

October 2019



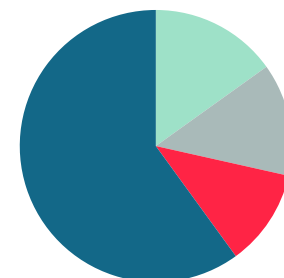
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	72	71	-1.39%
Pending Listings	68	63	-7.35%
New Listings	89	98	10.11%
Average List Price	188,185	176,205	-6.37%
Average Sale Price	175,740	169,151	-3.75%
Average Percent of Selling Price to List Price	95.17%	95.37%	0.21%
Average Days on Market to Sale	77.26	46.39	-39.95%
End of Month Inventory	291	282	-3.09%
Months Supply of Inventory	4.89	4.51	-7.74%



■ Closed (15.11%)
■ Pending (13.40%)
■ Other OffMarket (11.49%)
■ Active (60.00%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of October 31, 2019 = **282**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **3.09%** to 282 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **4.51** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.75%** in October 2019 to \$169,151 versus the previous year at \$175,740.

Average Days on Market Shortens

The average number of **46.39** days that homes spent on the market before selling decreased by 30.87 days or **39.95%** in October 2019 compared to last year's same month at **77.26** DOM.

Sales Success for October 2019 is Positive

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

There were 98 New Listings in October 2019, up **10.11%** from last year at 89. Furthermore, there were 71 Closed Listings this month versus last year at 72, a **-1.39%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, October 2018, at **80.9%**, a **10.45%** downswing. 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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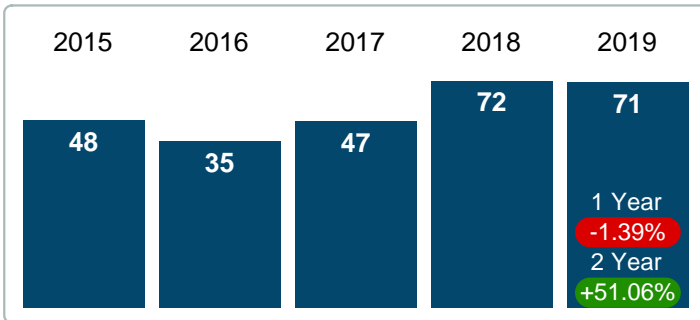
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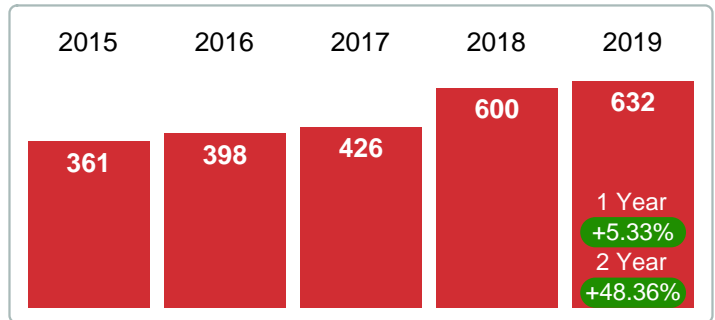
CLOSED LISTINGS

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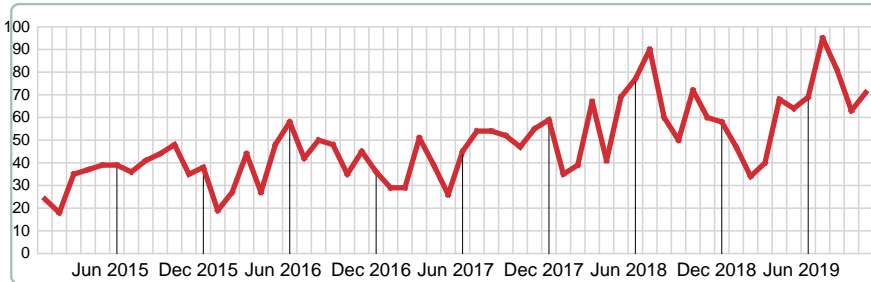
OCTOBER



YEAR TO DATE (YTD)

