

September 2019



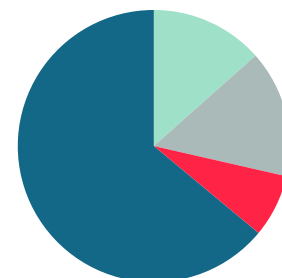
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	50	63	26.00%
Pending Listings	62	71	14.52%
New Listings	95	102	7.37%
Average List Price	192,821	194,938	1.10%
Average Sale Price	185,970	184,046	-1.03%
Average Percent of Selling Price to List Price	97.39%	93.01%	-4.49%
Average Days on Market to Sale	48.14	54.35	12.90%
End of Month Inventory	327	300	-8.26%
Months Supply of Inventory	5.70	4.79	-15.83%



■ Closed (13.43%)
■ Pending (15.14%)
■ Other OffMarket (7.46%)
■ Active (63.97%)

Absorption: Last 12 months, an Average of **63 Sales/Month Active Inventory** as of September 30, 2019 = **300**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **8.26%** to 300 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 **4.79** 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 **1.03%** in September 2019 to \$184,046 versus the previous year at \$185,970.

Average Days on Market Lengthens

The average number of **54.35** days that homes spent on the market before selling increased by 6.21 days or **12.90%** in September 2019 compared to last year's same month at **48.14** DOM.

Sales Success for September 2019 is Positive

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

There were 102 New Listings in September 2019, up **7.37%** from last year at 95. Furthermore, there were 63 Closed Listings this month versus last year at 50, a **26.00%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, up from previous year's, September 2018, at **52.6%**, a **17.35%** 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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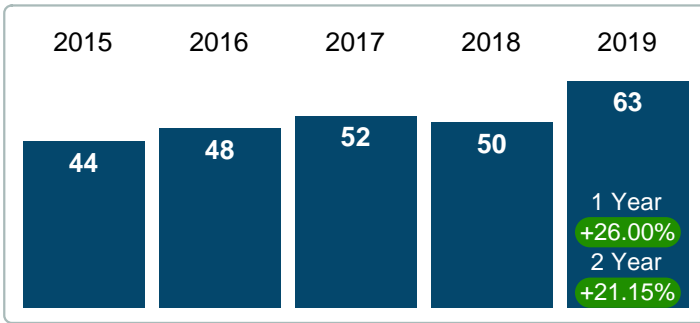
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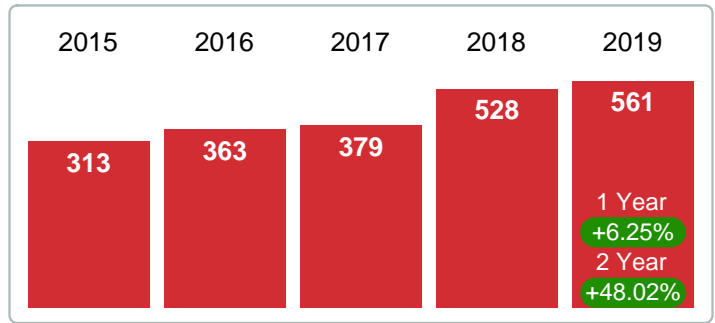
CLOSED LISTINGS

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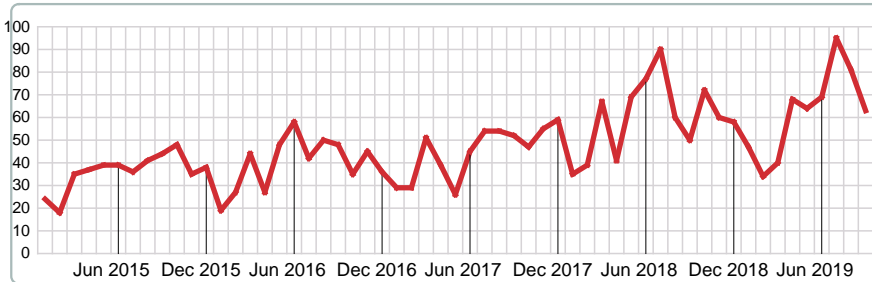
SEPTEMBER



YEAR TO DATE (YTD)

