

October 2018



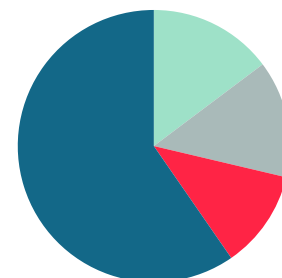
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	47	72	53.19%
Pending Listings	53	68	28.30%
New Listings	107	89	-16.82%
Average List Price	131,262	188,185	43.37%
Average Sale Price	123,591	175,740	42.19%
Average Percent of Selling Price to List Price	93.56%	95.17%	1.72%
Average Days on Market to Sale	30.11	77.26	156.64%
End of Month Inventory	355	291	-18.03%
Months Supply of Inventory	8.40	4.89	-41.79%



■ Closed (14.75%)
■ Pending (13.93%)
■ Other OffMarket (11.68%)
■ Active (59.63%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of October 31, 2018 = **291**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **18.03%** to 291 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 **4.89** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **42.19%** in October 2018 to \$175,740 versus the previous year at \$123,591.

Average Days on Market Lengthens

The average number of **77.26** days that homes spent on the market before selling increased by 47.16 days or **156.64%** in October 2018 compared to last year's same month at **30.11** DOM.

Sales Success for October 2018 is Positive

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

There were 89 New Listings in October 2018, down **16.82%** from last year at 107. Furthermore, there were 72 Closed Listings this month versus last year at 47, a **53.19%** increase.

Closed versus Listed trends yielded a **80.9%** ratio, up from previous year's, October 2017, at **43.9%**, a **84.17%** 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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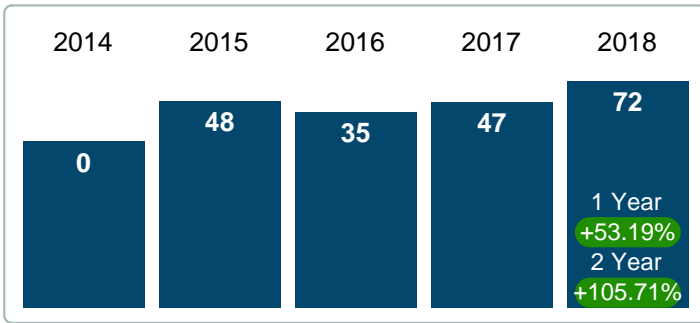
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



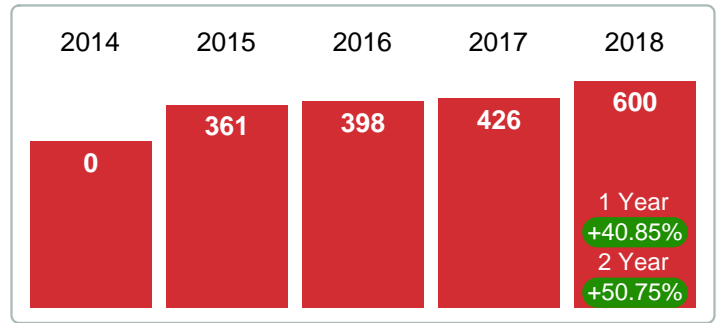
CLOSED LISTINGS

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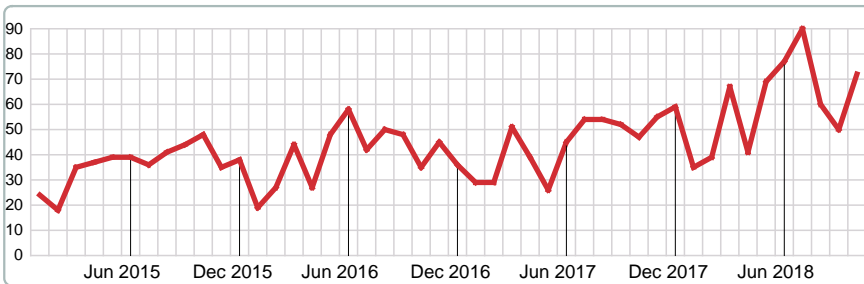
OCTOBER



YEAR TO DATE (YTD)

