

October 2018



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

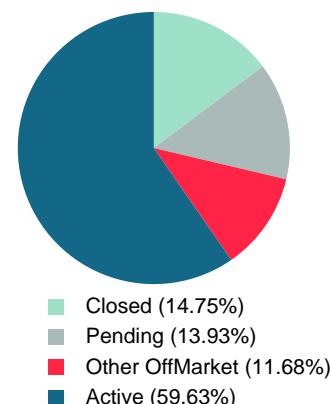


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	110,000	134,750	22.50%
Median Sale Price	108,000	129,950	20.32%
Median Percent of Selling Price to List Price	95.51%	96.86%	1.42%
Median Days on Market to Sale	19.00	47.50	150.00%
End of Month Inventory	355	291	-18.03%
Months Supply of Inventory	8.40	4.89	-41.79%

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.

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 **20.32%** in October 2018 to \$129,950 versus the previous year at \$108,000.

Median Days on Market Lengthens

The median number of **47.50** days that homes spent on the market before selling increased by 28.50 days or **150.00%** in October 2018 compared to last year's same month at **19.00** DOM.

Sales Success for October 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 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

October 2018



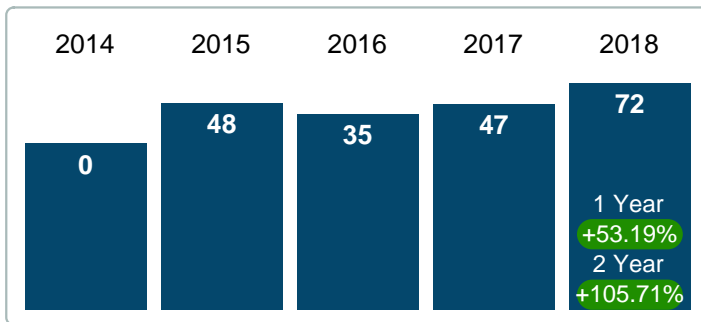
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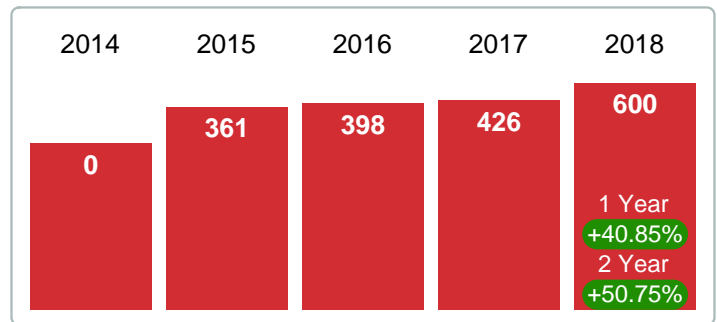
CLOSED LISTINGS

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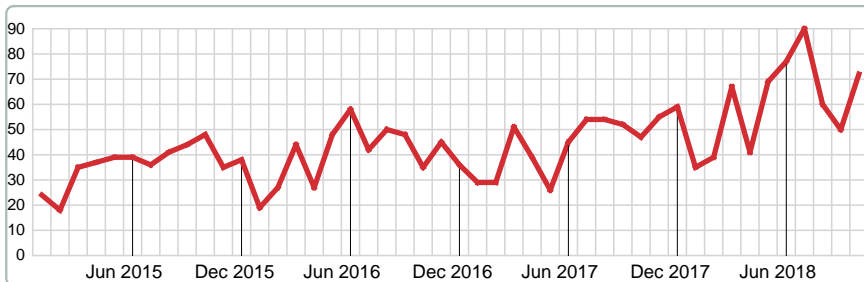
OCTOBER



YEAR TO DATE (YTD)

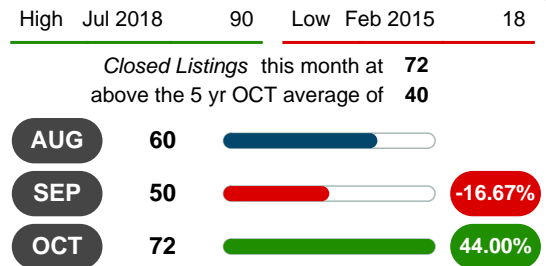


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.94%	84.0	1	4	0	0
\$50,001 - \$80,000	9	12.50%	67.0	2	5	2	0
\$80,001 - \$110,000	12	16.67%	34.0	1	8	3	0
\$110,001 - \$150,000	15	20.83%	16.0	2	10	3	0
\$150,001 - \$190,000	12	16.67%	72.0	1	8	3	0
\$190,001 - \$260,000	11	15.28%	61.0	1	7	3	0
\$260,001 and up	8	11.11%	85.5	0	5	0	3
Total Closed Units		72		8	47	14	3
Total Closed Volume		12,653,280	100%	918.00K	7.12M	1.91M	2.71M
Median Closed Price		\$129,950		\$114,000	\$129,900	\$147,500	\$645,000

