

November 2019



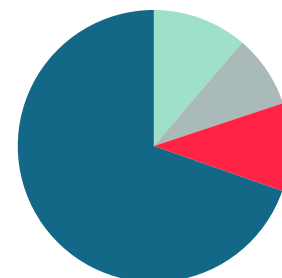
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	60	44	-26.67%
Pending Listings	57	34	-40.35%
New Listings	74	64	-13.51%
Average List Price	165,869	189,470	14.23%
Average Sale Price	157,312	181,820	15.58%
Average Percent of Selling Price to List Price	93.74%	96.27%	2.70%
Average Days on Market to Sale	66.30	58.00	-12.52%
End of Month Inventory	270	273	1.11%
Months Supply of Inventory	4.51	4.46	-0.96%



■ Closed (11.22%)
■ Pending (8.67%)
■ Other OffMarket (10.46%)
■ Active (69.64%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of November 30, 2019 = **273**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2019 rose **1.11%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **4.46** 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 **15.58%** in November 2019 to \$181,820 versus the previous year at \$157,312.

Average Days on Market Shortens

The average number of **58.00** days that homes spent on the market before selling decreased by 8.30 days or **12.52%** in November 2019 compared to last year's same month at **66.30** DOM.

Sales Success for November 2019 is Positive

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

There were 64 New Listings in November 2019, down **13.51%** from last year at 74. Furthermore, there were 44 Closed Listings this month versus last year at 60, a **-26.67%** decrease.

Closed versus Listed trends yielded a **68.8%** ratio, down from previous year's, November 2018, at **81.1%**, a **15.21%** downswing. This will certainly create pressure on an increasing 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

November 2019



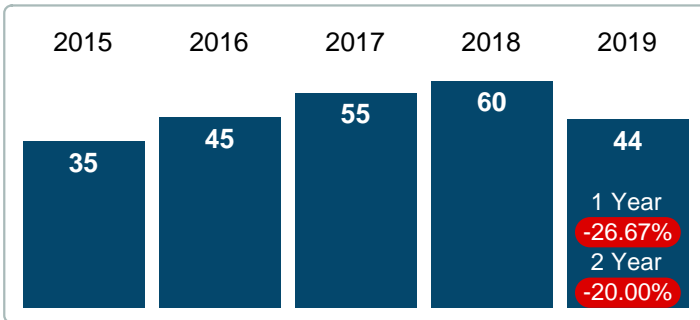
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



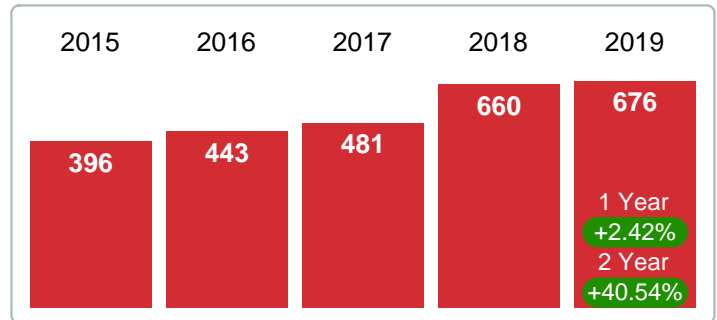
CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

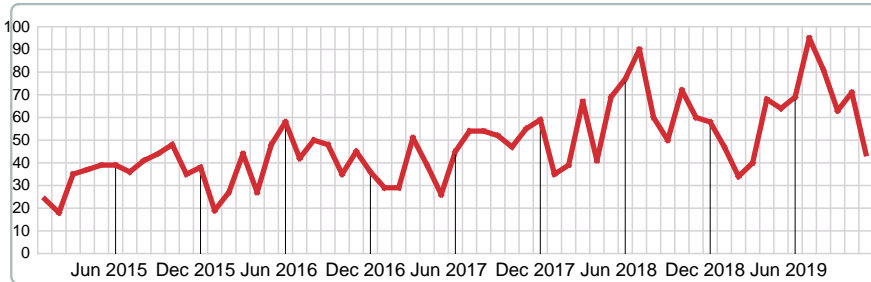
NOVEMBER



YEAR TO DATE (YTD)