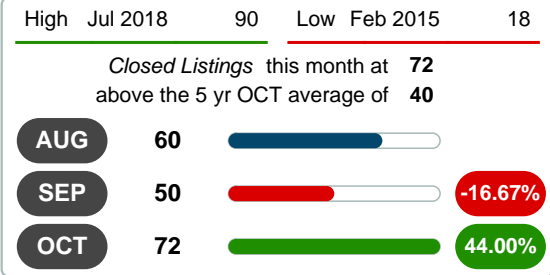


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.94%	85.2	1	4	0	0
\$50,001 - \$75,000	8	11.11%	131.8	1	5	2	0
\$75,001 - \$100,000	7	9.72%	37.9	2	4	1	0
\$100,001 - \$150,000	21	29.17%	84.5	2	14	5	0
\$150,001 - \$175,000	8	11.11%	57.6	1	5	2	0
\$175,001 - \$250,000	14	19.44%	57.8	1	9	4	0
\$250,001 and up	9	12.50%	86.0	0	6	0	3
Total Closed Units	72			8	47	14	3
Total Closed Volume	12,653,280	100%	77.3	918.00K	7.12M	1.91M	2.71M
Average Closed Price	\$175,740			\$114,750	\$151,502	\$136,407	\$901,667

October 2018



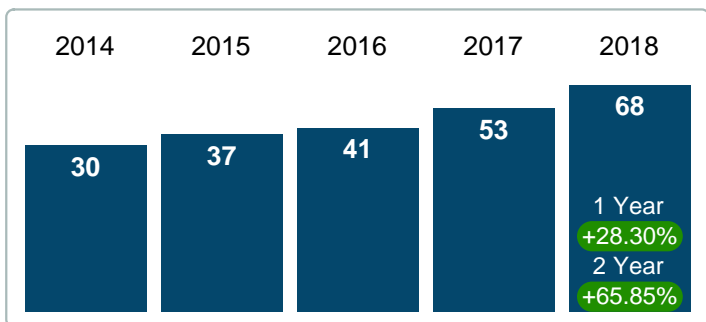
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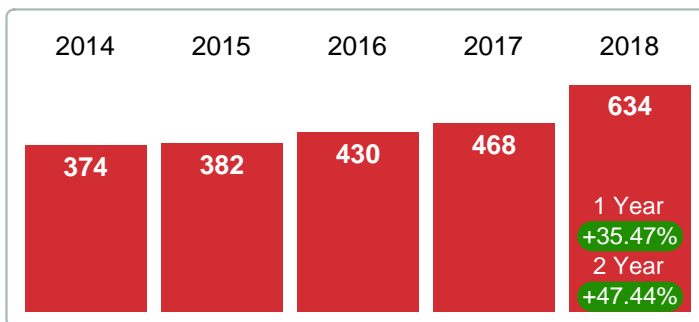
PENDING LISTINGS

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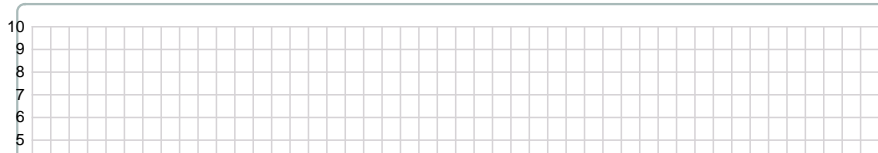
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at **68**
above the 5 yr OCT average of **46**

AUG 0
SEP 0
OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	91.3	3	1	0	0
\$50,001 - \$60,000	7	10.29%	41.1	2	3	2	0
\$60,001 - \$100,000	14	20.59%	47.1	7	5	2	0
\$100,001 - \$150,000	15	22.06%	64.0	1	10	4	0
\$150,001 - \$190,000	11	16.18%	42.6	0	11	0	0
\$190,001 - \$230,000	10	14.71%	92.6	0	7	3	0
\$230,001 and up	7	10.29%	57.6	1	4	2	0
Total Pending Units	68			14	41	13	0
Total Pending Volume	9,445,699	100%	59.9	1.16M	6.31M	1.98M	0.00B
Average Listing Price	\$138,907			\$82,579	\$153,812	\$152,562	\$0

October 2018



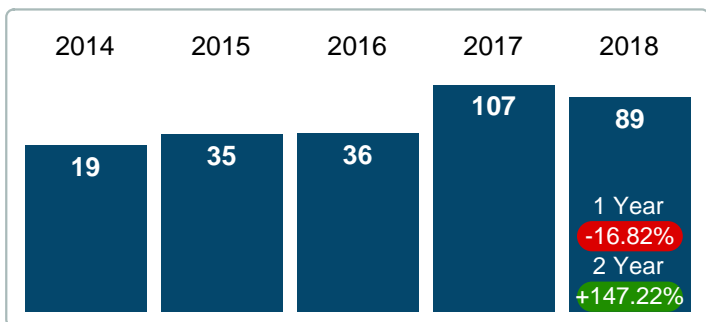
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