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October 2018



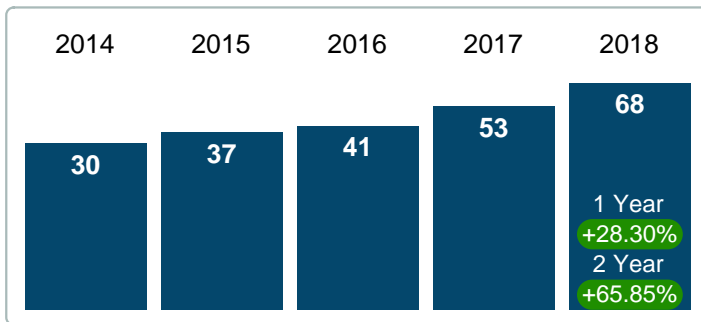
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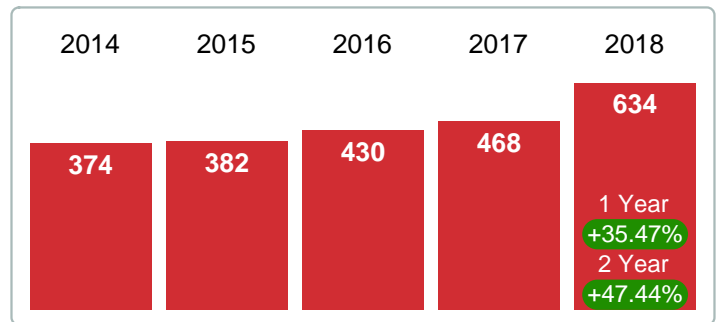
PENDING LISTINGS

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OCTOBER



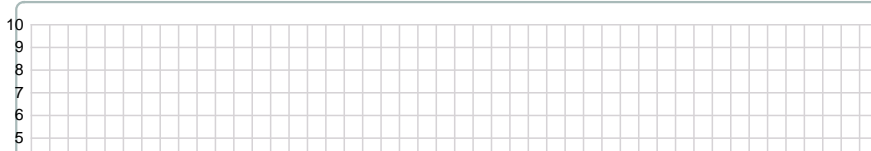
YEAR TO DATE (YTD)



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				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4			5.88%	72.5	3	1	0	0
\$50,001 \$60,000	7			10.29%	25.0	2	3	2	0
\$60,001 \$100,000	14			20.59%	22.0	7	5	2	0
\$100,001 \$150,000	15			22.06%	55.0	1	10	4	0
\$150,001 \$190,000	11			16.18%	1.0	0	11	0	0
\$190,001 \$230,000	10			14.71%	95.5	0	7	3	0
\$230,001 and up	7			10.29%	51.0	1	4	2	0
Total Pending Units	68					14	41	13	0
Total Pending Volume	9,445,699				100%	1.16M	6.31M	1.98M	0.00B
Median Listing Price	\$129,900					\$72,450	\$154,330	\$119,500	\$0

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October 2018



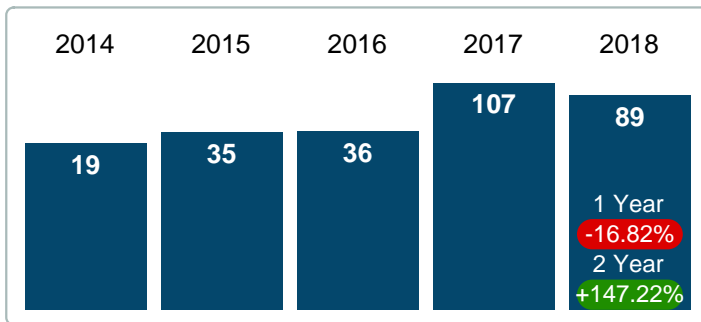
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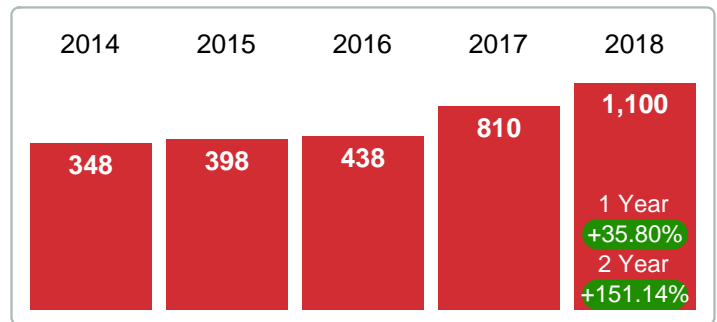
NEW LISTINGS