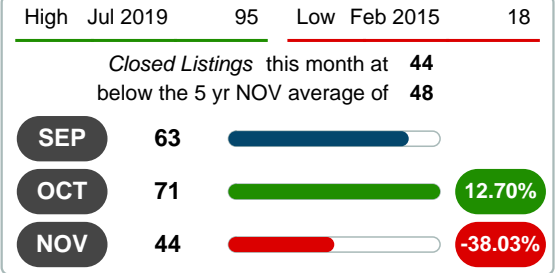


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



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	3	6.82%	46.7	2	1	0	0
\$50,001 - \$75,000	2	4.55%	58.5	2	0	0	0
\$75,001 - \$125,000	10	22.73%	40.7	2	7	1	0
\$125,001 - \$150,000	5	11.36%	79.0	2	3	0	0
\$150,001 - \$200,000	12	27.27%	54.0	1	9	2	0
\$200,001 - \$300,000	7	15.91%	86.4	1	4	2	0
\$300,001 and up	5	11.36%	48.0	0	2	2	1
Total Closed Units	44			10	26	7	1
Total Closed Volume	8,000,064	100%	58.0	1.09M	4.33M	1.65M	925.00K
Average Closed Price	\$181,820			\$109,490	\$166,718	\$235,071	\$925,000

November 2019



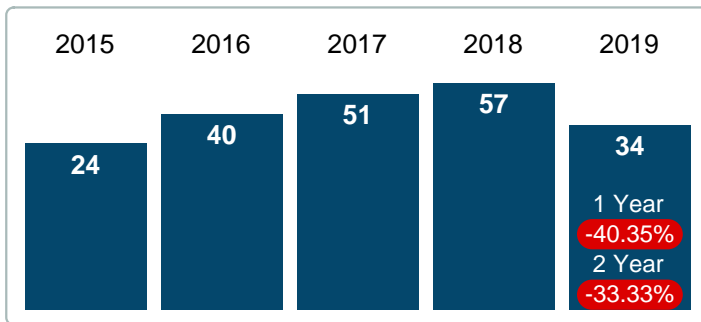
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



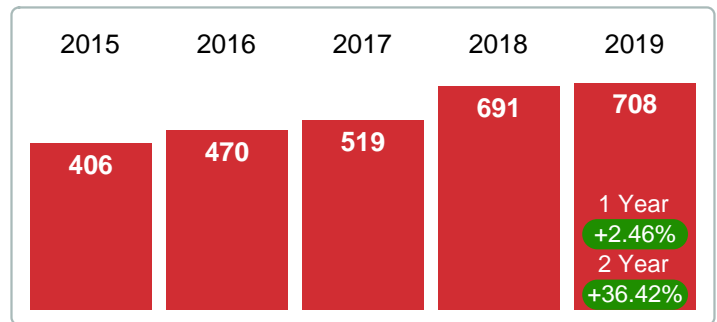
PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

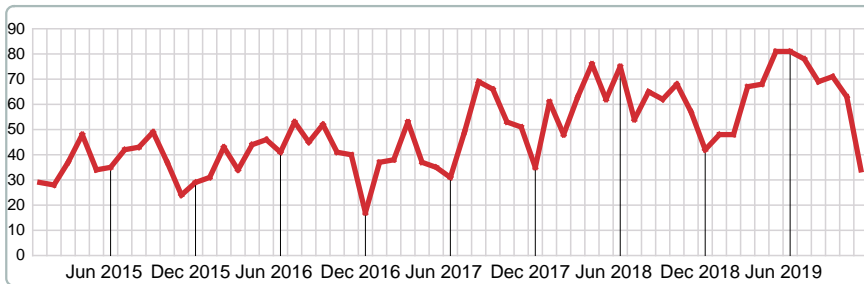
NOVEMBER



YEAR TO DATE (YTD)

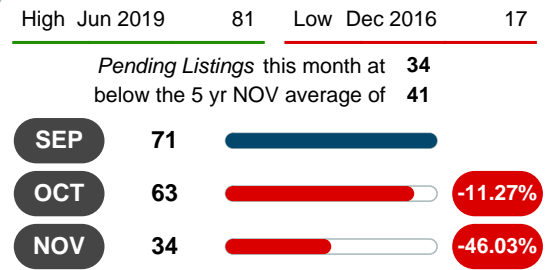


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	7	20.59%	101.1	3	4	0	0
\$100,001 - \$125,000	4	11.76%	47.0	0	4	0	0
\$125,001 - \$150,000	5	14.71%	49.8	1	4	0	0
\$150,001 - \$275,000	10	29.41%	73.8	3	4	2	1
\$275,001 - \$325,000	3	8.82%	49.7	1	1	1	0
\$325,001 and up	5	14.71%	30.8	2	0	1	2
Total Pending Units	34			10	17	4	3
Total Pending Volume	6,519,900	100%	61.6	1.93M	2.33M	1.02M	1.24M
Average Listing Price	\$190,153			\$192,600	\$136,818	\$256,025	\$414,633