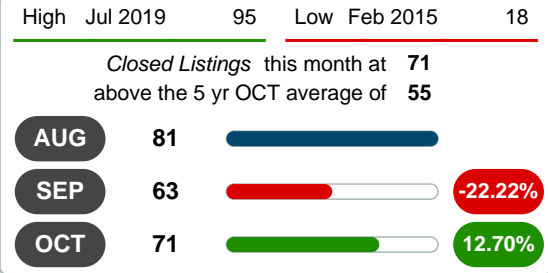


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 55



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	4	5.63%	81.5	4	0	0	0
\$50,001 - \$75,000	6	8.45%	96.5	1	4	0	1
\$75,001 - \$125,000	15	21.13%	47.3	3	9	2	1
\$125,001 - \$175,000	19	26.76%	27.8	1	15	2	1
\$175,001 - \$200,000	8	11.27%	41.6	1	7	0	0
\$200,001 - \$275,000	11	15.49%	41.3	0	8	3	0
\$275,001 and up	8	11.27%	45.5	0	6	2	0
Total Closed Units	71			10	49	9	3
Total Closed Volume	12,009,740	100%	46.4	779.00K	8.33M	2.61M	296.00K
Average Closed Price	\$169,151			\$77,900	\$169,994	\$289,449	\$98,667

October 2019



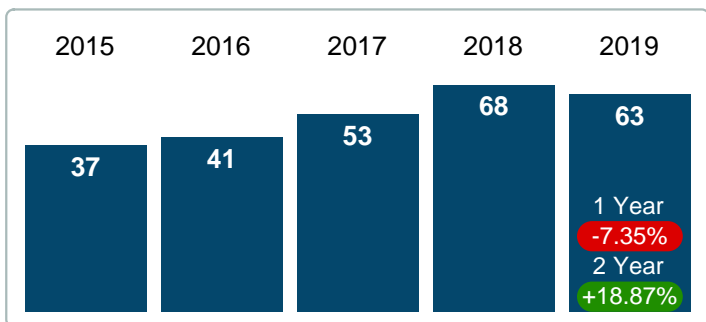
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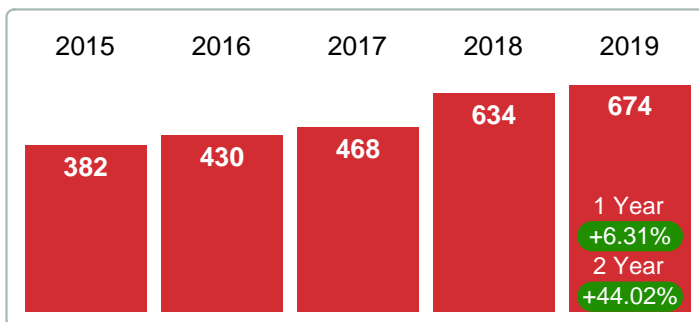
PENDING LISTINGS

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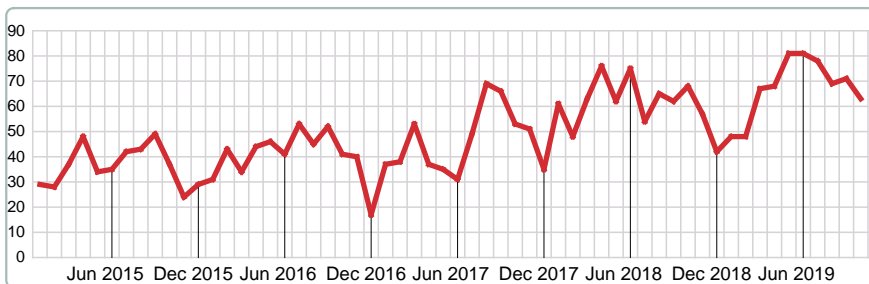
OCTOBER



YEAR TO DATE (YTD)

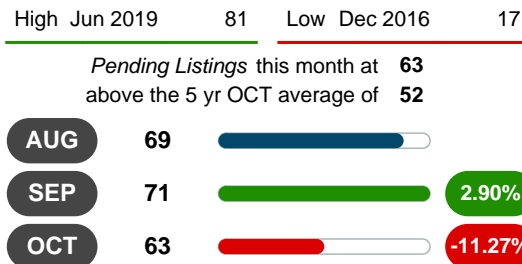


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.35%	54.3	0	3	1	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	16	25.40%	43.4	2	10	3	1
\$125,001 - \$175,000	18	28.57%	40.6	3	11	4	0
\$175,001 - \$225,000	10	15.87%	67.7	1	7	2	0
\$225,001 - \$275,000	8	12.70%	54.5	0	5	3	0
\$275,001 and up	7	11.11%	63.3	0	2	4	1
Total Pending Units	63			6	38	17	2
Total Pending Volume	11,545,904	100%	50.4	845.80K	6.08M	4.14M	481.00K
Average Listing Price	\$183,484			\$140,967	\$160,096	\$243,261	\$240,500