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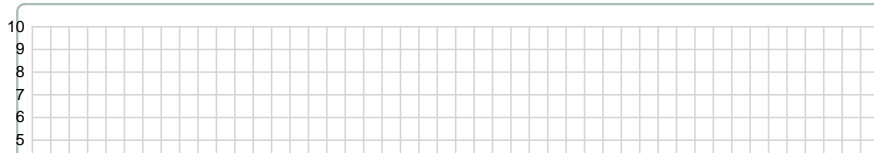
OCTOBER



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

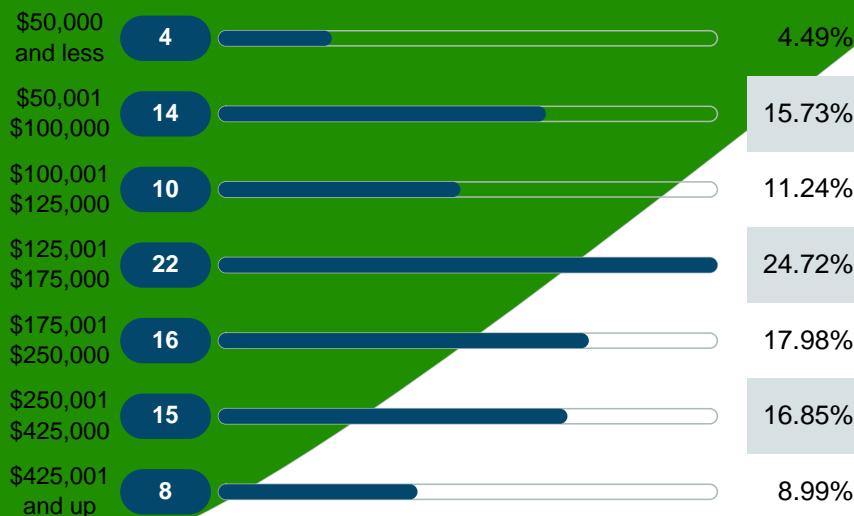
AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

4	0	0	0
5	5	4	0
1	7	2	0
0	16	3	3
0	14	1	1
1	6	6	2
1	3	2	2

Total New Listed Units	89	
Total New Listed Volume	19,021,499	100%
Median New Listed Listing Price	\$164,000	

12	51	18	8
1.97M	10.36M	4.13M	2.56M
\$63,500	\$167,500	\$189,450	\$259,450

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October 2018



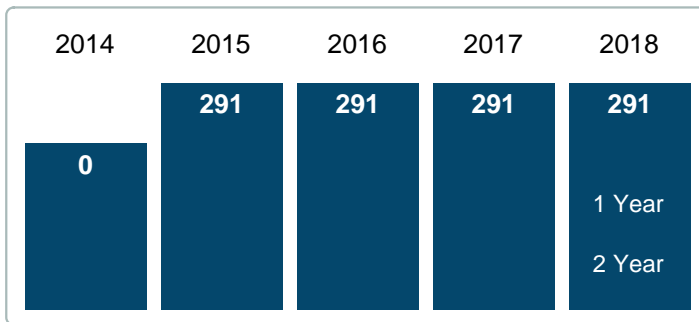
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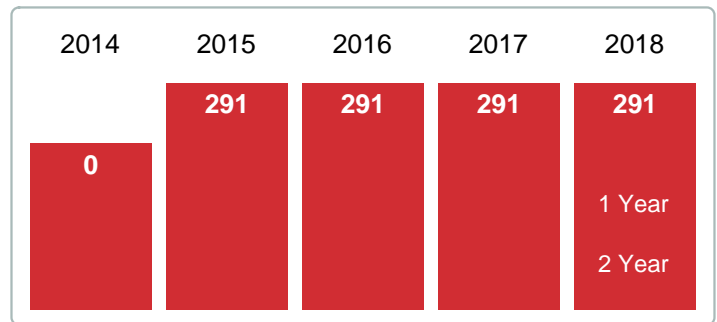
ACTIVE INVENTORY