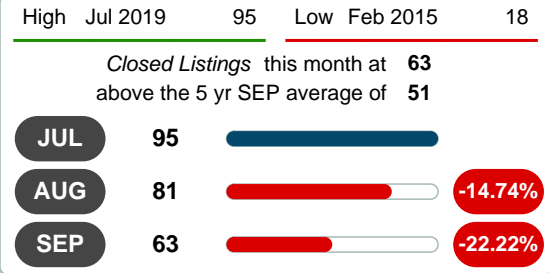


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



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	6.35%	73.8	2	2	0	0
\$50,001 - \$75,000	9	14.29%	36.1	3	5	1	0
\$75,001 - \$100,000	8	12.70%	64.5	1	7	0	0
\$100,001 - \$175,000	16	25.40%	50.3	5	8	3	0
\$175,001 - \$225,000	8	12.70%	38.3	0	7	1	0
\$225,001 - \$275,000	10	15.87%	77.5	1	5	4	0
\$275,001 and up	8	12.70%	50.3	0	5	3	0
Total Closed Units	63			12	39	12	0
Total Closed Volume	11,594,896	100%	54.3	1.20M	6.68M	3.72M	0.00B
Average Closed Price	\$184,046			\$99,883	\$171,200	\$309,958	\$0

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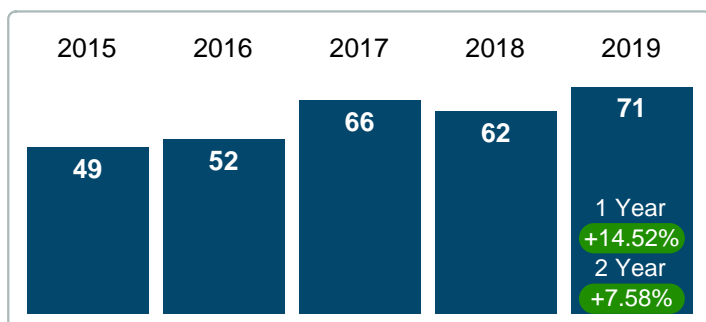
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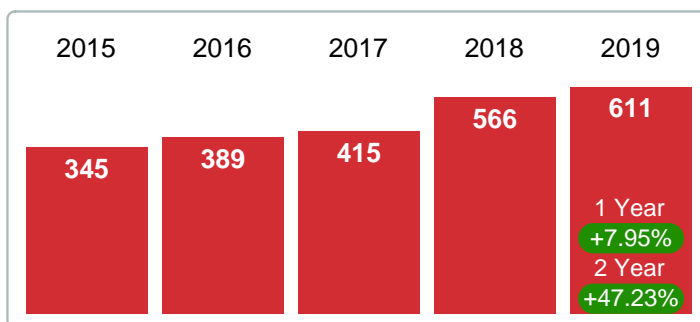
PENDING LISTINGS

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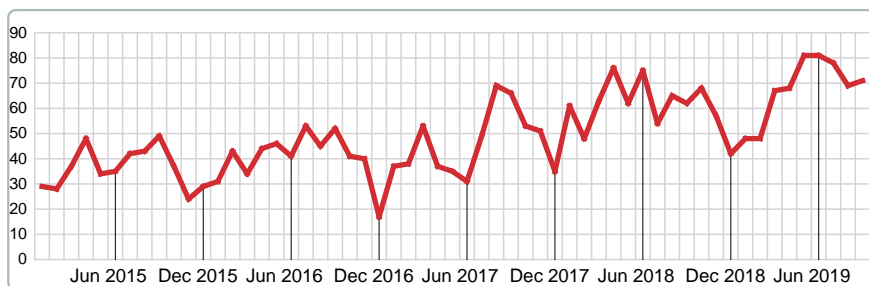
SEPTEMBER



YEAR TO DATE (YTD)

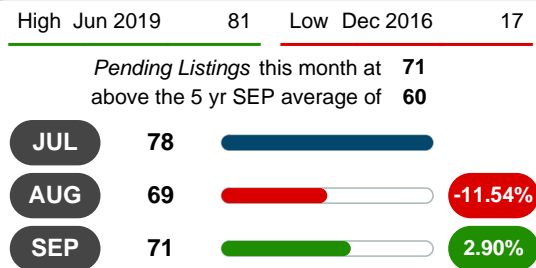


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 60



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	3	4.23%	91.7	2	1	0	0
\$50,001 - \$75,000	8	11.27%	37.0	5	3	0	0
\$75,001 - \$100,000	11	15.49%	72.0	5	6	0	0
\$100,001 - \$150,000	19	26.76%	50.4	4	11	4	0
\$150,001 - \$225,000	13	18.31%	45.8	0	11	1	1
\$225,001 - \$275,000	7	9.86%	40.7	1	5	1	0
\$275,001 and up	10	14.08%	71.7	0	6	3	1
Total Pending Units	71			17	43	9	2
Total Pending Volume	13,789,900	100%	53.4	1.58M	7.37M	3.68M	1.16M
Average Listing Price	\$193,687			\$92,735	\$171,456	\$409,200	\$579,000