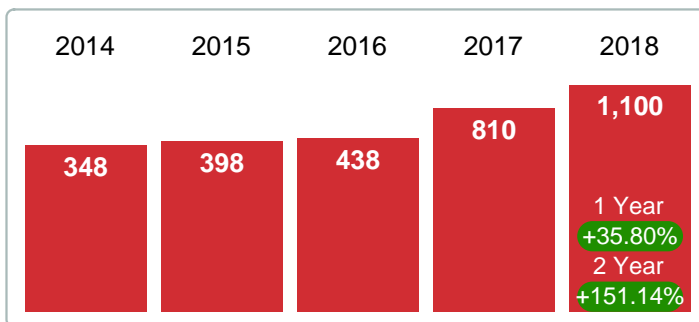
NEW LISTINGS

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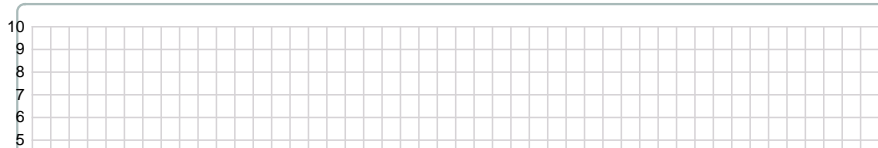
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57

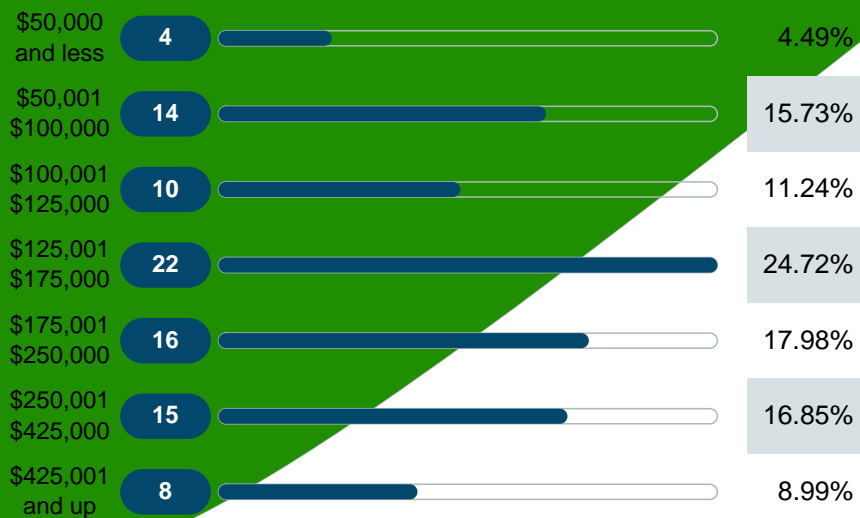
High Oct 2018: 0 Low Oct 2018: 0

New Listings this month at **89**
above the 5 yr OCT average of **57**

AUG: 0
SEP: 0 (nan%)
OCT: 0 (nan%)

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	0	0	0
\$50,001 - \$100,000	5	5	4	0
\$100,001 - \$125,000	1	7	2	0
\$125,001 - \$175,000	0	16	3	3
\$175,001 - \$250,000	0	14	1	1
\$250,001 - \$425,000	1	6	6	2
\$425,001 and up	1	3	2	2
Total	12	51	18	8
Total New Listed Volume	1.97M	10.36M	4.13M	2.56M
Average New Listed Listing Price	\$164,142	\$203,210	\$229,183	\$320,350

Total New Listed Units	89	
Total New Listed Volume	19,021,499	100%
Average New Listed Listing Price	\$167,645	

October 2018



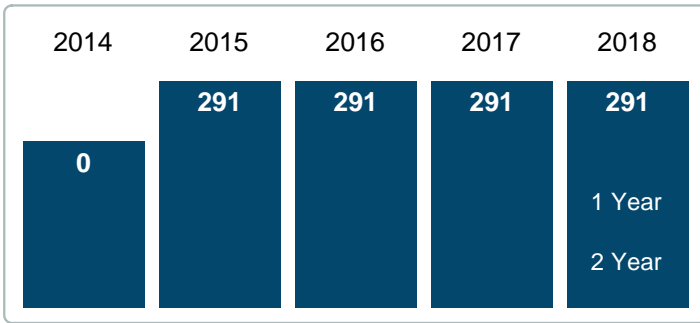
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