November 2019



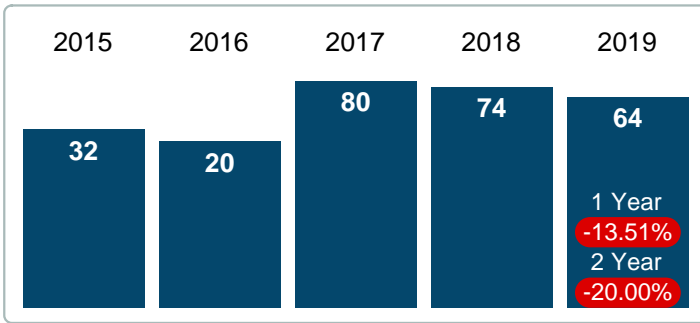
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



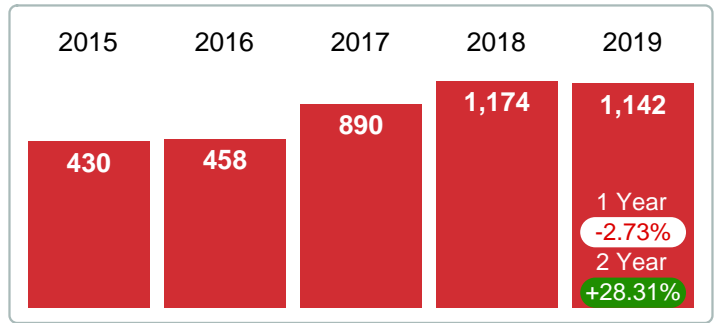
NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

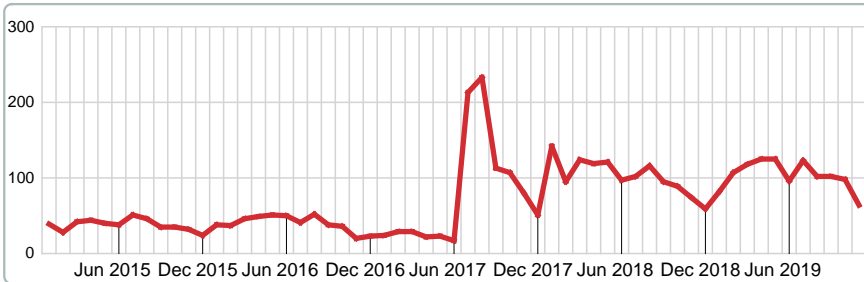
NOVEMBER



YEAR TO DATE (YTD)

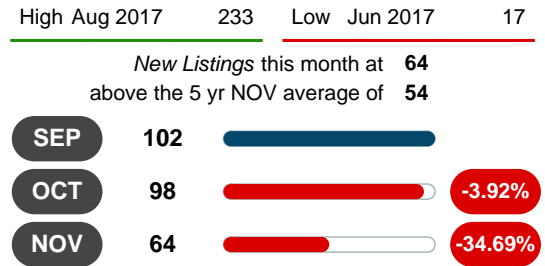


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.69%	1	2	0	0
\$50,001 - \$75,000	9	14.06%	2	5	1	1
\$75,001 - \$125,000	11	17.19%	2	8	0	1
\$125,001 - \$175,000	14	21.88%	2	10	1	1
\$175,001 - \$275,000	12	18.75%	1	10	1	0
\$275,001 - \$350,000	7	10.94%	1	4	1	1
\$350,001 and up	8	12.50%	0	3	5	0
Total New Listed Units	64		9	42	9	4
Total New Listed Volume	11,925,349	100%	1.19M	6.98M	3.07M	694.90K
Average New Listed Listing Price	\$170,058		\$131,678	\$166,094	\$341,044	\$173,725

November 2019



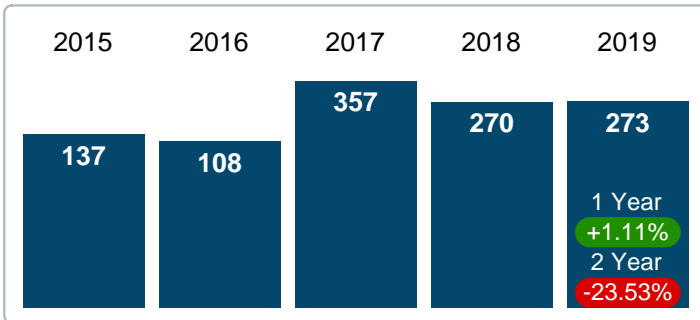
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



