

November 2019



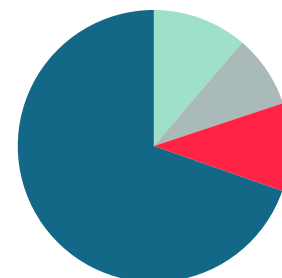
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	143,750	158,950	10.57%
Median Sale Price	145,250	156,750	7.92%
Median Percent of Selling Price to List Price	96.12%	97.61%	1.55%
Median Days on Market to Sale	46.50	40.00	-13.98%
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.

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 **7.92%** in November 2019 to \$156,750 versus the previous year at \$145,250.

Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 6.50 days or **13.98%** in November 2019 compared to last year's same month at **46.50** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



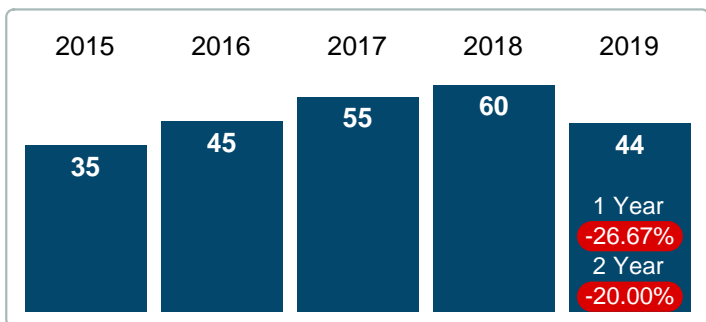
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



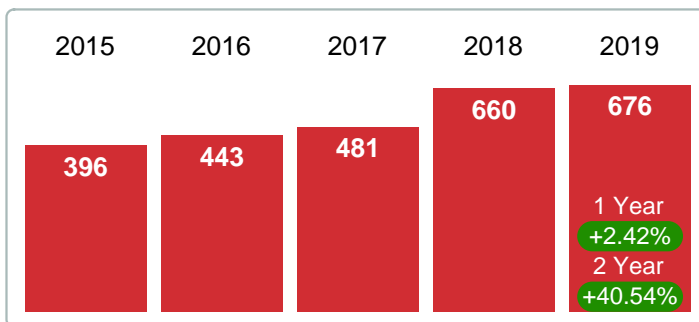
CLOSED LISTINGS

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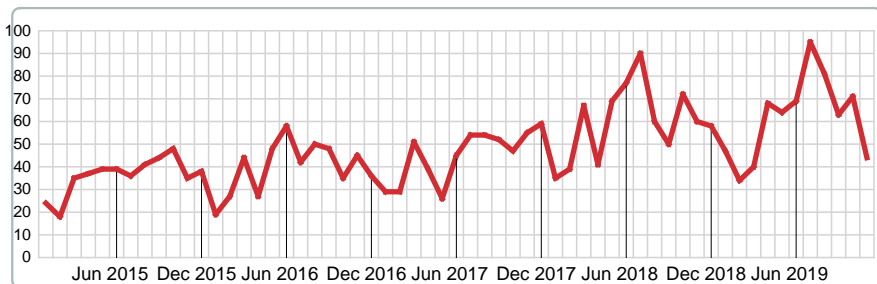
NOVEMBER



YEAR TO DATE (YTD)

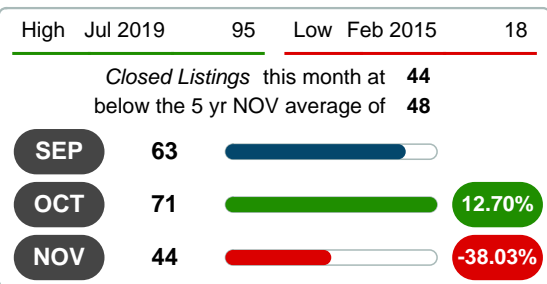


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.82%	16.0	2	1	0	0
\$50,001 - \$75,000	2	4.55%	58.5	2	0	0	0
\$75,001 - \$125,000	10	22.73%	28.5	2	7	1	0
\$125,001 - \$150,000	5	11.36%	62.0	2	3	0	0
\$150,001 - \$200,000	12	27.27%	32.0	1	9	2	0
\$200,001 - \$300,000	7	15.91%	106.0	1	4	2	0
\$300,001 and up	5	11.36%	53.0	0	2	2	1
Total Closed Units	44			10	26	7	1
Total Closed Volume	8,000,064	100%	40.0	1.09M	4.33M	1.65M	925.00K
Median Closed Price	\$156,750			\$88,500	\$156,750	\$208,500	\$925,000

