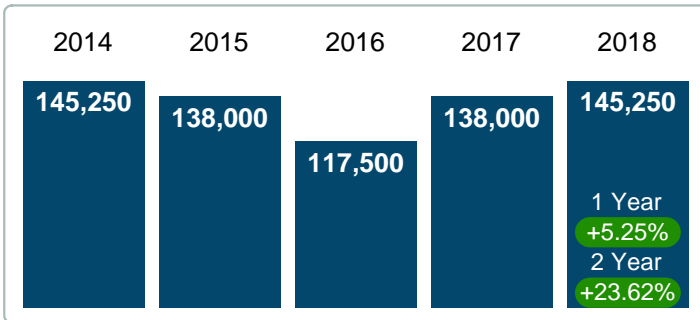
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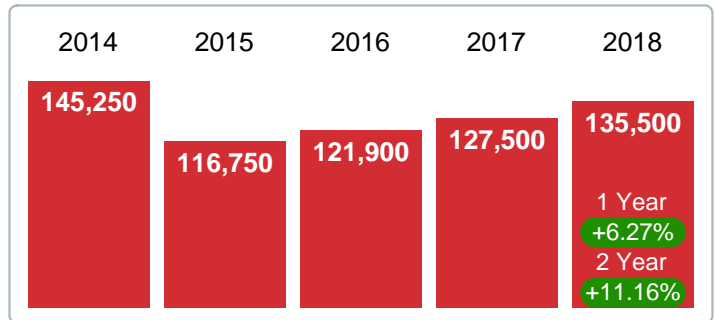
MEDIAN SOLD PRICE AT CLOSING

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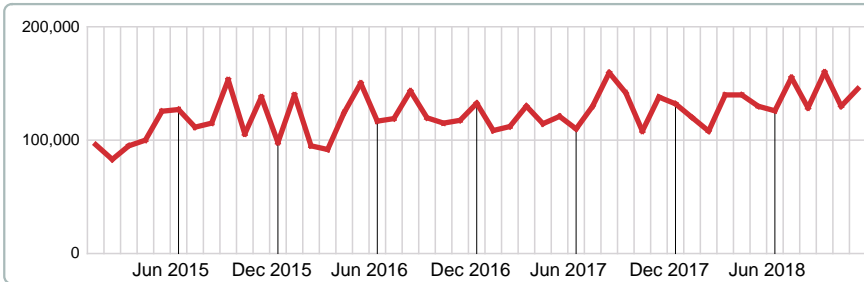
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

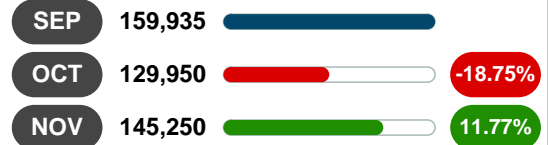


3 MONTHS

5 year NOV AVG = 136,800

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

Median Sold Price at Closing this month at **145,250** above the 5 yr NOV average of **136,800**



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	6.67%	26,250	30,000	0	22,500	0
\$40,001 - \$60,000	11.67%	53,000	53,000	60,000	48,350	0
\$60,001 - \$120,000	20.00%	84,500	75,000	94,750	95,500	0
\$120,001 - \$160,000	20.00%	141,250	0	145,250	127,750	0
\$160,001 - \$200,000	20.00%	174,250	0	175,000	171,250	179,000
\$200,001 - \$230,000	13.33%	214,250	0	217,000	211,500	0
\$230,001 and up	8.33%	389,000	0	256,000	737,500	389,000
Median Sold Price		145,250	53,000	156,000	168,250	284,000
Total Closed Units	100%	145,250	11	31	16	2
Total Closed Volume		9,438,692	549.50K	4.79M	3.53M	568.00K

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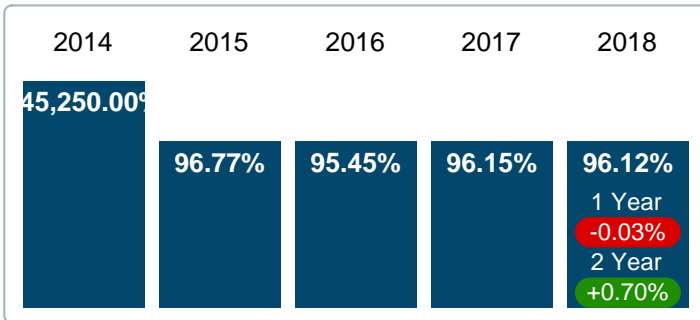
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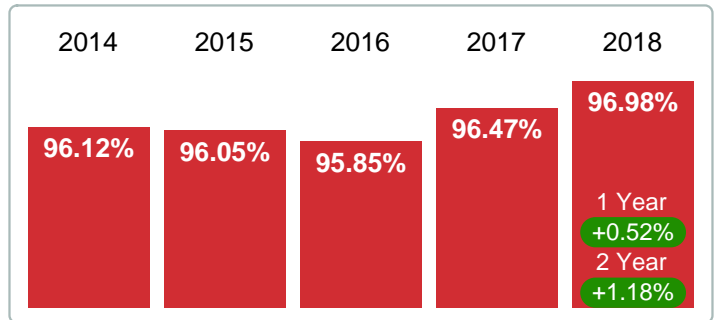
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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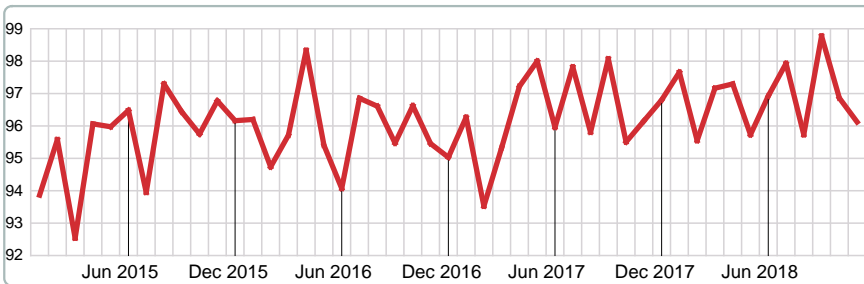
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