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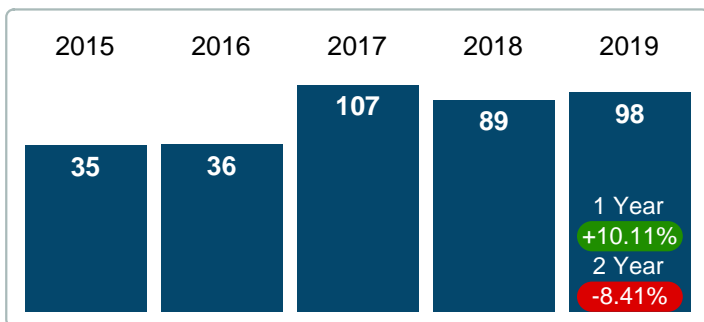
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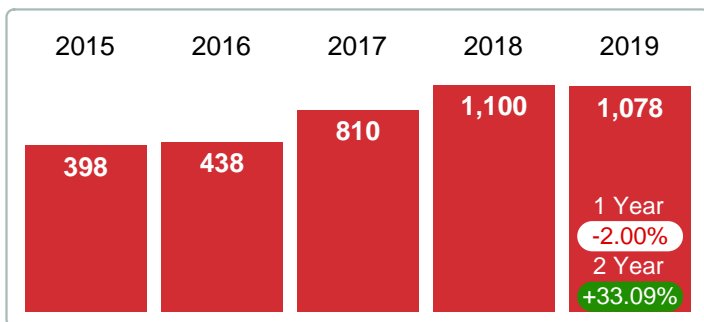
NEW LISTINGS

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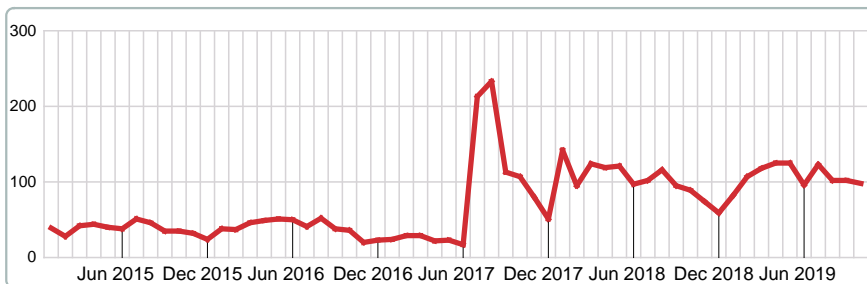
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 73

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **98**
above the 5 yr OCT average of **73**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.16%	1	6	1	0
\$75,001 - \$100,000	9	9.18%	1	8	0	0
\$100,001 - \$150,000	13	13.27%	3	9	1	0
\$150,001 - \$275,000	33	33.67%	1	21	10	1
\$275,001 - \$350,000	9	9.18%	3	2	4	0
\$350,001 - \$475,000	14	14.29%	1	6	5	2
\$475,001 and up	12	12.24%	0	5	4	3
Total New Listed Units	98		10	57	25	6
Total New Listed Volume	29,285,090	100%	2.07M	16.86M	7.66M	2.70M
Average New Listed Listing Price	\$212,053		\$206,915	\$295,816	\$306,282	\$449,567

October 2019



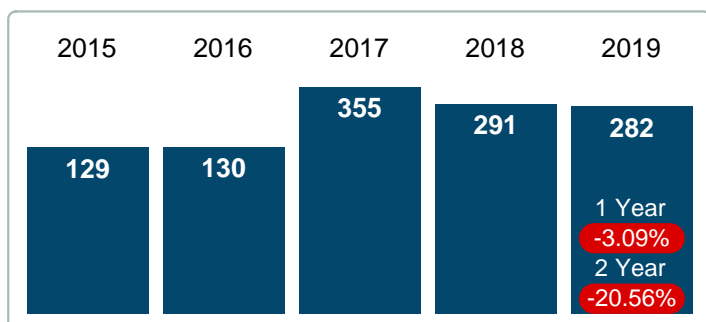
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