November 2019



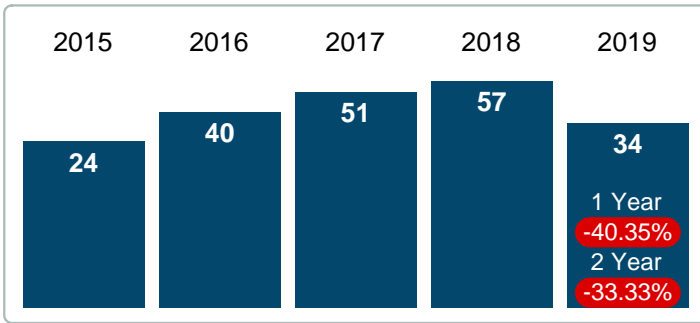
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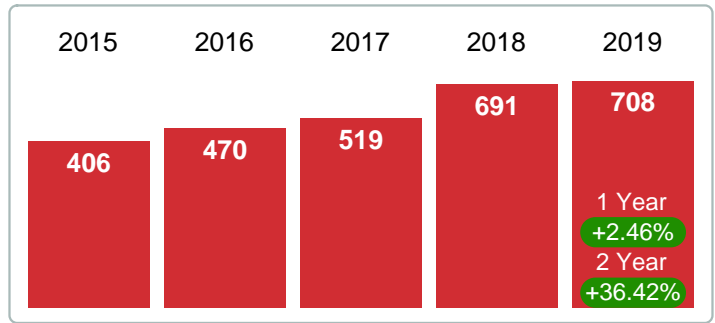
PENDING LISTINGS

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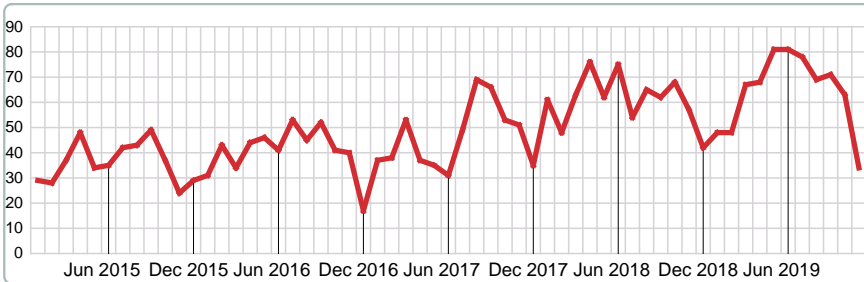
NOVEMBER



YEAR TO DATE (YTD)

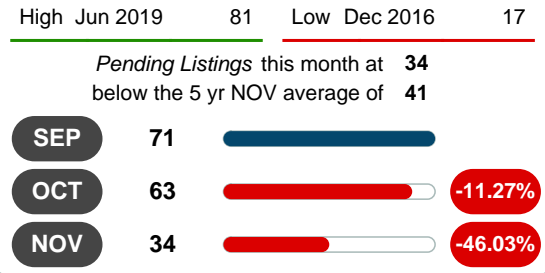


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	53.0	0	0	0	0
\$50,001 - \$100,000	7	20.59%	118.0	3	4	0	0
\$100,001 - \$125,000	4	11.76%	47.0	0	4	0	0
\$125,001 - \$150,000	5	14.71%	25.0	1	4	0	0
\$150,001 - \$275,000	10	29.41%	35.5	3	4	2	1
\$275,001 - \$325,000	3	8.82%	22.0	1	1	1	0
\$325,001 and up	5	14.71%	14.0	2	0	1	2
Total Pending Units	34			10	17	4	3
Total Pending Volume	6,519,900	100%	29.5	1.93M	2.33M	1.02M	1.24M
Median Listing Price	\$153,750			\$160,750	\$135,000	\$247,450	\$349,000