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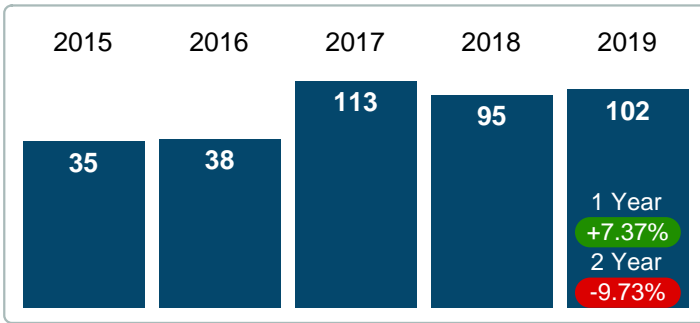
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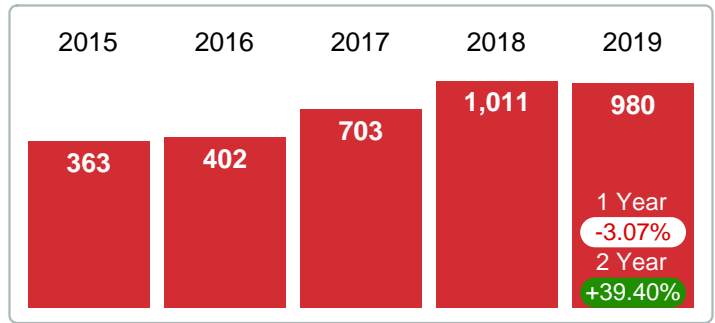
NEW LISTINGS

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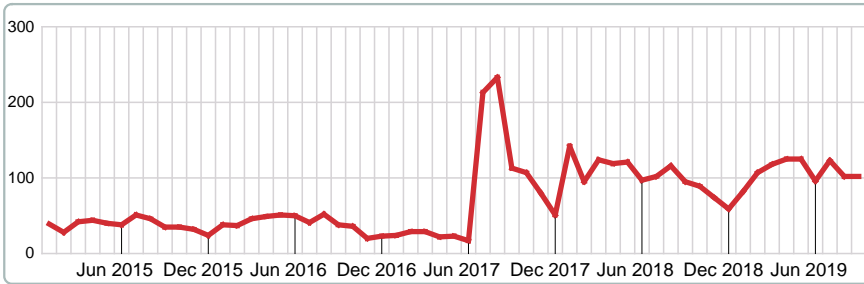
SEPTEMBER



YEAR TO DATE (YTD)

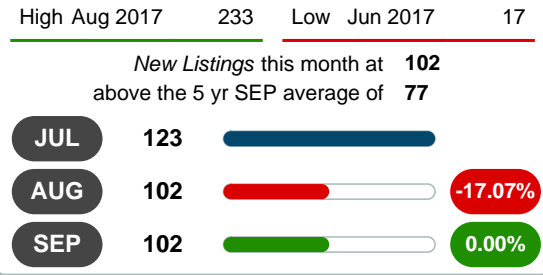


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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	7	6.86%	4	2	1	0
\$50,001 - \$75,000	5	4.90%	3	2	0	0
\$75,001 - \$125,000	24	23.53%	8	13	3	0
\$125,001 - \$175,000	19	18.63%	2	15	2	0
\$175,001 - \$275,000	24	23.53%	1	22	1	0
\$275,001 - \$500,000	12	11.76%	1	8	1	2
\$500,001 and up	11	10.78%	1	1	8	1
Total New Listed Units	102		20	63	16	3
Total New Listed Volume	25,463,660	100%	2.70M	12.38M	9.04M	1.34M
Average New Listed Listing Price	\$199,724		\$135,055	\$196,537	\$564,857	\$447,667