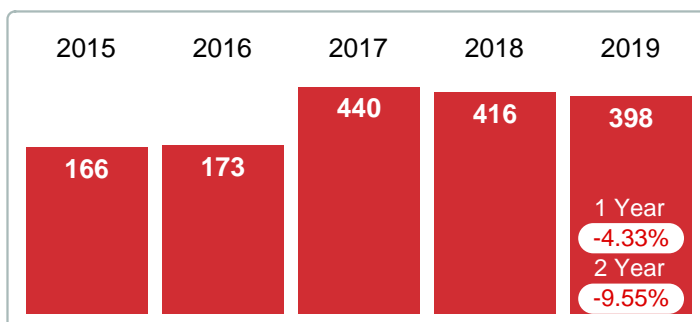
ACTIVE INVENTORY

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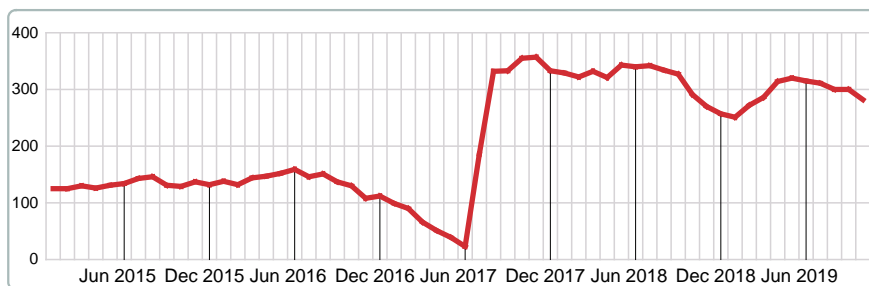
END OF OCTOBER



ACTIVE DURING OCTOBER

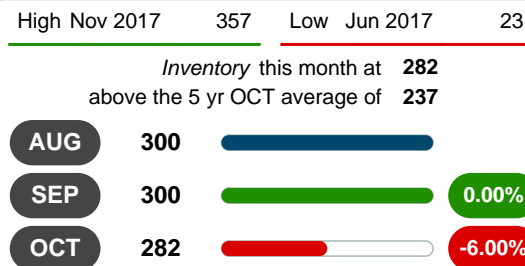


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 237



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	12	4.26%	61.7	8	4	0	0
\$50,001 - \$100,000	39	13.83%	88.7	12	25	2	0
\$100,001 - \$150,000	48	17.02%	68.6	11	31	6	0
\$150,001 - \$275,000	76	26.95%	72.1	6	52	17	1
\$275,001 - \$375,000	42	14.89%	77.0	7	19	13	3
\$375,001 - \$575,000	32	11.35%	69.5	0	13	10	9
\$575,001 and up	33	11.70%	76.5	1	10	16	6
Total Active Inventory by Units	282			45	154	64	19
Total Active Inventory by Volume	79,553,307	100%	74.3	6.62M	36.30M	24.75M	11.89M
Average Active Inventory Listing Price	\$282,104			\$147,092	\$235,702	\$386,708	\$625,616

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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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
282	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12		4.26%	2.36	2.91	1.85	0.00	0.00	
\$50,001 - \$100,000	39		13.83%	3.00	3.27	3.19	1.50	0.00	
\$100,001 - \$150,000	48		17.02%	3.76	6.95	3.41	3.43	0.00	
\$150,001 - \$275,000	76		26.95%	3.08	7.20	2.92	3.09	2.00	
\$275,001 - \$375,000	42		14.89%	10.08	42.00	7.86	10.40	9.00	
\$375,001 - \$575,000	32		11.35%	16.00	0.00	26.00	9.23	21.60	
\$575,001 and up	33		11.70%	39.60	0.00	30.00	32.00	0.00	
Market Supply of Inventory (MSI)		4.51			5.00	3.83	5.53	10.86	
Total Active Inventory by Units		282	100%	4.51	45	154	64	19	