November 2019



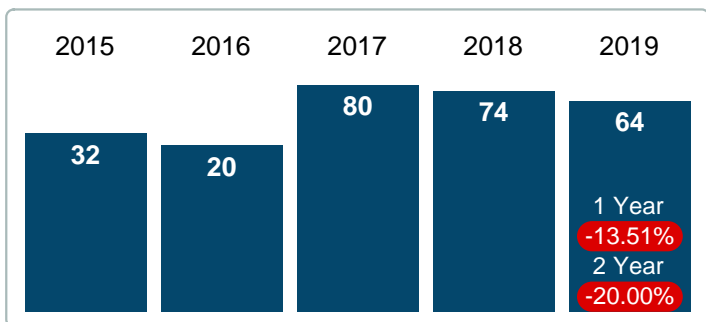
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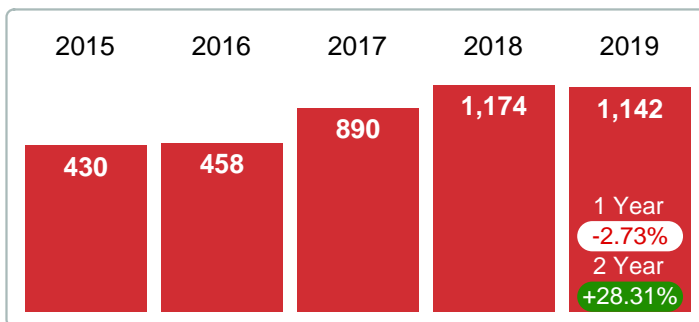
NEW LISTINGS

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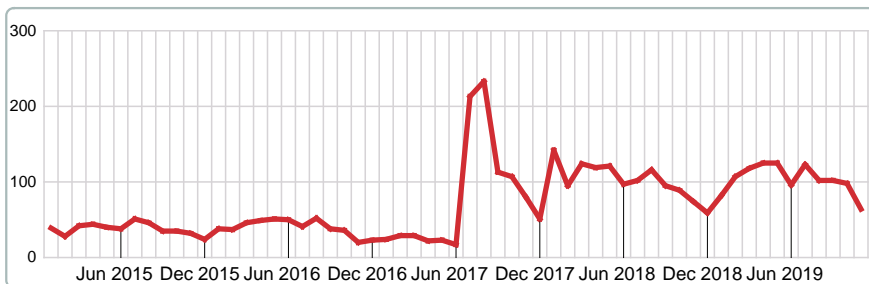
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **64**
above the 5 yr NOV average of **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
Median New Listed Listing Price	\$155,450		\$124,900	\$151,950	\$359,900	\$135,950

November 2019



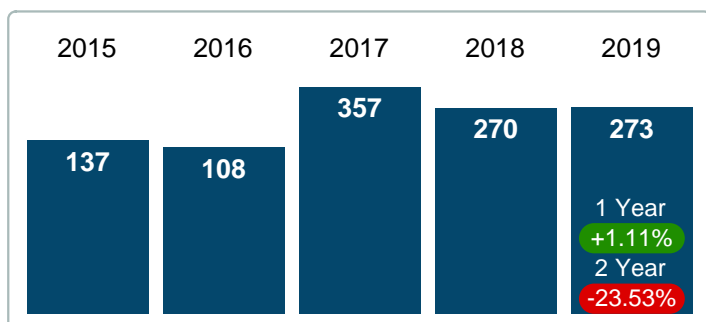
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