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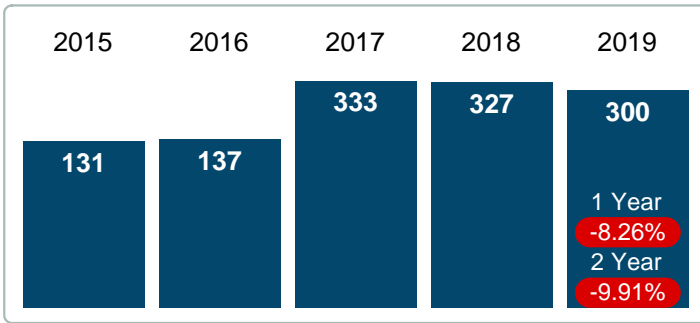
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



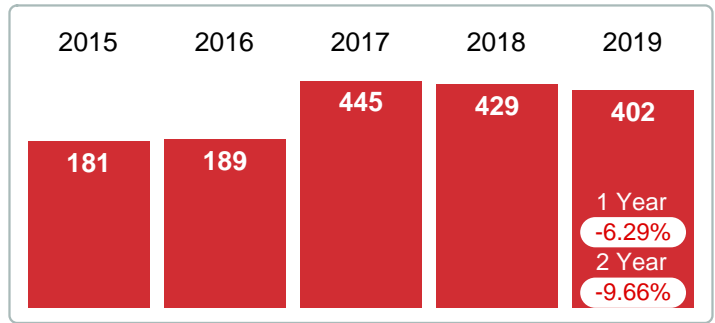
ACTIVE INVENTORY

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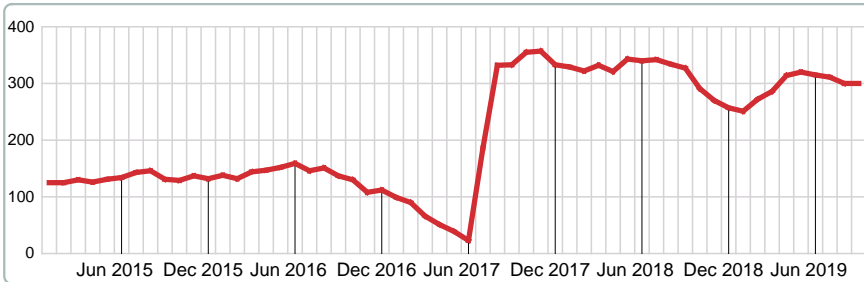
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

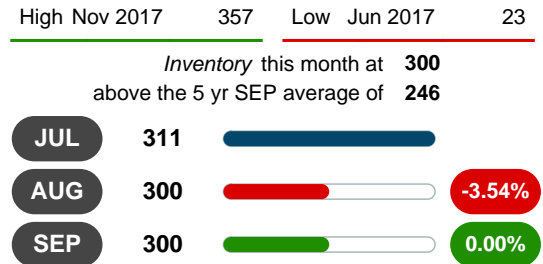


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 246



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	16	5.33%	70.9	11	3	2	0
\$50,001 - \$100,000	49	16.33%	80.8	13	30	4	2
\$100,001 - \$150,000	48	16.00%	53.6	10	32	6	0
\$150,001 - \$225,000	61	20.33%	69.9	8	39	14	0
\$225,001 - \$325,000	53	17.67%	84.9	3	31	16	3
\$325,001 - \$575,000	42	14.00%	80.3	4	17	11	10
\$575,001 and up	31	10.33%	68.3	1	8	16	6
Total Active Inventory by Units	300			50	160	69	21
Total Active Inventory by Volume	79,083,801	100%	73.1	7.08M	35.03M	24.99M	11.99M
Average Active Inventory Listing Price	\$263,613			\$141,552	\$218,929	\$362,152	\$570,910

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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 SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
300	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16		5.33%	3.10	4.40	1.20	12.00	0.00	
\$50,001 - \$100,000	49		16.33%	3.79	3.63	3.83	2.67	0.00	
\$100,001 - \$150,000	48		16.00%	3.65	6.00	3.49	2.88	0.00	
\$150,001 - \$225,000	61		20.33%	3.27	13.71	2.84	3.43	0.00	
\$225,001 - \$325,000	53		17.67%	6.49	7.20	6.31	7.11	5.14	
\$325,001 - \$575,000	42		14.00%	11.72	48.00	11.33	7.33	20.00	
\$575,001 and up	31		10.33%	33.82	0.00	24.00	38.40	36.00	
Market Supply of Inventory (MSI)		4.79			5.66	4.00	5.75	12.00	
Total Active Inventory by Units		300	100%	4.79	50	160	69	21	