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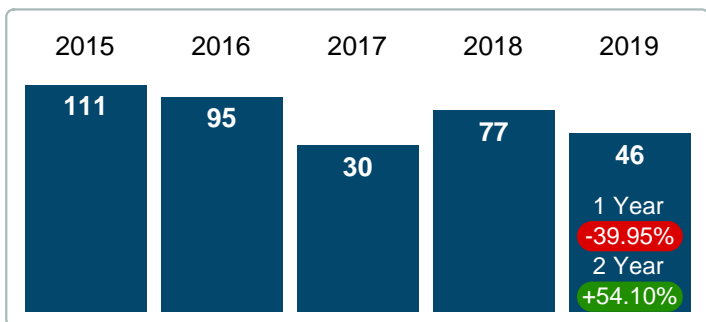
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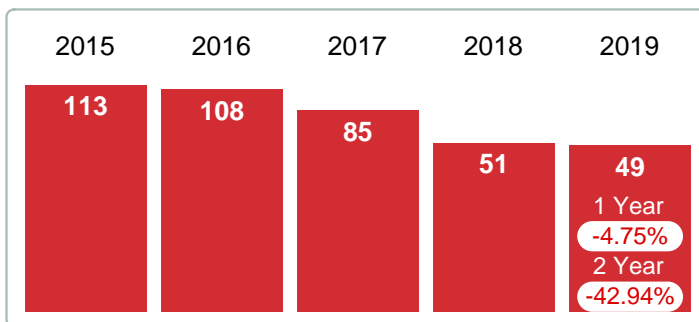
AVERAGE DAYS ON MARKET TO SALE

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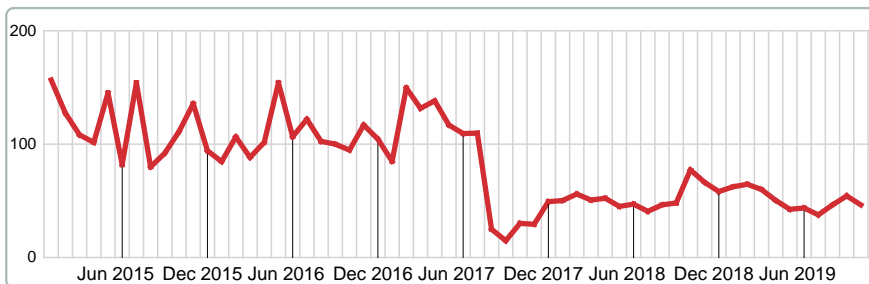
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

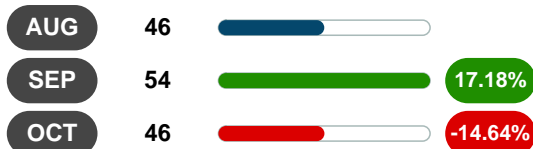


3 MONTHS

5 year OCT AVG = 72

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 46 below the 5 yr OCT average of 72



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	5.63%	82	82	0	0	0
\$50,001 - \$75,000	8.45%	97	76	86	0	160
\$75,001 - \$125,000	21.13%	47	52	47	31	65
\$125,001 - \$175,000	26.76%	28	19	32	12	3
\$175,001 - \$200,000	11.27%	42	76	37	0	0
\$200,001 - \$275,000	15.49%	41	0	37	53	0
\$275,001 and up	11.27%	46	0	59	5	0
Average Closed DOM		46	65	44	28	76
Total Closed Units	100%	46	10	49	9	3
Total Closed Volume		12,009,740	779.00K	8.33M	2.61M	296.00K

October 2019



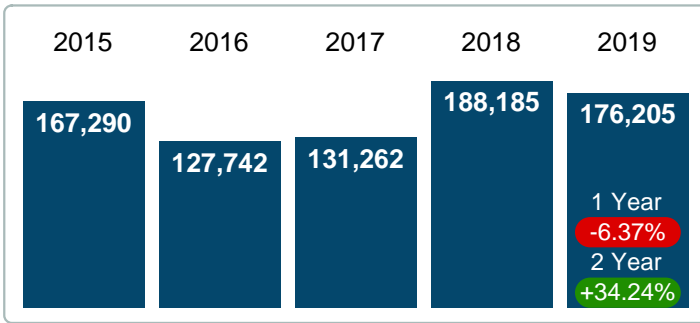
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