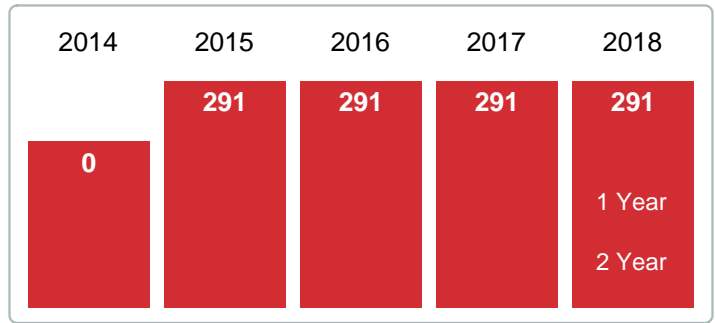
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 233

Month	High	Low	
High Oct 2018	291	Low Oct 2018	291
Inventory this month at 291 above the 5 yr OCT average of 233			
AUG	291		
SEP	291		0.00%
OCT	291		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18	6.19%	78.8	7	10	1	0
\$50,001 - \$100,000	38	13.06%	84.3	10	25	3	0
\$100,001 - \$150,000	46	15.81%	75.9	3	30	9	4
\$150,001 - \$200,000	61	20.96%	74.8	7	41	12	1
\$200,001 - \$275,000	53	18.21%	70.6	2	30	19	2
\$275,001 - \$450,000	43	14.78%	69.5	2	20	14	7
\$450,001 and up	32	11.00%	75.8	1	11	10	10
Total Active Inventory by Units	291			32	167	68	24
Total Active Inventory by Volume	71,466,538	100%	75.0	4.77M	33.47M	22.13M	11.09M
Average Active Inventory Listing Price	\$245,589			\$149,194	\$200,426	\$325,511	\$461,938

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



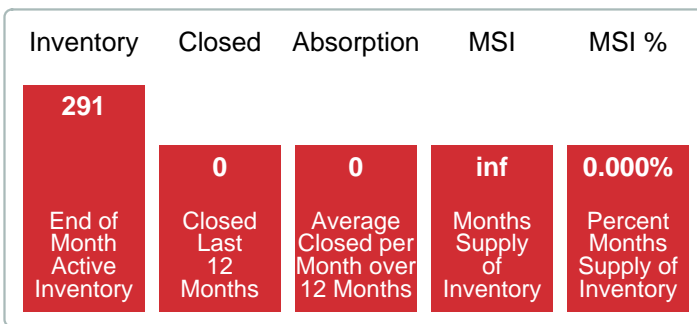
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

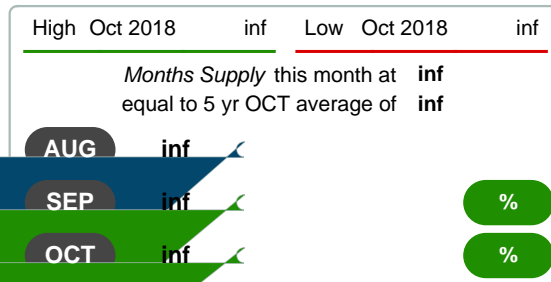


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	18	6.19%	3.38	3.82	3.43	2.40	0.00		
\$50,001 - \$100,000	38	13.06%	2.76	2.40	3.23	2.00	0.00		
\$100,001 - \$150,000	46	15.81%	3.00	1.89	2.59	4.70	16.00		
\$150,001 - \$200,000	61	20.96%	5.08	16.80	4.97	3.89	4.00		
\$200,001 - \$275,000	53	18.21%	6.56	6.00	6.32	7.13	6.00		
\$275,001 - \$450,000	43	14.78%	10.53	24.00	11.43	7.64	16.80		
\$450,001 and up	32	11.00%	34.91	0.00	26.40	30.00	60.00		
Market Supply of Inventory (MSI)	4.89	100%	4.89	3.80	4.46	5.79	12.52		
Total Active Inventory by Units	291			32	167	68	24		