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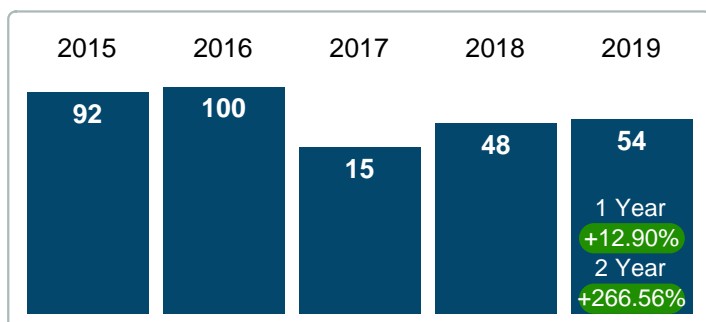
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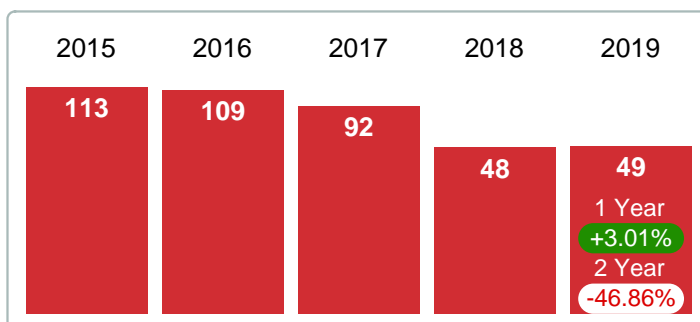
AVERAGE DAYS ON MARKET TO SALE

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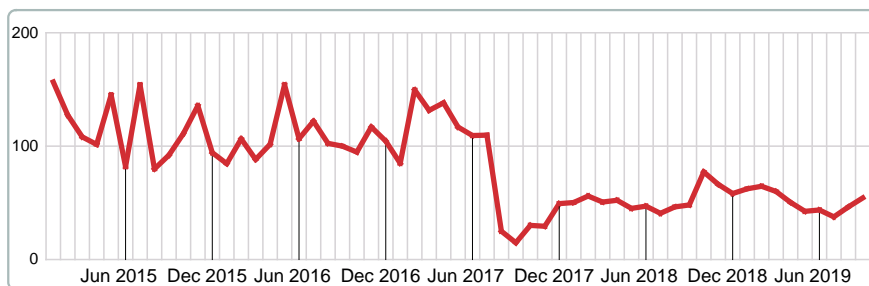
SEPTEMBER



YEAR TO DATE (YTD)

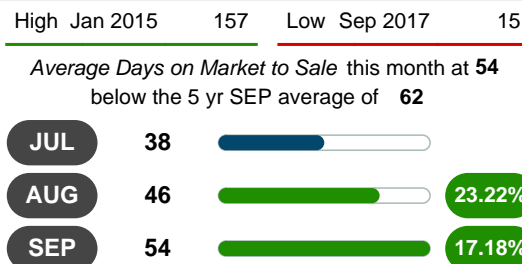


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 62



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	6.35%	74	105	43	0	0
\$50,001 - \$75,000	14.29%	36	25	37	67	0
\$75,001 - \$100,000	12.70%	65	26	70	0	0
\$100,001 - \$175,000	25.40%	50	49	41	77	0
\$175,001 - \$225,000	12.70%	38	0	30	93	0
\$225,001 - \$275,000	15.87%	78	36	98	63	0
\$275,001 and up	12.70%	50	0	56	41	0
Average Closed DOM		54	49	53	64	0
Total Closed Units	100%	54	12	39	12	
Total Closed Volume		11,594,896	1.20M	6.68M	3.72M	0.00B

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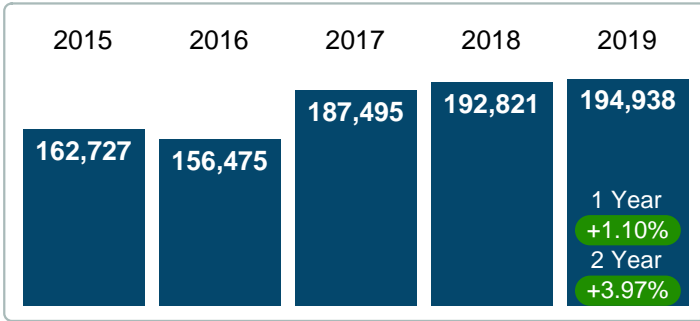
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