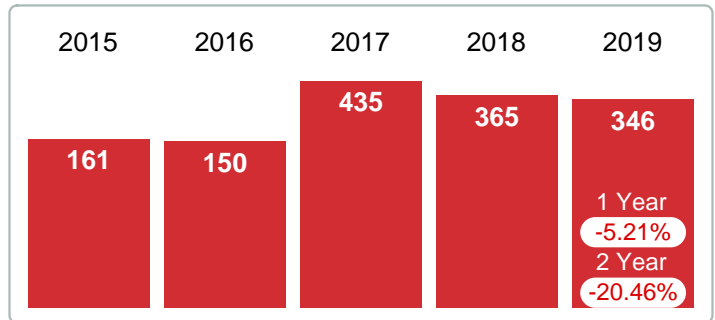
ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

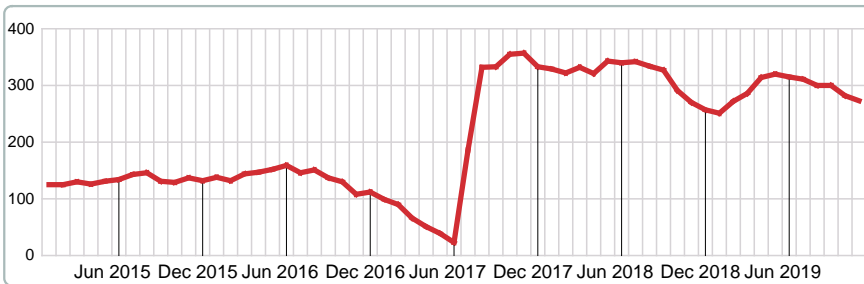
END OF NOVEMBER



ACTIVE DURING NOVEMBER

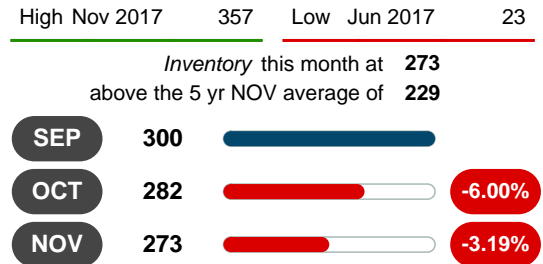


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 229



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	4.76%	63.7	7	6	0	0
\$50,001 - \$100,000	44	16.12%	83.3	11	29	3	1
\$100,001 - \$150,000	46	16.85%	70.0	11	28	6	1
\$150,001 - \$250,000	63	23.08%	72.2	3	45	14	1
\$250,001 - \$375,000	44	16.12%	80.5	4	25	12	3
\$375,001 - \$575,000	31	11.36%	75.7	0	12	11	8
\$575,001 and up	32	11.72%	103.7	1	10	16	5
Total Active Inventory by Units	273			37	155	62	19
Total Active Inventory by Volume	75,319,957	100%	78.6	4.84M	35.21M	24.39M	10.87M
Average Active Inventory Listing Price	\$275,897			\$130,877	\$227,158	\$393,457	\$572,300

November 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
273	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf

High Nov 2019	inf	Low Nov 2019	inf
Months Supply this month at inf equal to 5 yr NOV average of inf			
SEP	inf		%
OCT	inf		%
NOV	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13		4.76%	2.74	2.80	2.67	0.00	0.00	
\$50,001 - \$100,000	44		16.12%	3.41	3.14	3.66	2.25	6.00	
\$100,001 - \$150,000	46		16.85%	3.76	6.29	3.23	4.00	3.00	
\$150,001 - \$250,000	63		23.08%	2.86	3.60	2.74	3.11	4.00	
\$250,001 - \$375,000	44		16.12%	6.86	12.00	6.98	6.00	6.00	
\$375,001 - \$575,000	31		11.36%	15.50	0.00	20.57	10.15	24.00	
\$575,001 and up	32		11.72%	38.40	0.00	30.00	38.40	60.00	
Market Supply of Inventory (MSI)		4.46			4.15	3.90	5.72	11.40	
Total Active Inventory by Units		273	100%	4.46	37	155	62	19	