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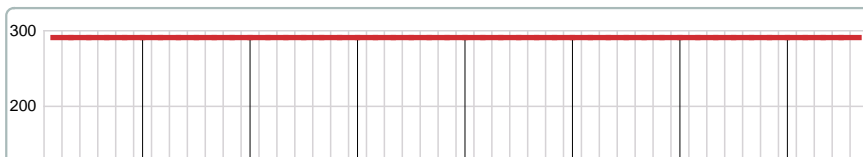
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 233

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
OCT 291

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	18		6.19%	62.5	7	10	1	0
\$50,001 - \$100,000	38		13.06%	71.0	10	25	3	0
\$100,001 - \$150,000	46		15.81%	70.5	3	30	9	4
\$150,001 - \$200,000	61		20.96%	79.0	7	41	12	1
\$200,001 - \$275,000	53		18.21%	51.0	2	30	19	2
\$275,001 - \$450,000	43		14.78%	68.0	2	20	14	7
\$450,001 and up	32		11.00%	66.0	1	11	10	10
Total Active Inventory by Units			291		32	167	68	24
Total Active Inventory by Volume			71,466,538	100%	4.77M	33.47M	22.13M	11.09M
Median Active Inventory Listing Price			\$181,500		\$91,500	\$169,500	\$220,000	\$425,000

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October 2018



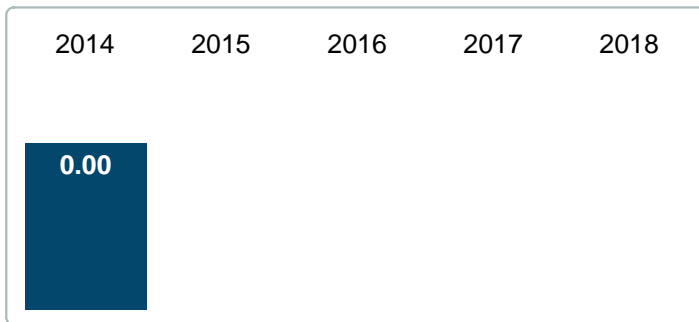
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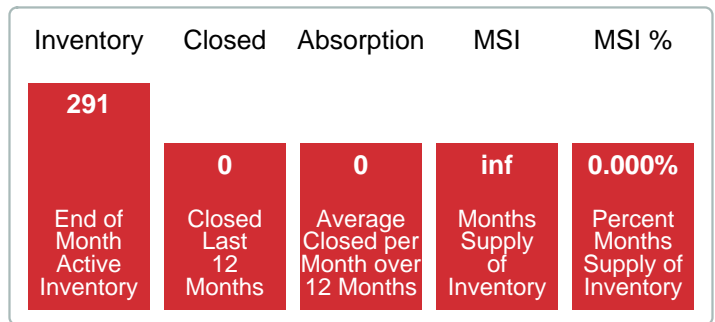
MONTHS SUPPLY of INVENTORY (MSI)

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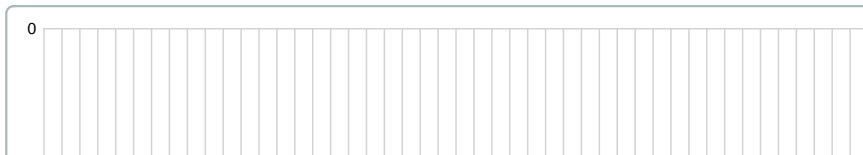
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

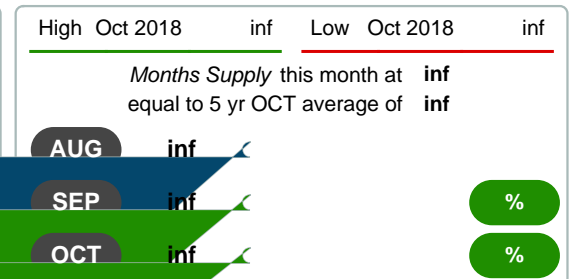


5 YEAR MARKET ACTIVITY TRENDS



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		3.80	4.46	5.79	12.52
Total Active Inventory by Units				291		32	167	68	24