October 2018



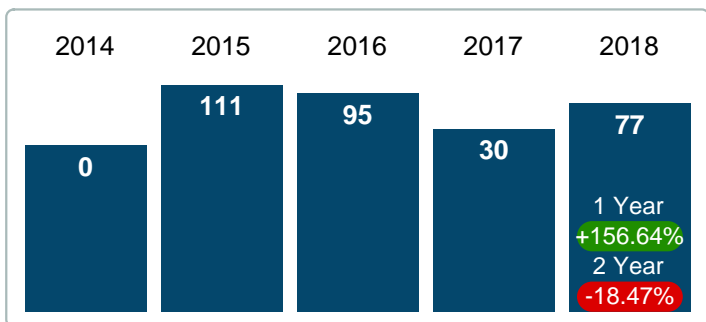
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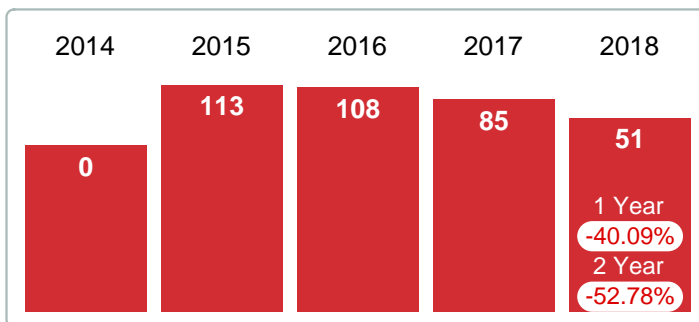
AVERAGE DAYS ON MARKET TO SALE

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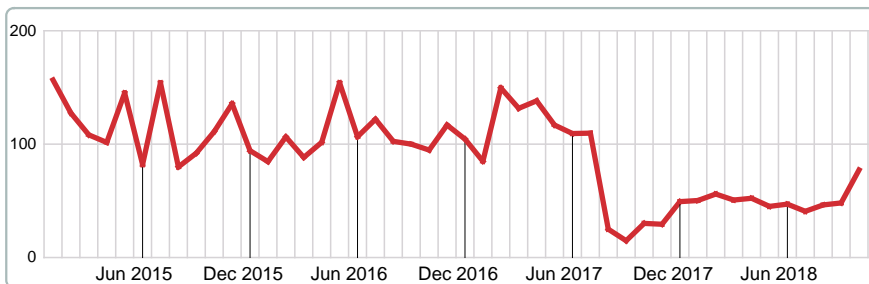
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

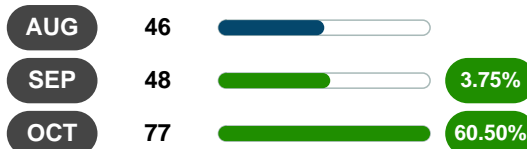


3 MONTHS

5 year OCT AVG = 63

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 77 above the 5 yr OCT average of 63



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
\$50,000 and less	6.94%	85	61	91	0	0
\$50,001 - \$75,000	11.11%	132	1	205	14	0
\$75,001 - \$100,000	9.72%	38	6	43	83	0
\$100,001 - \$150,000	29.17%	84	71	100	47	0
\$150,001 - \$175,000	11.11%	58	2	48	109	0
\$175,001 - \$250,000	19.44%	58	28	62	56	0
\$250,001 and up	12.50%	86	0	74	0	111
Average Closed DOM		77	31	89	56	111
Total Closed Units	100%	72	8	47	14	3
Total Closed Volume		12,653,280	918.00K	7.12M	1.91M	2.71M

October 2018



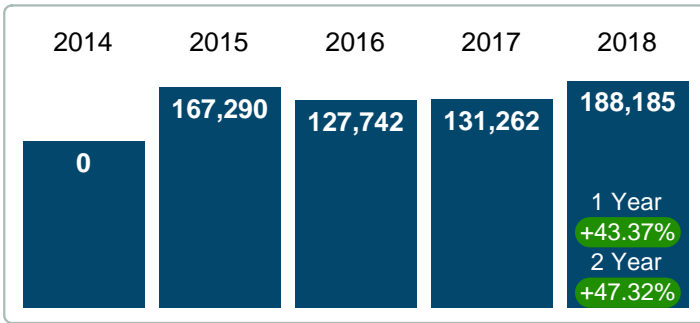
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