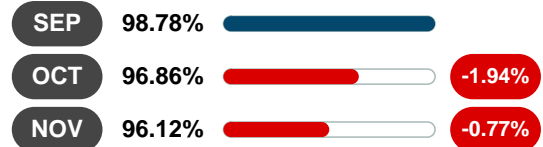


3 MONTHS

5 year NOV AVG = 29,126.90%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **96.12%**
 below the 5 yr NOV average of **29,126.90%**



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	4	6.67%	80.46%	83.33%	0.00%	77.59%	0.00%	
\$40,001 - \$60,000	7	11.67%	90.00%	90.00%	93.02%	84.97%	0.00%	
\$60,001 - \$120,000	12	20.00%	96.09%	96.15%	96.16%	91.04%	0.00%	
\$120,001 - \$160,000	12	20.00%	98.48%	0.00%	100.04%	93.14%	0.00%	
\$160,001 - \$200,000	12	20.00%	98.69%	0.00%	97.29%	100.00%	99.44%	
\$200,001 - \$230,000	8	13.33%	99.04%	0.00%	98.09%	100.00%	0.00%	
\$230,001 and up	5	8.33%	94.99%	0.00%	96.78%	86.68%	103.73%	
Median Sold/List Ratio		96.12%		90.00%	97.39%	93.16%	101.59%	
Total Closed Units		60	100%	96.12%	11	31	16	2
Total Closed Volume		9,438,692			549.50K	4.79M	3.53M	568.00K

November 2018



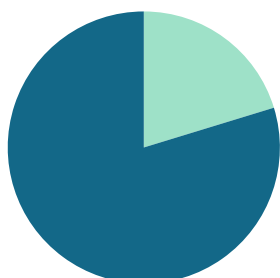
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

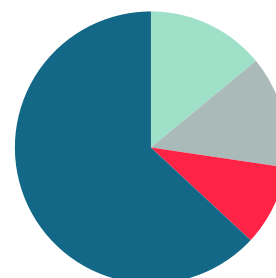


Inventory
 New Listings
74 = 20.27%
 Start Inventory
291
 Total Inventory Units
365
 Volume
\$85,022,254

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%
Median List Price	149,900	143,750	-4.10%	130,000	139,900	7.62%
Median Sale Price	138,000	145,250	5.25%	127,500	135,500	6.27%
Median Percent of Selling Price to List Price	96.15%	96.12%	-0.03%	96.48%	96.98%	0.52%
Median Days on Market to Sale	16.00	46.50	190.63%	30.00	38.50	28.33%
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

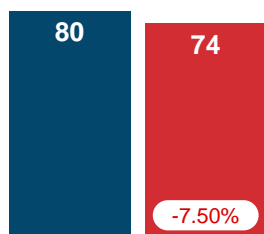
Inventory on November 30, 2018 = **270**

2017 **2018**

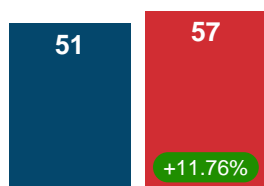
NOVEMBER MARKET

MEDIAN PRICES

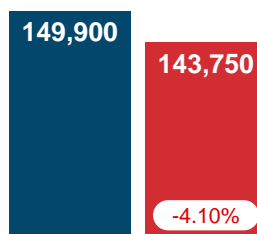
New Listings



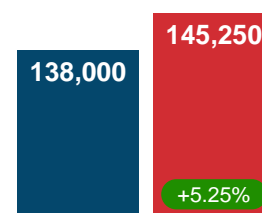
Pending Listings



List Price



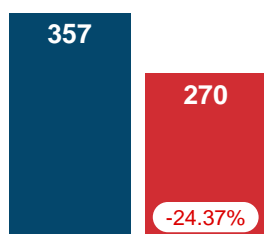
Sale Price



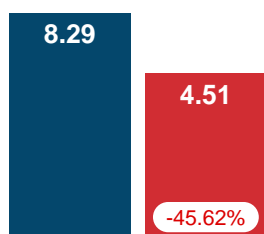
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

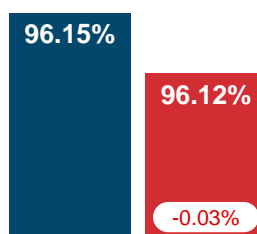
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