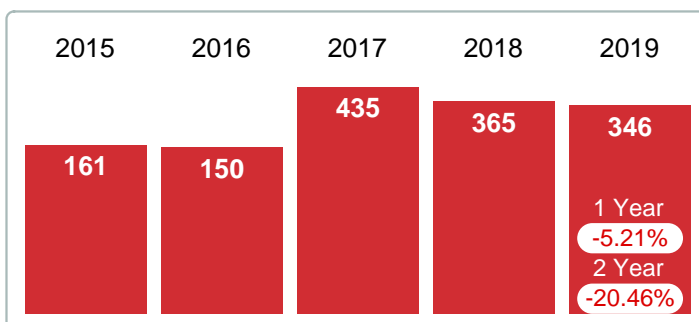
ACTIVE INVENTORY

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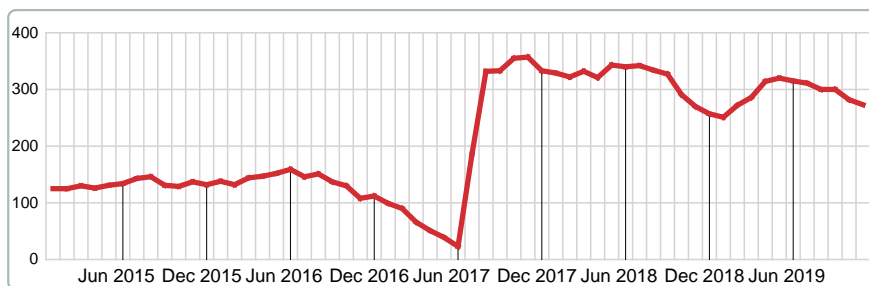
END OF NOVEMBER



ACTIVE DURING NOVEMBER

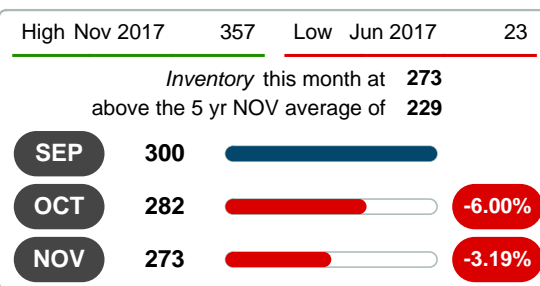


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 229



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	4.76%	64.0	7	6	0	0
\$50,001 - \$100,000	44	16.12%	62.5	11	29	3	1
\$100,001 - \$150,000	46	16.85%	75.0	11	28	6	1
\$150,001 - \$250,000	63	23.08%	57.0	3	45	14	1
\$250,001 - \$375,000	44	16.12%	63.5	4	25	12	3
\$375,001 - \$575,000	31	11.36%	59.0	0	12	11	8
\$575,001 and up	32	11.72%	93.5	1	10	16	5
Total Active Inventory by Units	273			37	155	62	19
Total Active Inventory by Volume	75,319,957	100%	68.0	4.84M	35.21M	24.39M	10.87M
Median Active Inventory Listing Price	\$195,900			\$115,000	\$185,000	\$319,950	\$465,000

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



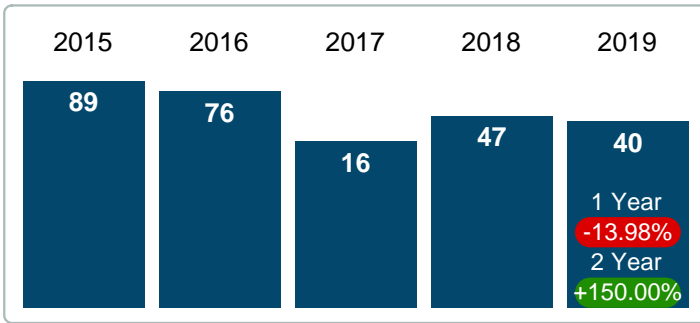
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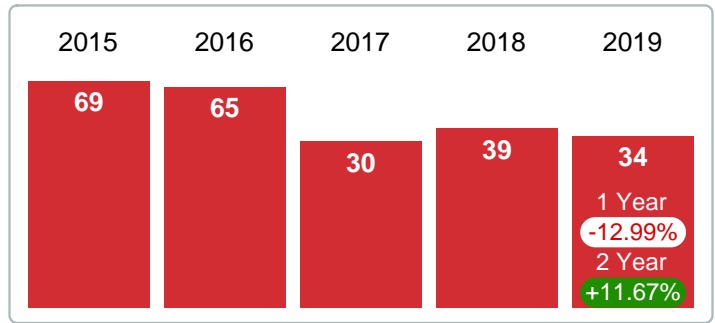
MEDIAN DAYS ON MARKET TO SALE