November 2019



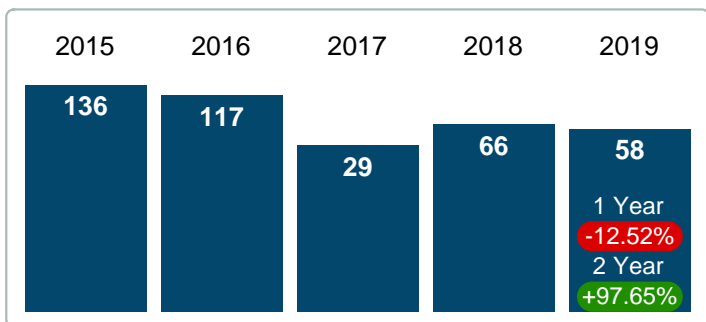
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



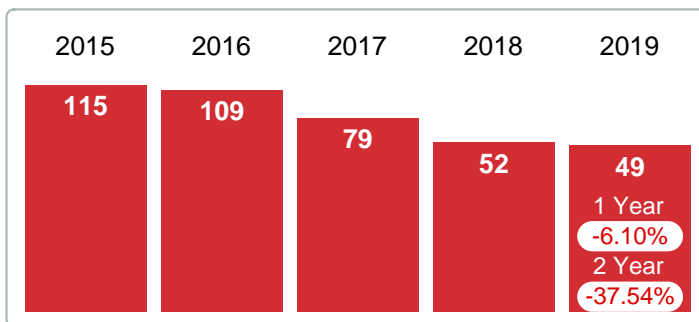
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

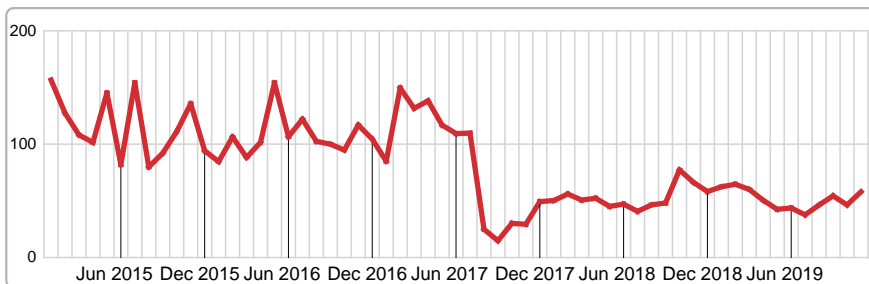
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 81

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 58 below the 5 yr NOV average of 81



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	6.82%	47	16	109	0	0
\$50,001 - \$75,000	4.55%	59	59	0	0	0
\$75,001 - \$125,000	22.73%	41	23	29	161	0
\$125,001 - \$150,000	11.36%	79	81	78	0	0
\$150,001 - \$200,000	27.27%	54	24	58	50	0
\$200,001 - \$300,000	15.91%	86	106	81	88	0
\$300,001 and up	11.36%	48	0	40	34	93
Average Closed DOM		58	49	57	72	93
Total Closed Units	100%	58	10	26	7	1
Total Closed Volume		8,000,064	1.09M	4.33M	1.65M	925.00K

November 2019



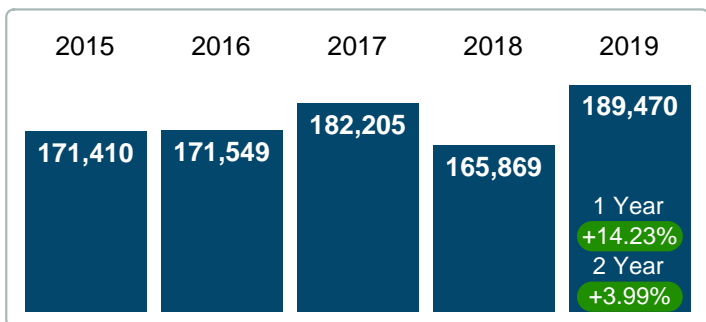
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



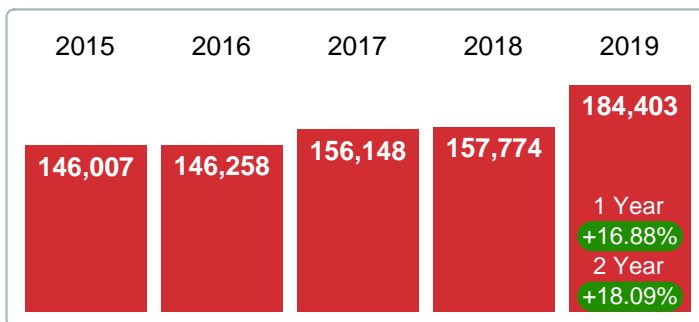
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