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October 2018



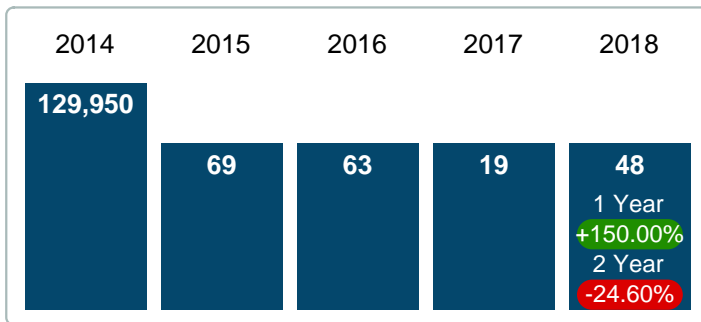
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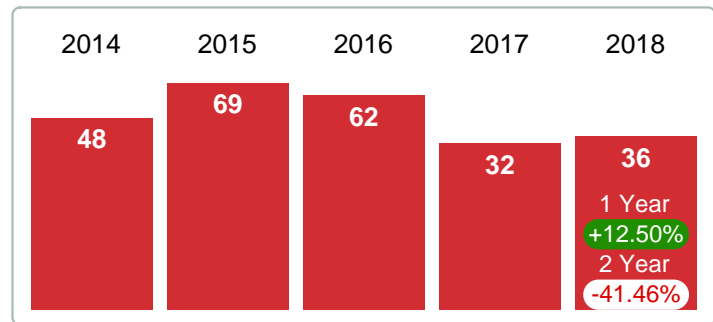
MEDIAN DAYS ON MARKET TO SALE

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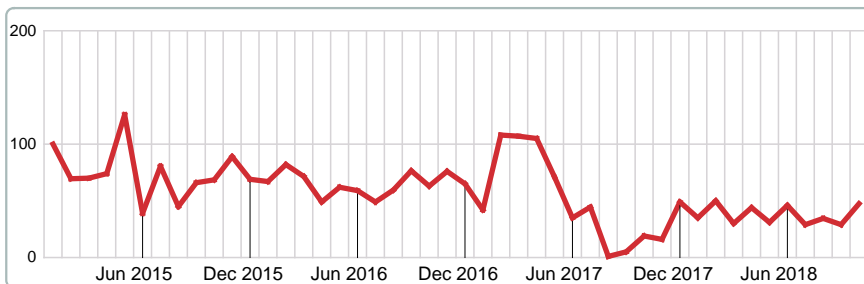
OCTOBER



YEAR TO DATE (YTD)

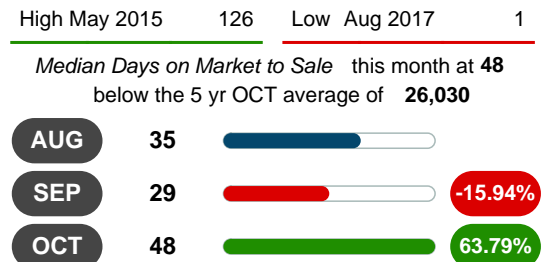


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 26,030



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
\$50,000 and less	5		6.94%	84	61	95	0	0
\$50,001 - \$80,000	9		12.50%	67	2	150	14	0
\$80,001 - \$110,000	12		16.67%	34	9	34	83	0
\$110,001 - \$150,000	15		20.83%	16	71	14	6	0
\$150,001 - \$190,000	12		16.67%	72	2	64	87	0
\$190,001 - \$260,000	11		15.28%	61	28	61	65	0
\$260,001 and up	8		11.11%	86	0	45	0	147
Median Closed DOM		48			19	47	64	147
Total Closed Units		72	100%	47.5	8	47	14	3
Total Closed Volume		12,653,280			918.00K	7.12M	1.91M	2.71M

October 2018



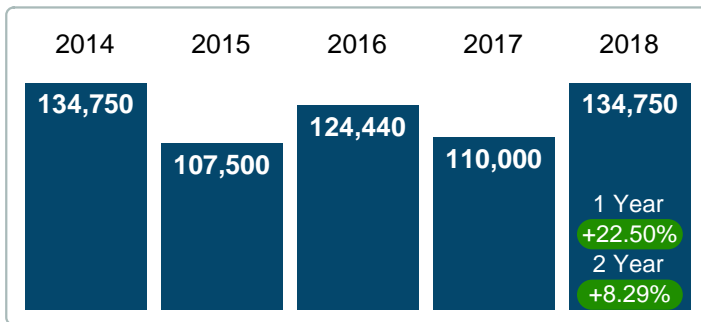
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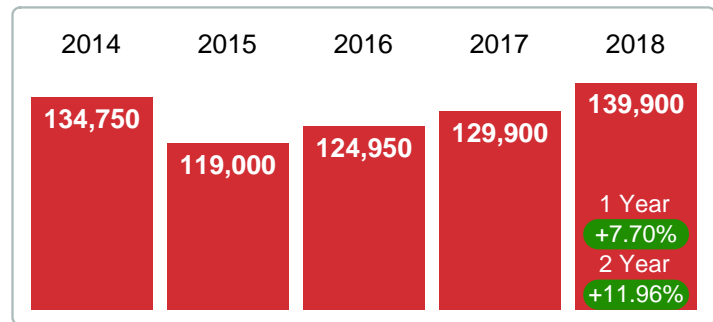
MEDIAN LIST PRICE AT CLOSING