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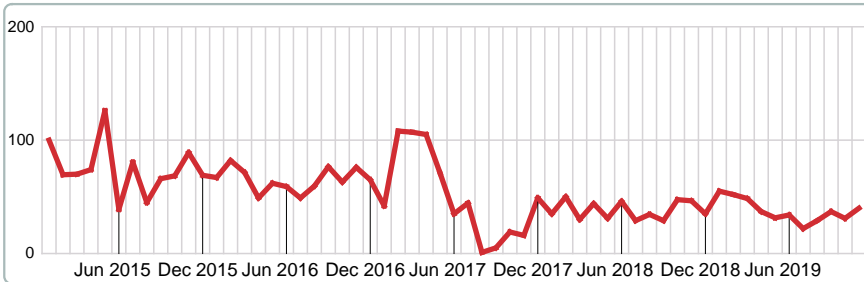
NOVEMBER



YEAR TO DATE (YTD)

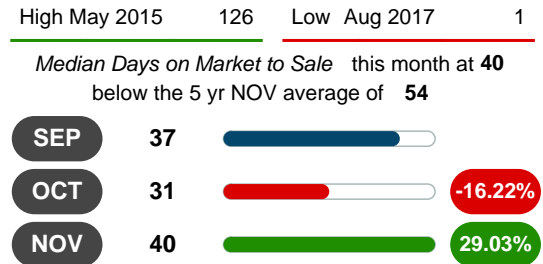


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54



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	6.82%	16	16	109	0	0
\$50,001 - \$75,000	4.55%	59	59	0	0	0
\$75,001 - \$125,000	22.73%	29	23	26	161	0
\$125,001 - \$150,000	11.36%	62	81	62	0	0
\$150,001 - \$200,000	27.27%	32	24	40	50	0
\$200,001 - \$300,000	15.91%	106	106	73	88	0
\$300,001 and up	11.36%	53	0	40	34	93
Median Closed DOM		40	32	36	53	93
Total Closed Units	100%	44	10	26	7	1
Total Closed Volume		8,000,064	1.09M	4.33M	1.65M	925.00K

November 2019



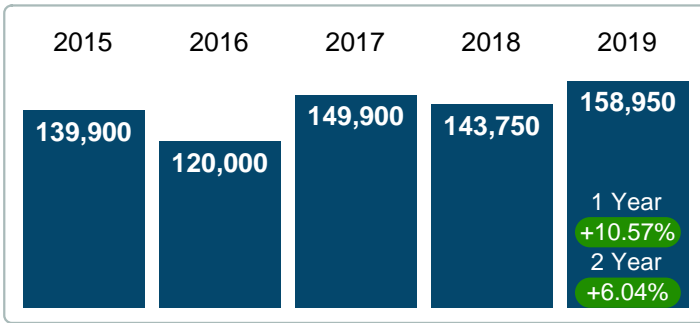
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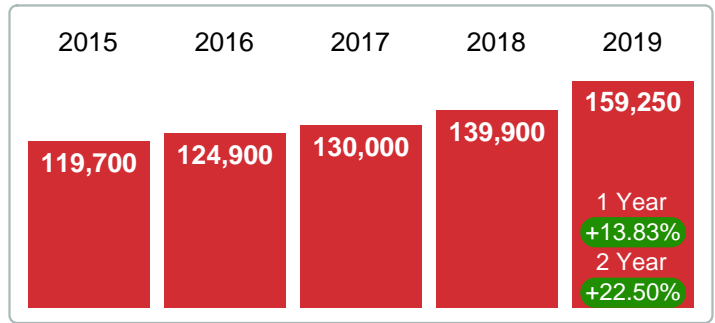
MEDIAN LIST PRICE AT CLOSING