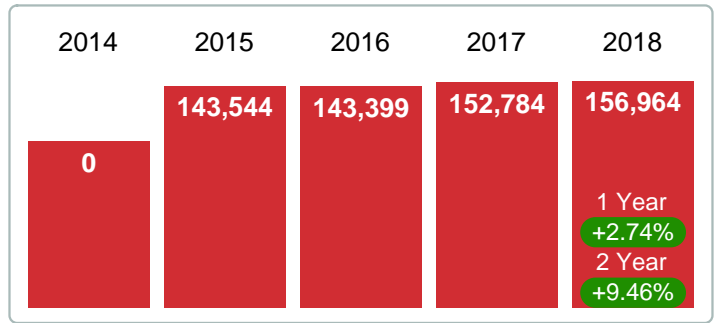
AVERAGE LIST PRICE AT CLOSING

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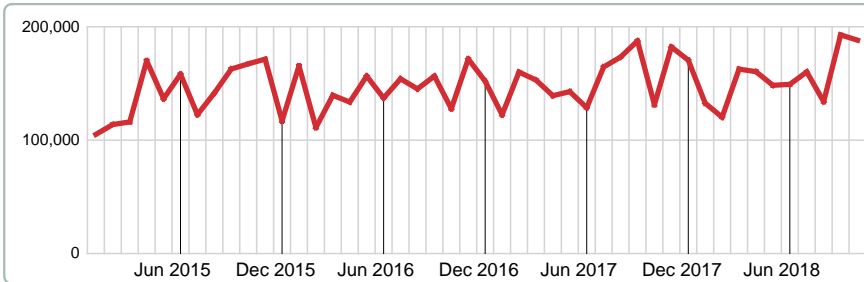
OCTOBER



YEAR TO DATE (YTD)

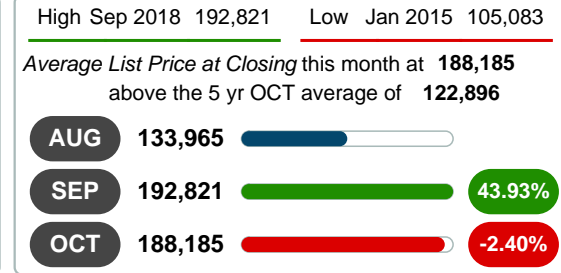


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 122,896



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
\$50,000 and less	6.94%	33,180	34,900	32,750	0	0
\$50,001 - \$75,000	8.33%	61,167	62,000	66,400	65,950	0
\$75,001 - \$100,000	12.50%	87,922	92,000	90,850	85,000	0
\$100,001 - \$150,000	26.39%	125,900	146,750	127,107	126,420	0
\$150,001 - \$175,000	13.89%	159,623	170,000	157,866	161,950	0
\$175,001 - \$250,000	19.44%	203,807	239,000	201,767	199,600	0
\$250,001 and up	12.50%	598,167	0	391,983	0	1,010,533
Average List Price		188,185	122,925	160,916	140,807	1,010,533
Total Closed Units	100%	188,185	8	47	14	3
Total Closed Volume		13,549,330	983.40K	7.56M	1.97M	3.03M

October 2018



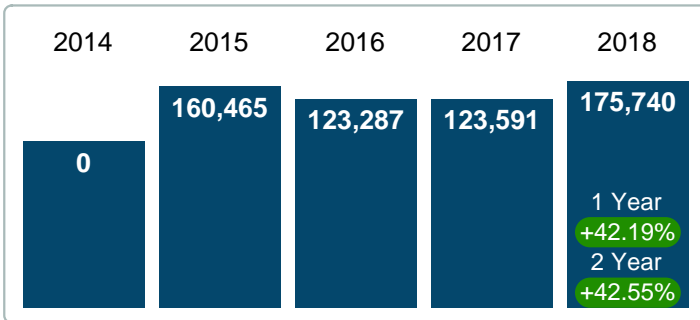
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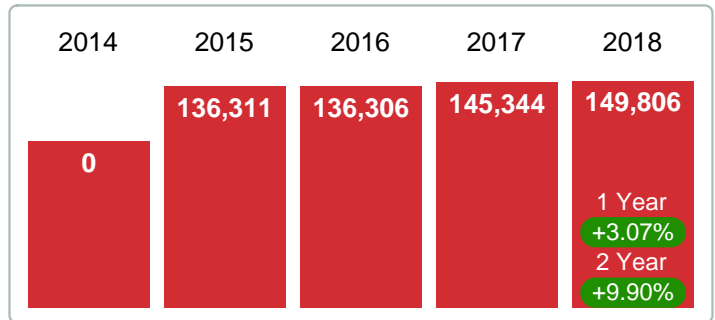
AVERAGE SOLD PRICE AT CLOSING

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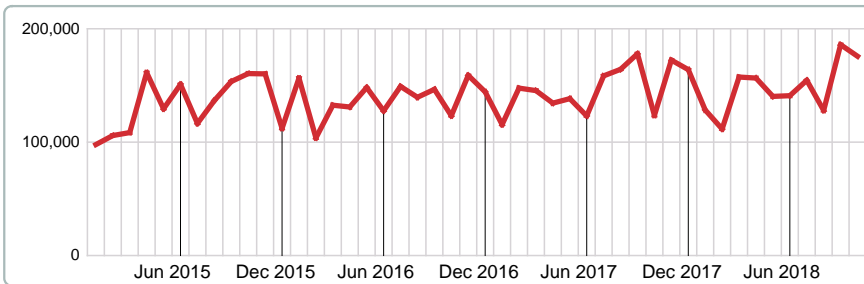
OCTOBER