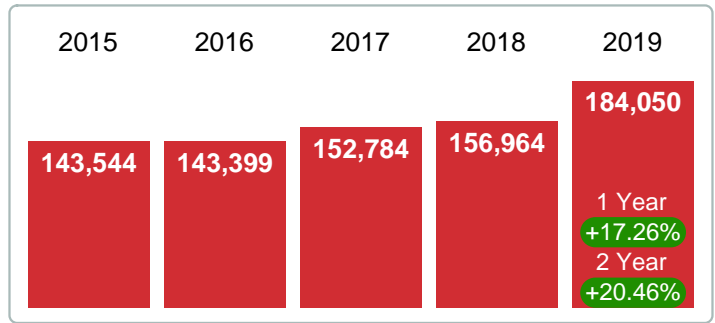
AVERAGE LIST PRICE AT CLOSING

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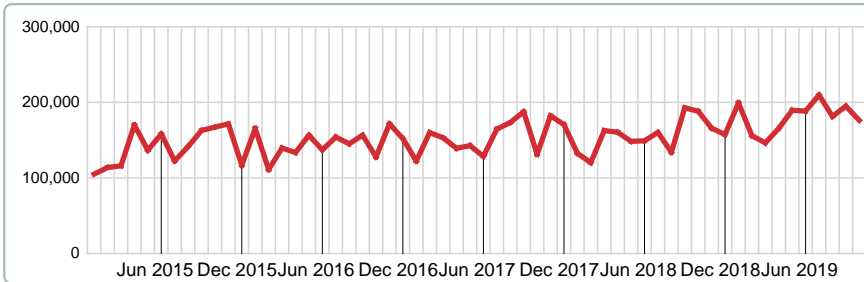
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

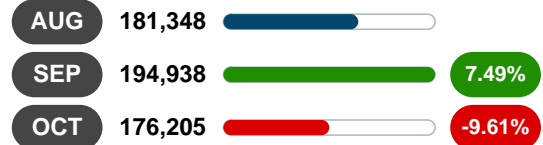


3 MONTHS

5 year OCT AVG = 158,137

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

Average List Price at Closing this month at **176,205**
 above the 5 yr OCT average of **158,137**



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	3	4.23%	30,900	36,300	0	0	0
\$50,001 - \$75,000	5	7.04%	67,900	77,000	74,250	0	70,000
\$75,001 - \$125,000	17	23.94%	100,053	87,667	107,433	109,250	99,000
\$125,001 - \$175,000	19	26.76%	150,737	150,000	149,773	167,450	159,000
\$175,001 - \$200,000	7	9.86%	186,771	149,900	190,200	0	0
\$200,001 - \$275,000	11	15.49%	236,095	0	236,050	293,247	0
\$275,001 and up	9	12.68%	401,000	0	312,500	679,500	0
Average List Price			176,205	78,510	175,618	310,238	109,333
Total Closed Units		100%	176,205	10	49	9	3
Total Closed Volume			12,510,540	785.10K	8.61M	2.79M	328.00K

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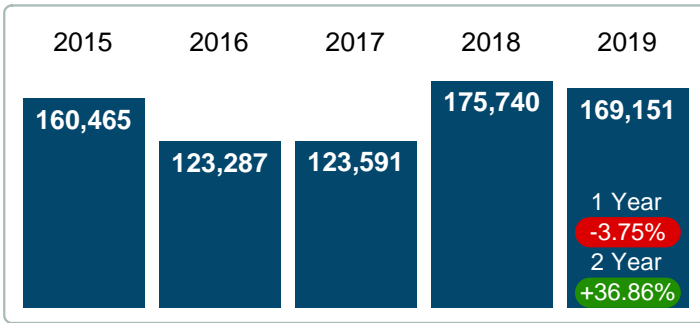
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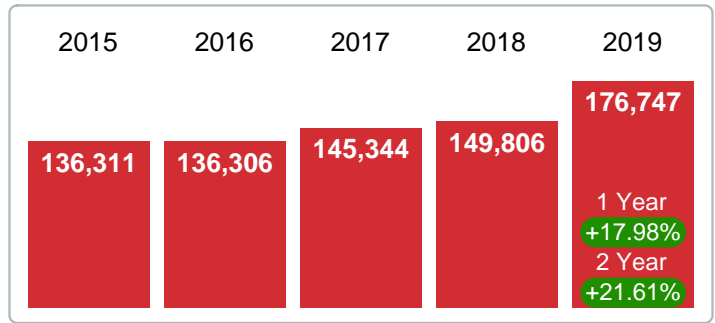
AVERAGE SOLD PRICE AT CLOSING

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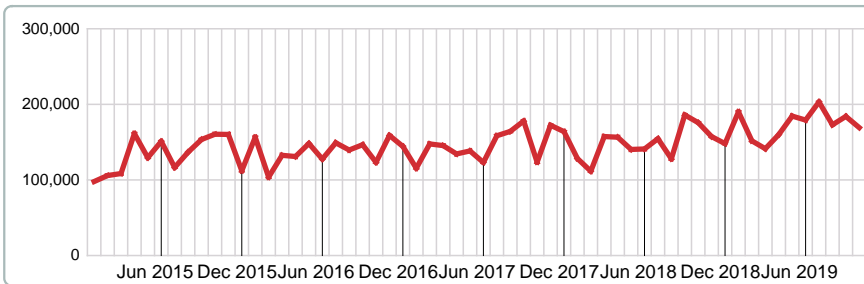
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