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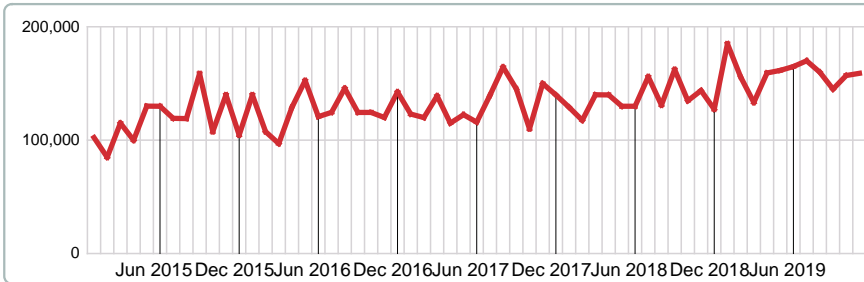
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

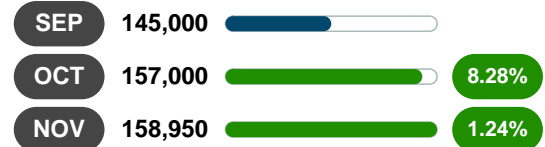


3 MONTHS

5 year NOV AVG = 142,500

High Jan 2019 185,000 Low Feb 2015 84,900

Median List Price at Closing this month at **158,950** above the 5 yr NOV average of **142,500**



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	1	2.27%	49,000	0	49,000	0	0
\$50,001 - \$75,000	4	9.09%	64,200	64,200	0	0	0
\$75,001 - \$125,000	10	22.73%	90,000	89,950	90,000	90,000	0
\$125,001 - \$150,000	4	9.09%	142,000	145,000	139,000	0	0
\$150,001 - \$200,000	12	27.27%	162,500	155,250	165,000	182,000	0
\$200,001 - \$300,000	8	18.18%	221,950	224,900	234,900	209,200	0
\$300,001 and up	5	11.36%	499,500	0	414,250	432,000	999,000
Median List Price			158,950	89,950	159,900	208,500	999,000
Total Closed Units		100%	158,950	10	26	7	1
Total Closed Volume			8,336,664	1.12M	4.48M	1.74M	999.00K

November 2019



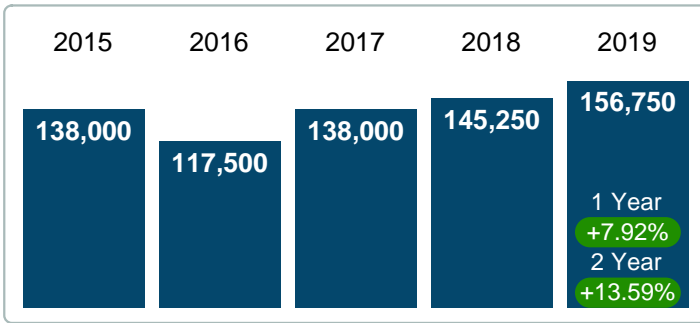
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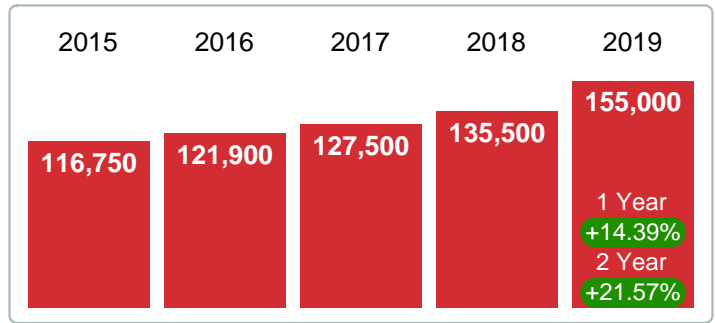
MEDIAN SOLD PRICE AT CLOSING

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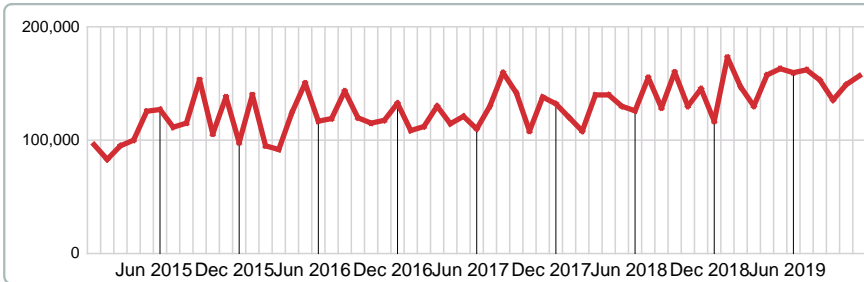
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