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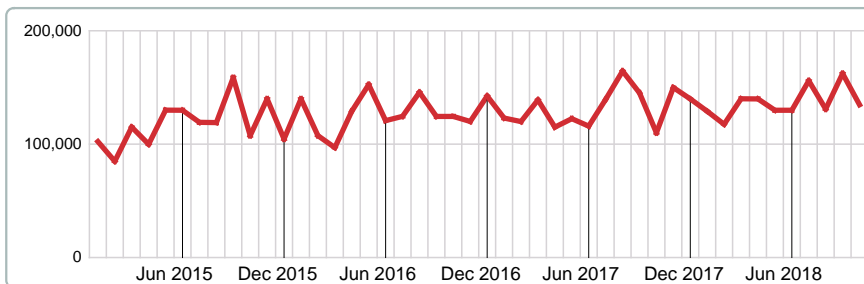
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

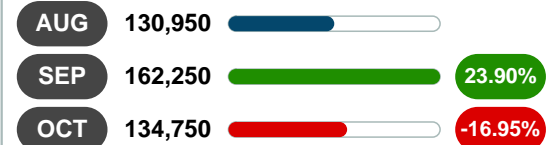


3 MONTHS

5 year OCT AVG = 122,288

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

Median List Price at Closing this month at **134,750**
above the 5 yr OCT average of **122,288**



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
\$50,000 and less	5	6.94%	34,900	34,900	31,000	0	0
\$50,001 \$80,000	8	11.11%	63,500	62,000	65,000	65,950	0
\$80,001 \$110,000	9	12.50%	89,900	92,000	89,450	101,200	0
\$110,001 \$150,000	17	23.61%	127,500	134,500	126,250	133,500	0
\$150,001 \$190,000	14	19.44%	162,500	164,500	162,500	161,950	0
\$190,001 \$260,000	10	13.89%	206,700	239,000	208,450	203,500	0
\$260,001 and up	9	12.50%	390,000	0	354,950	0	659,000
Median List Price			134,750	116,750	130,000	150,750	659,000
Total Closed Units		100%	134,750	8	47	14	3
Total Closed Volume			13,549,330	983.40K	7.56M	1.97M	3.03M

October 2018



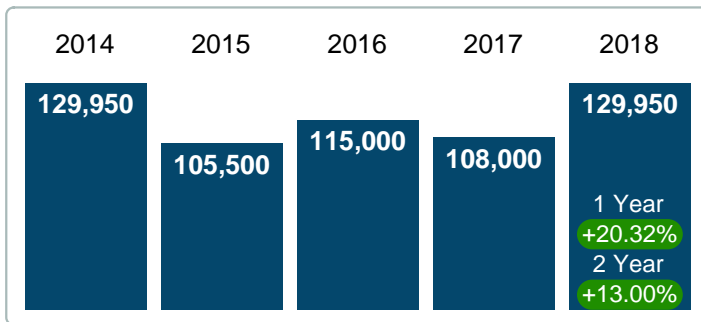
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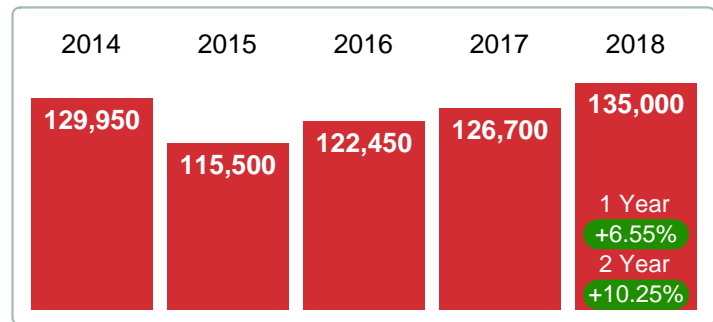
MEDIAN SOLD PRICE AT CLOSING