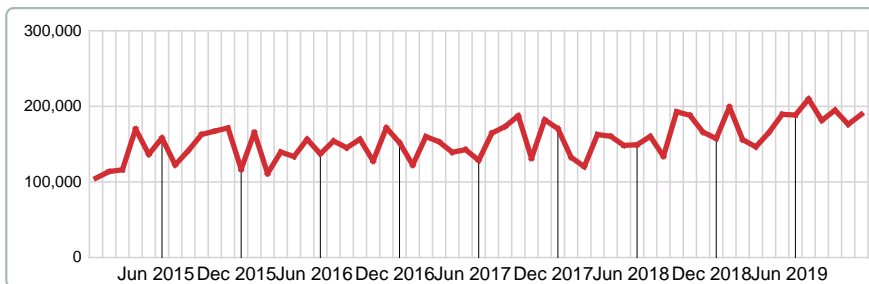
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

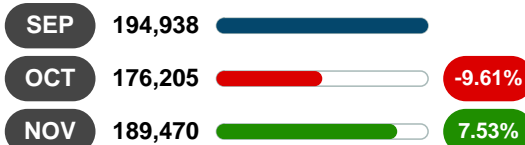


3 MONTHS

5 year NOV AVG = 176,101

High Jul 2019 209,710 Low Jan 2015 105,083

Average List Price at Closing this month at **189,470** above the 5 yr NOV average of **176,101**



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	2.27%	49,000	54,900	49,000	0	0
\$50,001 - \$75,000	9.09%	64,550	74,200	0	0	0
\$75,001 - \$125,000	22.73%	92,730	89,950	93,914	90,000	0
\$125,001 - \$150,000	9.09%	141,000	148,750	139,667	0	0
\$150,001 - \$200,000	27.27%	168,630	158,000	174,229	182,000	0
\$200,001 - \$300,000	18.18%	227,888	224,900	240,200	209,200	0
\$300,001 and up	11.36%	538,300	0	414,250	432,000	999,000
Average List Price		189,470	111,850	172,414	248,057	999,000
Total Closed Units	100%	189,470	10	26	7	1
Total Closed Volume		8,336,664	1.12M	4.48M	1.74M	999.00K

November 2019



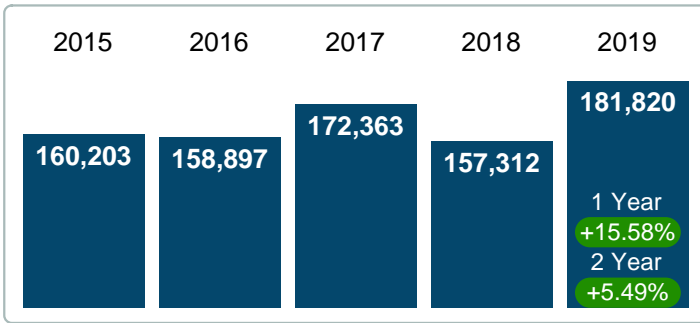
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



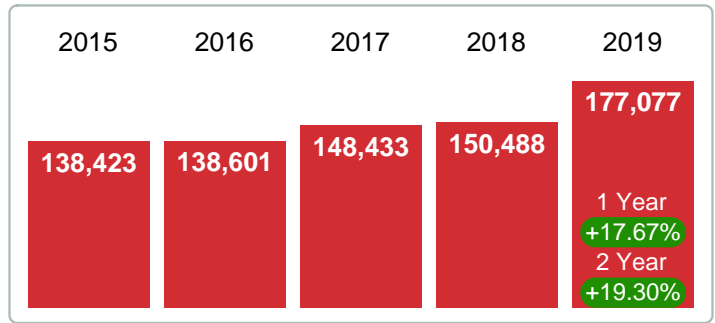
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

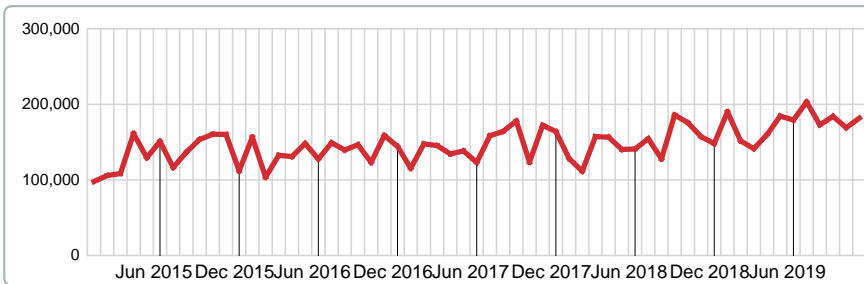
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