YEAR TO DATE (YTD)

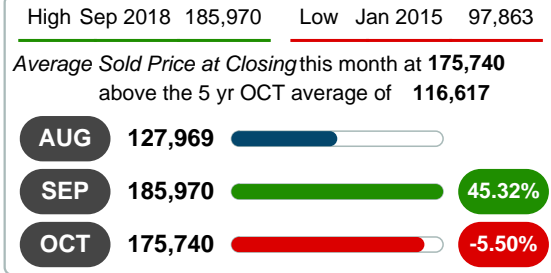


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 116,617



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
\$50,000 and less 5	6.94%	28,800	30,000	28,500	0	0
\$50,001 - \$75,000 8	11.11%	60,625	62,000	60,800	59,500	0
\$75,001 - \$100,000 7	9.72%	87,929	89,500	87,875	85,000	0
\$100,001 - \$150,000 21	29.17%	123,831	139,000	121,839	123,340	0
\$150,001 - \$175,000 8	11.11%	154,979	159,000	155,466	151,750	0
\$175,001 - \$250,000 14	19.44%	197,964	210,000	197,333	196,375	0
\$250,001 and up 9	12.50%	533,000	0	348,667	0	901,667
Average Sold Price		175,740	114,750	151,502	136,407	901,667
Total Closed Units	100%	175,740	8	47	14	3
Total Closed Volume		12,653,280	918.00K	7.12M	1.91M	2.71M

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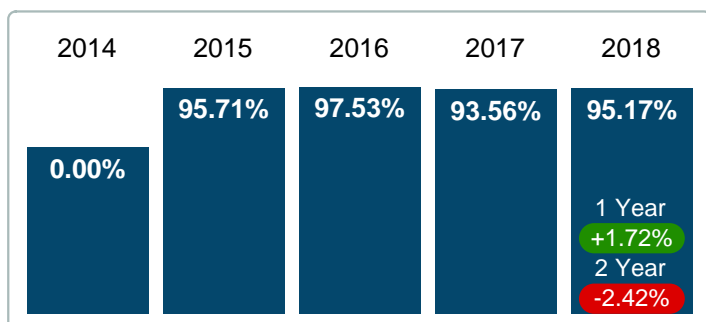
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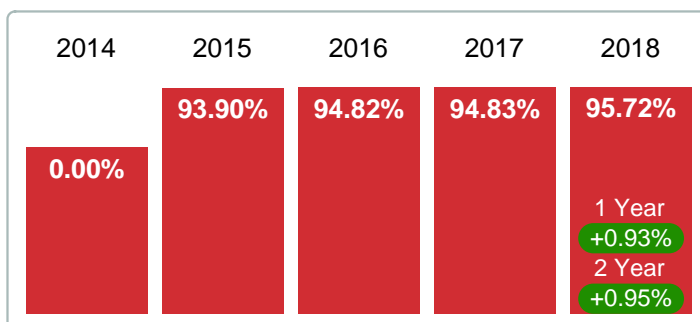
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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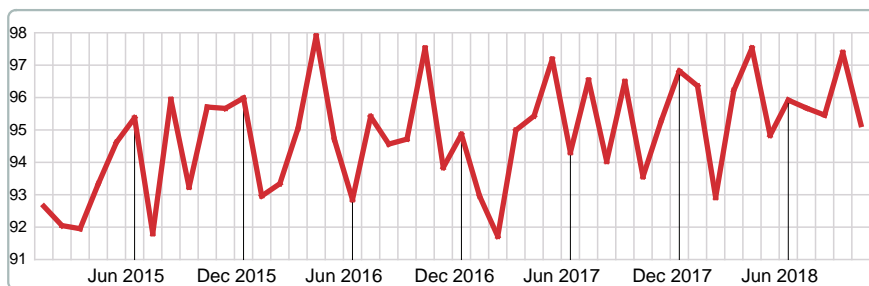
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

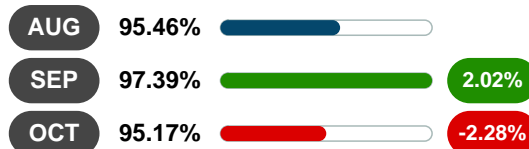


3 MONTHS

5 year OCT AVG = 76.39%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.17%** above the 5 yr OCT average of **76.39%**