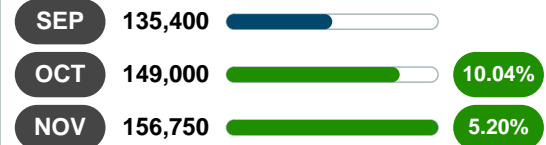


3 MONTHS

5 year NOV AVG = 139,100

High Jan 2019 173,000 Low Feb 2015 83,000

Median Sold Price at Closing this month at **156,750** above the 5 yr NOV average of **139,100**



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	6.82%	50,000	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%	88,000	88,500	85,000	90,000	0
\$125,001 - \$150,000	11.36%	140,000	144,000	139,000	0	0
\$150,001 - \$200,000	27.27%	161,500	163,000	160,000	165,500	0
\$200,001 - \$300,000	15.91%	211,000	224,900	231,500	209,750	0
\$300,001 and up	11.36%	475,000	0	397,500	402,500	925,000
Median Sold Price		156,750	88,500	156,750	208,500	925,000
Total Closed Units	100%	156,750	10	26	7	1
Total Closed Volume		8,000,064	1.09M	4.33M	1.65M	925.00K

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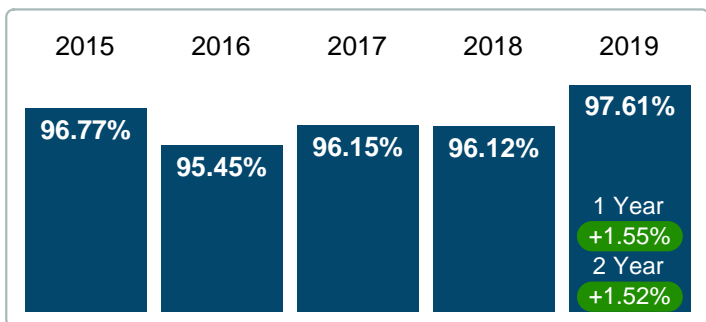
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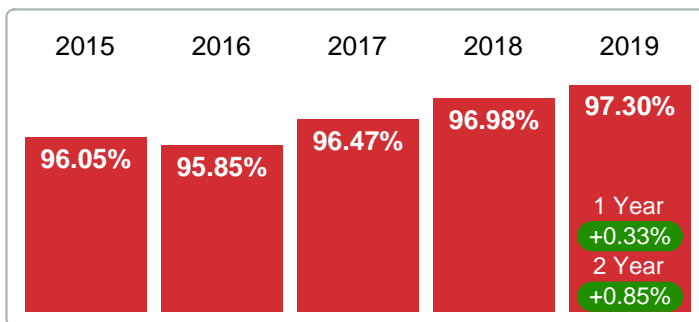
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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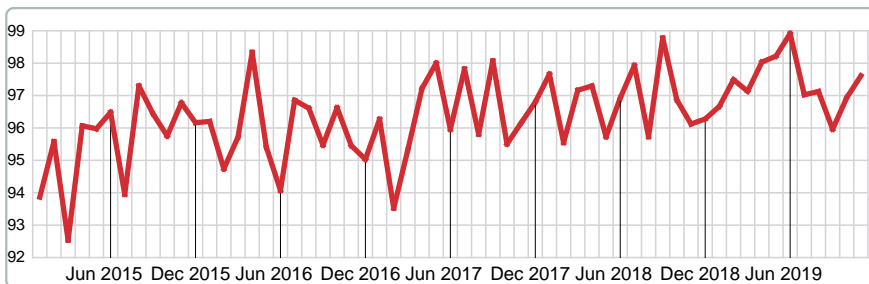
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