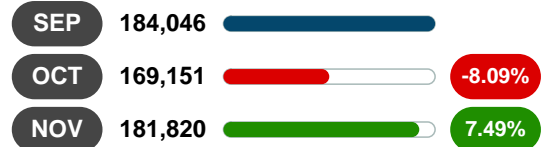


3 MONTHS

5 year NOV AVG = 166,119

High Jul 2019 203,150 Low Jan 2015 97,863

Average Sold Price at Closing this month at **181,820** above the 5 yr NOV average of **166,119**



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	6.82%	46,667	50,000	40,000	0	0
\$50,001 - \$75,000	4.55%	71,000	71,000	0	0	0
\$75,001 - \$125,000	22.73%	89,640	88,500	89,914	90,000	0
\$125,001 - \$150,000	11.36%	140,900	144,000	138,833	0	0
\$150,001 - \$200,000	27.27%	168,814	163,000	170,196	165,500	0
\$200,001 - \$300,000	15.91%	223,771	224,900	230,500	209,750	0
\$300,001 and up	11.36%	505,000	0	397,500	402,500	925,000
Average Sold Price		181,820	109,490	166,718	235,071	925,000
Total Closed Units	100%	181,820	10	26	7	1
Total Closed Volume		8,000,064	1.09M	4.33M	1.65M	925.00K

November 2019



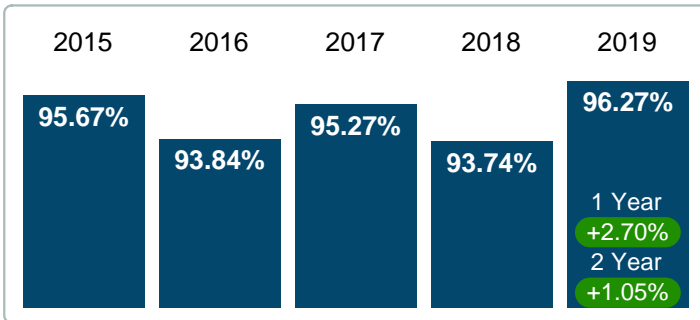
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



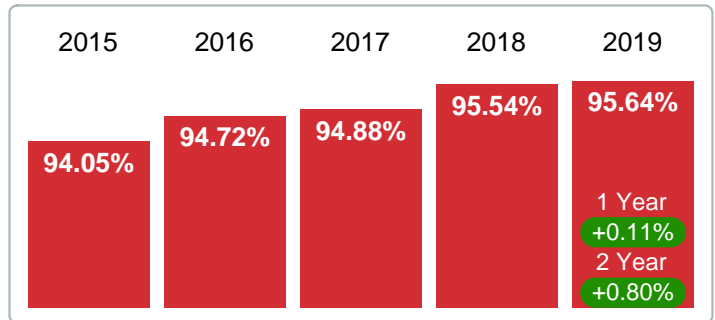
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

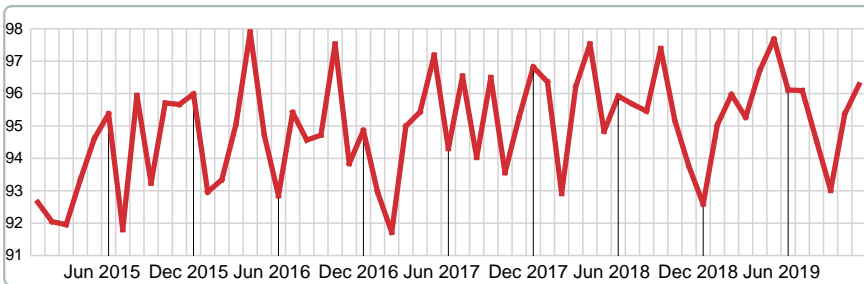
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

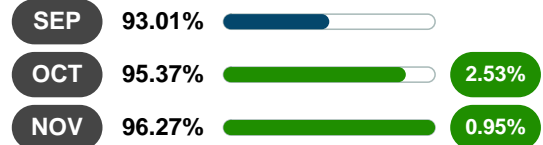


3 MONTHS

5 year NOV AVG = 94.96%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.27%**
above the 5 yr NOV average of **94.96%**