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
\$50,000 and less	5	6.94%	90.05%	85.96%	91.07%	0.00%	0.00%
\$50,001 - \$75,000	8	11.11%	92.83%	100.00%	91.75%	91.93%	0.00%
\$75,001 - \$100,000	7	9.72%	97.23%	97.06%	96.63%	100.00%	0.00%
\$100,001 - \$150,000	21	29.17%	96.14%	94.81%	95.78%	97.70%	0.00%
\$150,001 - \$175,000	8	11.11%	96.69%	93.53%	98.51%	93.71%	0.00%
\$175,001 - \$250,000	14	19.44%	97.30%	87.87%	97.89%	98.34%	0.00%
\$250,001 and up	9	12.50%	91.52%	0.00%	90.74%	0.00%	93.09%
Average Sold/List Ratio		95.20%		93.89%	95.07%	96.65%	93.09%
Total Closed Units		72	100%	8	47	14	3
Total Closed Volume		12,653,280		918.00K	7.12M	1.91M	2.71M

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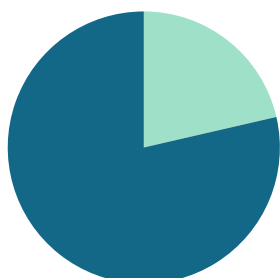
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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INVENTORY

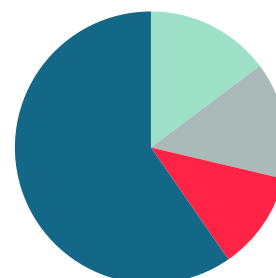


Inventory
 New Listings
89 = 21.39%
 Start Inventory
327
 Total Inventory Units
416
 Volume
\$93,944,037

Market Activity

Closed Sales
72 = 14.75%
 Pending Sales
68 = 13.93%
 Other Off Market
57 = 11.68%
 Active Inventory
291 = 59.63%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	47	72	53.19%	426	600	40.85%
Pending Sales	53	68	28.30%	468	634	35.47%
New Listings	107	89	-16.82%	810	1,100	35.80%
Average List Price	131,262	188,185	43.37%	152,784	156,964	2.74%
Average Sale Price	123,591	175,740	42.19%	145,344	149,806	3.07%
Average Percent of Selling Price to List Price	93.56%	95.17%	1.72%	94.83%	95.72%	0.93%
Average Days on Market to Sale	30.11	77.26	156.64%	85.26	51.08	-40.09%
Monthly Inventory	355	291	-18.03%	355	291	-18.03%
Months Supply of Inventory	8.40	4.89	-41.79%	8.40	4.89	-41.79%

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

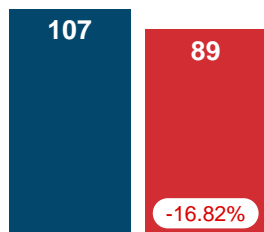
Inventory on October 31, 2018 = **291**

2017 **2018**

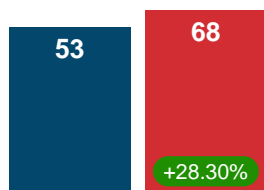
OCTOBER MARKET

AVERAGE PRICES

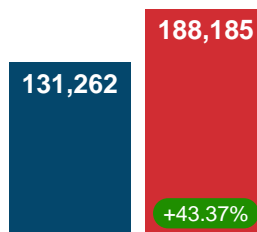
New Listings



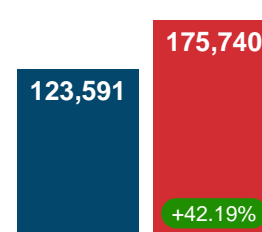
Pending Listings



List Price



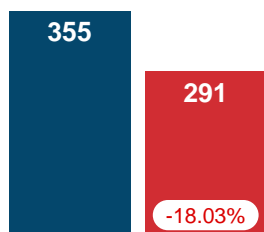
Sale Price



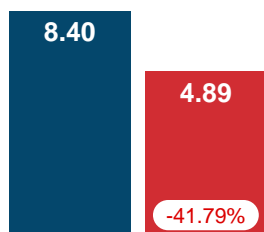
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

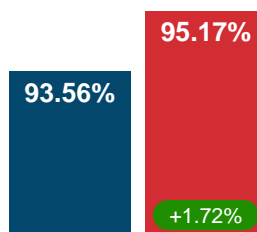
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