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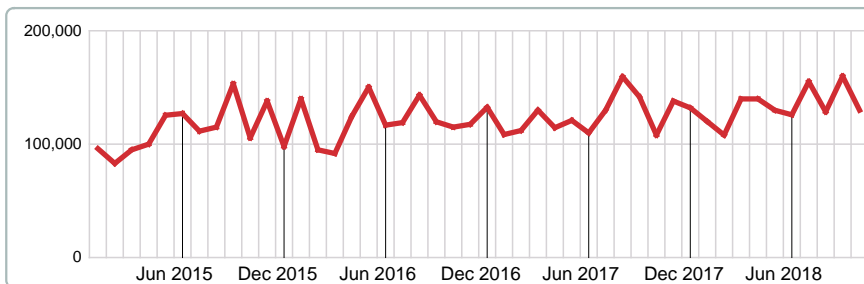
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

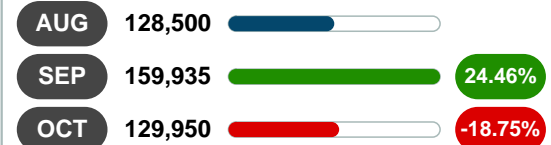


3 MONTHS

5 year OCT AVG = 117,680

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

Median Sold Price at Closing this month at **129,950**
above the 5 yr OCT average of **117,680**



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
\$50,000 and less	5	6.94%	30,000	30,000	28,000	0	0
\$50,001 - \$80,000	9	12.50%	62,000	71,000	60,000	59,500	0
\$80,001 - \$110,000	12	16.67%	100,350	99,000	101,750	101,200	0
\$110,001 - \$150,000	15	20.83%	129,000	139,000	127,750	145,000	0
\$150,001 - \$190,000	12	16.67%	157,250	159,000	157,750	153,000	0
\$190,001 - \$260,000	11	15.28%	205,000	210,000	210,100	203,500	0
\$260,001 and up	8	11.11%	385,000	0	320,000	0	645,000
Median Sold Price			129,950	114,000	129,900	147,500	645,000
Total Closed Units		100%	129,950	8	47	14	3
Total Closed Volume			12,653,280	918.00K	7.12M	1.91M	2.71M

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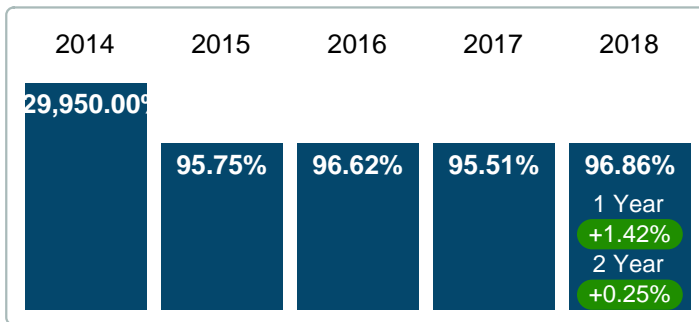
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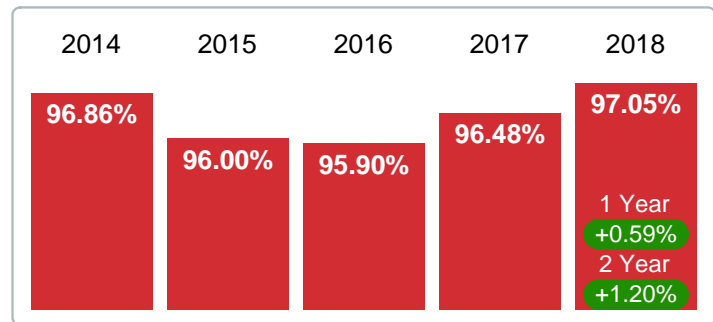
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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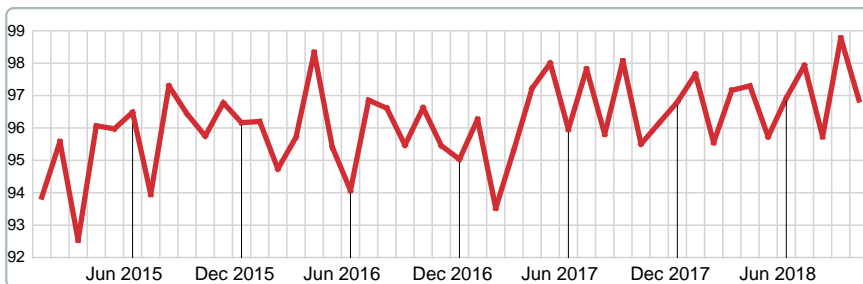
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