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	<div style="width: 3%;"></div> 3	6.82%	87.93%	91.07%	81.63%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 2%;"></div> 2	4.55%	95.71%	95.71%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	<div style="width: 10%;"></div> 10	22.73%	96.60%	98.39%	95.61%	100.00%	0.00%	
\$125,001 - \$150,000	<div style="width: 5%;"></div> 5	11.36%	98.35%	96.80%	99.38%	0.00%	0.00%	
\$150,001 - \$200,000	<div style="width: 12%;"></div> 12	27.27%	97.27%	103.16%	97.90%	91.45%	0.00%	
\$200,001 - \$300,000	<div style="width: 7%;"></div> 7	15.91%	97.72%	100.00%	95.87%	100.26%	0.00%	
\$300,001 and up	<div style="width: 5%;"></div> 5	11.36%	94.35%	0.00%	96.18%	93.39%	92.59%	
Average Sold/List Ratio		96.30%		96.71%	96.39%	95.74%	92.59%	
Total Closed Units		44	100%	96.30%	10	26	7	1
Total Closed Volume		8,000,064			1.09M	4.33M	1.65M	925.00K

November 2019



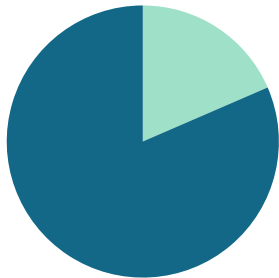
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

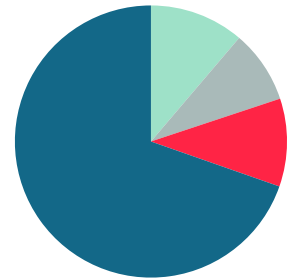


Inventory
 New Listings
64 = 18.50%
 Start Inventory
282
 Total Inventory Units
346
 Volume
\$91,478,656

Market Activity

Closed Sales
44 = 11.22%
 Pending Sales
34 = 8.67%
 Other Off Market
41 = 10.46%
 Active Inventory
273 = 69.64%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	44	-26.67%	660	676	2.42%
Pending Sales	57	34	-40.35%	691	708	2.46%
New Listings	74	64	-13.51%	1,174	1,142	-2.73%
Average List Price	165,869	189,470	14.23%	157,774	184,403	16.88%
Average Sale Price	157,312	181,820	15.58%	150,488	177,077	17.67%
Average Percent of Selling Price to List Price	93.74%	96.27%	2.70%	95.54%	95.64%	0.11%
Average Days on Market to Sale	66.30	58.00	-12.52%	52.46	49.26	-6.10%
Monthly Inventory	270	273	1.11%	270	273	1.11%
Months Supply of Inventory	4.51	4.46	-0.96%	4.51	4.46	-0.96%

Absorption: Last 12 months, an Average of **61** Sales/Month

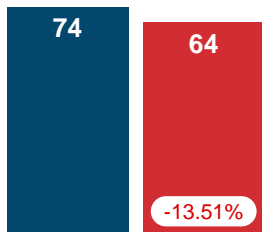
Inventory on November 30, 2019 = **273**

2018 **2019**

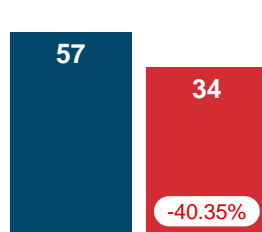
NOVEMBER MARKET

AVERAGE PRICES

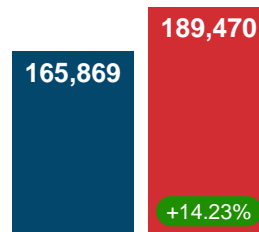
New Listings



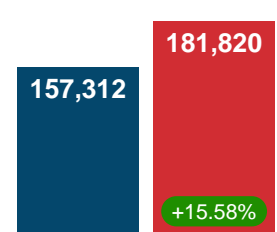
Pending Listings



List Price



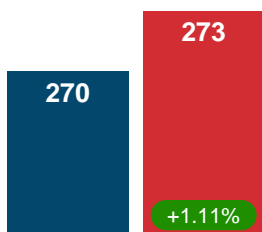
Sale Price



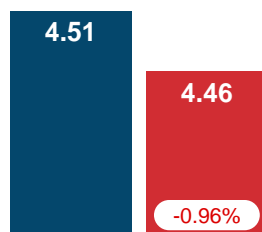
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

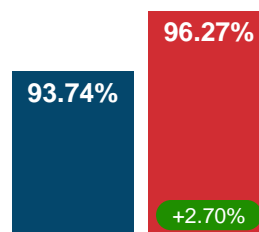
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