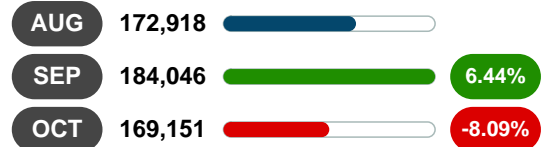


3 MONTHS

5 year OCT AVG = 150,447

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

Average Sold Price at Closing this month at 169,151 above the 5 yr OCT average of 150,447



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	5.63%	31,625	31,625	0	0	0
\$50,001 - \$75,000	8.45%	64,900	70,000	66,100	0	55,000
\$75,001 - \$125,000	21.13%	96,733	84,167	100,333	101,750	92,000
\$125,001 - \$175,000	26.76%	147,526	145,000	145,433	163,750	149,000
\$175,001 - \$200,000	11.27%	188,163	185,000	188,614	0	0
\$200,001 - \$275,000	15.49%	235,004	0	229,500	249,680	0
\$275,001 and up	11.27%	393,688	0	304,083	662,500	0
Average Sold Price		169,151	77,900	169,994	289,449	98,667
Total Closed Units	100%	169,151	10	49	9	3
Total Closed Volume		12,009,740	779.00K	8.33M	2.61M	296.00K

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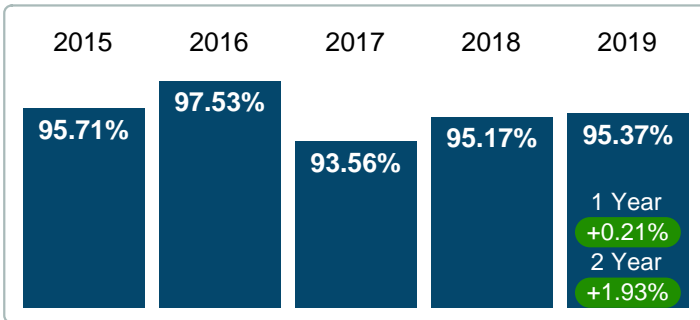
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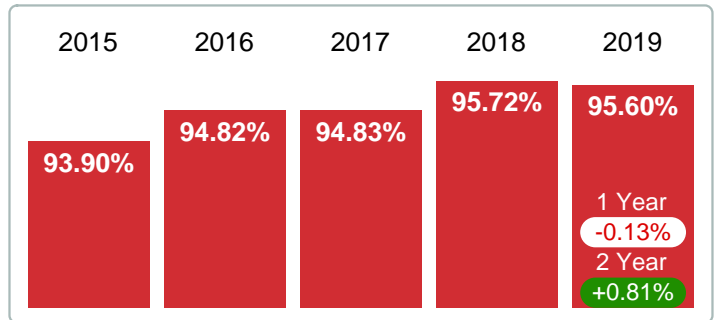
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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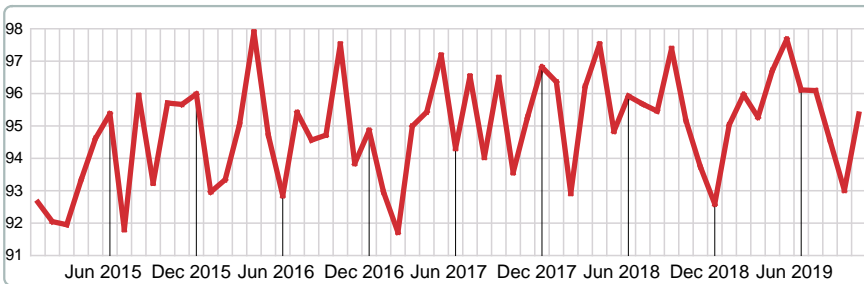
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

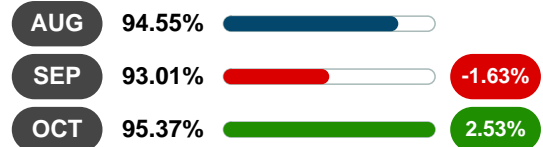


3 MONTHS

5 year OCT AVG = 95.47%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.37%**
equal to 5 yr OCT average of **95.47%**