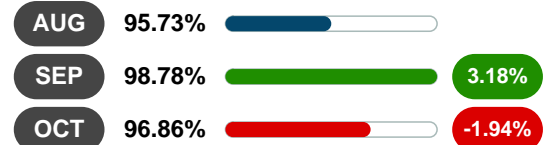


3 MONTHS

5 year OCT AVG = 26,066.95%

High Sep 2018 98.78% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **96.86%**
below the 5 yr OCT average of **26,066.95%**



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
\$50,000 and less	5	<div><div></div></div>	6.94%	85.96%	85.96%	91.89%	0.00%	0.00%
\$50,001 \$80,000	9	<div><div></div></div>	12.50%	91.67%	97.06%	91.53%	91.93%	0.00%
\$80,001 \$110,000	12	<div><div></div></div>	16.67%	95.03%	100.00%	92.93%	100.00%	0.00%
\$110,001 \$150,000	15	<div><div></div></div>	20.83%	100.00%	94.81%	100.00%	98.31%	0.00%
\$150,001 \$190,000	12	<div><div></div></div>	16.67%	97.75%	93.53%	98.94%	94.12%	0.00%
\$190,001 \$260,000	11	<div><div></div></div>	15.28%	97.05%	87.87%	96.82%	100.00%	0.00%
\$260,001 and up	8	<div><div></div></div>	11.11%	96.36%	0.00%	96.36%	0.00%	96.36%
Median Sold/List Ratio		96.86%	100%	96.86%	93.91%	96.91%	97.99%	96.36%
Total Closed Units		72			8	47	14	3
Total Closed Volume		12,653,280			918.00K	7.12M	1.91M	2.71M

October 2018



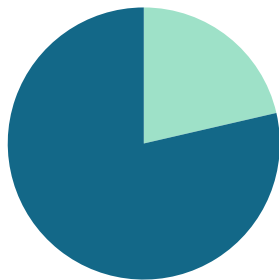
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



MARKET SUMMARY

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

INVENTORY



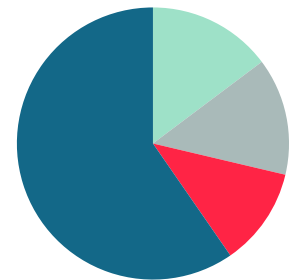
Inventory

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%
Median List Price	110,000	134,750	22.50%	129,900	139,900	7.70%
Median Sale Price	108,000	129,950	20.32%	126,700	135,000	6.55%
Median Percent of Selling Price to List Price	95.51%	96.86%	1.42%	96.48%	97.05%	0.59%
Median Days on Market to Sale	19.00	47.50	150.00%	32.00	36.00	12.50%
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

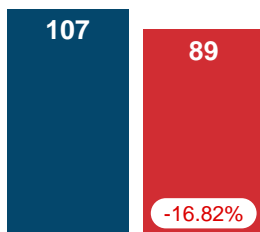
Inventory on October 31, 2018 = **291**

2017 **2018**

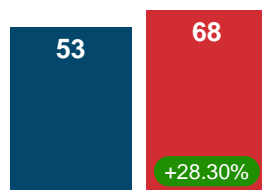
OCTOBER MARKET

MEDIAN PRICES

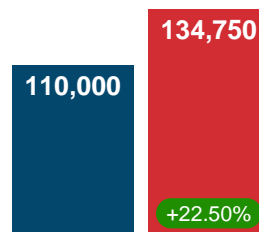
New Listings



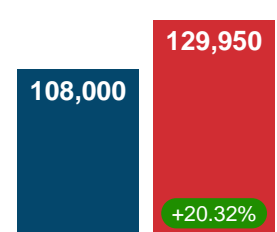
Pending Listings



List Price



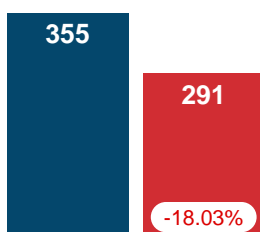
Sale Price



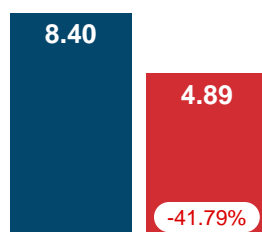
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

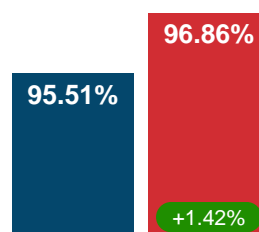
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