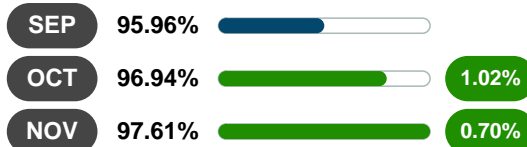


3 MONTHS

5 year NOV AVG = 96.42%

High Jun 2019 98.91% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **97.61%**
above the 5 yr NOV average of **96.42%**



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	3	6.82%	91.07%	91.07%	81.63%	0.00%	0.00%
\$50,001 - \$75,000	2	4.55%	95.71%	95.71%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	10	22.73%	100.00%	98.39%	100.00%	100.00%	0.00%
\$125,001 - \$150,000	5	11.36%	98.15%	96.80%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	12	27.27%	99.75%	103.16%	100.00%	91.45%	0.00%
\$200,001 - \$300,000	7	15.91%	100.00%	100.00%	96.45%	100.26%	0.00%
\$300,001 and up	5	11.36%	94.56%	0.00%	96.18%	93.39%	92.59%
Median Sold/List Ratio		97.61%		96.91%	99.31%	96.97%	92.59%
Total Closed Units		44	100%	10	26	7	1
Total Closed Volume		8,000,064		1.09M	4.33M	1.65M	925.00K

November 2019



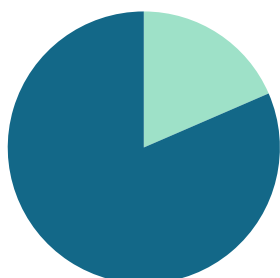
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

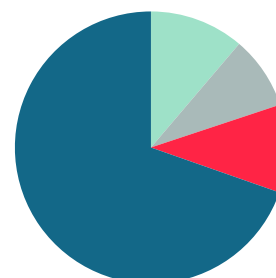


Inventory
 New Listings
64 = 18.50%
 Start Inventory
282
 Total Inventory Units
346
 Volume
\$91,478,656

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%
Median List Price	143,750	158,950	10.57%	139,900	159,250	13.83%
Median Sale Price	145,250	156,750	7.92%	135,500	155,000	14.39%
Median Percent of Selling Price to List Price	96.12%	97.61%	1.55%	96.98%	97.30%	0.33%
Median Days on Market to Sale	46.50	40.00	-13.98%	38.50	33.50	-12.99%
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

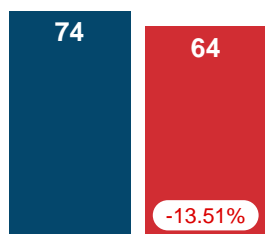
Inventory on November 30, 2019 = **273**

2018 **2019**

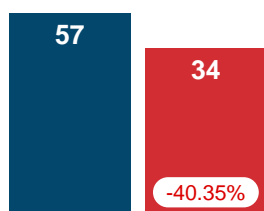
NOVEMBER MARKET

MEDIAN PRICES

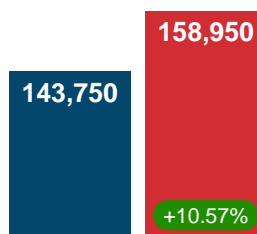
New Listings



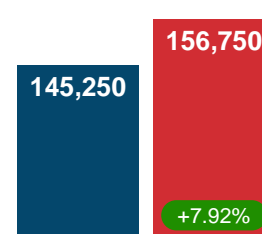
Pending Listings



List Price



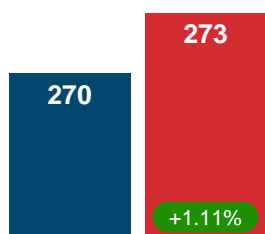
Sale Price



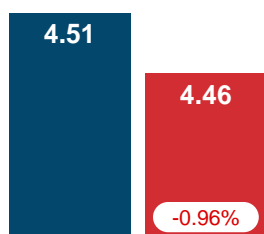
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

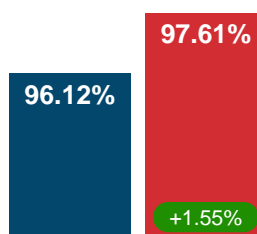
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