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	4	5.63%	87.96%	87.96%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	6	8.45%	87.51%	90.91%	88.90%	0.00%	78.57%
\$75,001 - \$125,000	15	21.13%	94.07%	96.15%	93.64%	93.48%	92.93%
\$125,001 - \$175,000	19	26.76%	97.16%	96.67%	97.34%	97.80%	93.71%
\$175,001 - \$200,000	8	11.27%	102.22%	123.42%	99.19%	0.00%	0.00%
\$200,001 - \$275,000	11	15.49%	94.69%	0.00%	97.32%	87.67%	0.00%
\$275,001 and up	8	11.27%	97.23%	0.00%	97.54%	96.30%	0.00%
Average Sold/List Ratio		95.40%		95.13%	96.26%	93.13%	88.40%
Total Closed Units		71	100%	10	49	9	3
Total Closed Volume		12,009,740		779.00K	8.33M	2.61M	296.00K

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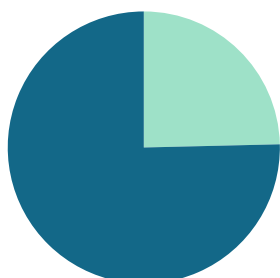
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

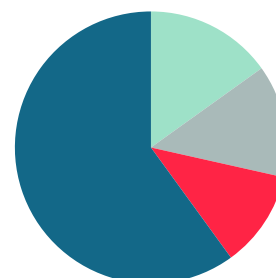


Inventory
 New Listings
98 = 24.62%
 Start Inventory
300
 Total Inventory Units
398
 Volume
\$108,368,891

Market Activity

Closed Sales
71 = 15.11%
 Pending Sales
63 = 13.40%
 Other Off Market
54 = 11.49%
 Active Inventory
282 = 60.00%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	72	71	-1.39%	600	632	5.33%
Pending Sales	68	63	-7.35%	634	674	6.31%
New Listings	89	98	10.11%	1,100	1,078	-2.00%
Average List Price	188,185	176,205	-6.37%	156,964	184,050	17.26%
Average Sale Price	175,740	169,151	-3.75%	149,806	176,747	17.98%
Average Percent of Selling Price to List Price	95.17%	95.37%	0.21%	95.72%	95.60%	-0.13%
Average Days on Market to Sale	77.26	46.39	-39.95%	51.08	48.65	-4.75%
Monthly Inventory	291	282	-3.09%	291	282	-3.09%
Months Supply of Inventory	4.89	4.51	-7.74%	4.89	4.51	-7.74%

Absorption: Last 12 months, an Average of **63** Sales/Month

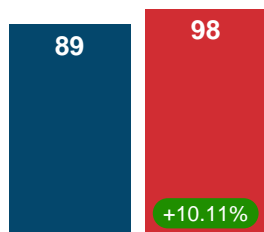
Inventory on October 31, 2019 = **282**

2018 **2019**

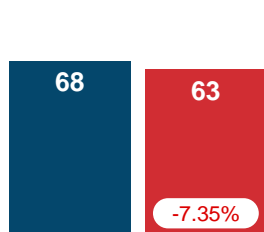
OCTOBER MARKET

AVERAGE PRICES

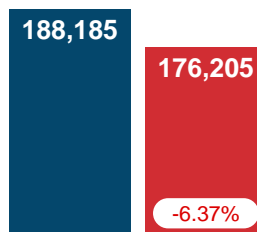
New Listings



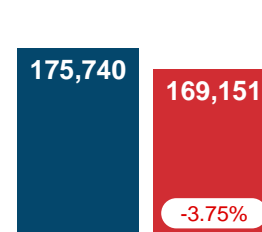
Pending Listings



List Price



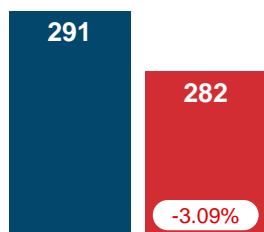
Sale Price



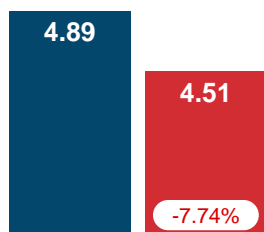
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

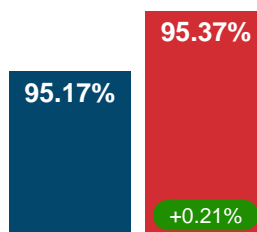
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