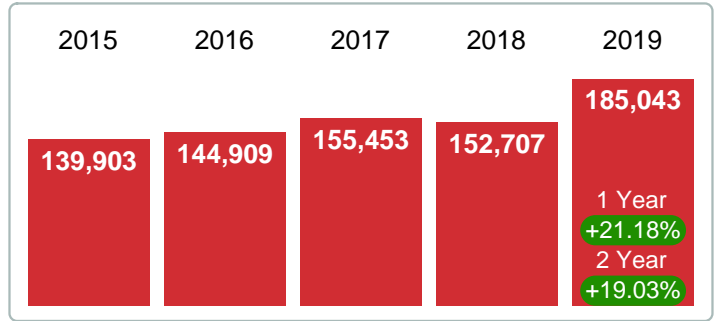
AVERAGE LIST PRICE AT CLOSING

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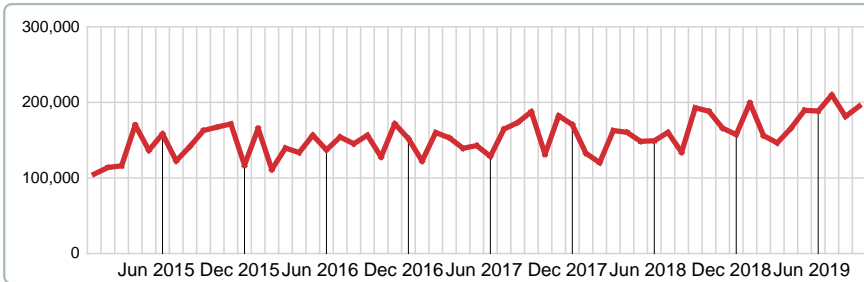
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

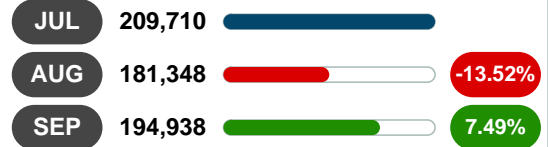


3 MONTHS

5 year SEP AVG = 178,891

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

Average List Price at Closing this month at **194,938** above the 5 yr SEP average of **178,891**



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	4.76%	27,967	17,450	53,000	0	0
\$50,001 - \$75,000	12.70%	63,163	61,633	68,480	89,000	0
\$75,001 - \$100,000	14.29%	91,122	89,900	97,314	0	0
\$100,001 - \$175,000	25.40%	136,063	133,000	147,888	129,933	0
\$175,001 - \$225,000	11.11%	192,400	0	209,286	199,900	0
\$225,001 - \$275,000	12.70%	250,163	375,000	267,700	268,675	0
\$275,001 and up	19.05%	445,558	0	392,760	699,333	0
Average List Price		194,938	112,475	181,538	320,950	0
Total Closed Units	100%	194,938	12	39	12	0
Total Closed Volume		12,281,100	1.35M	7.08M	3.85M	0.00B

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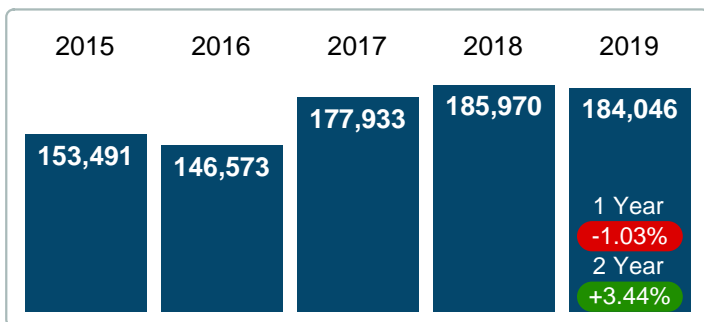
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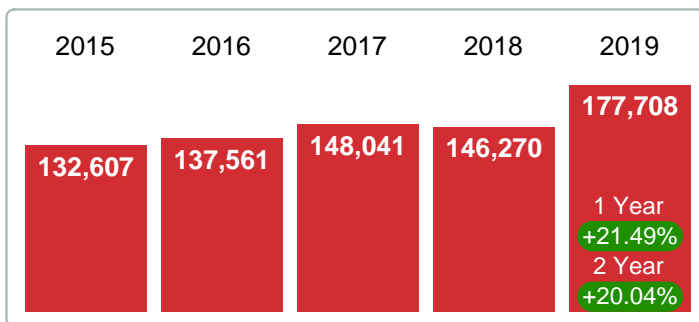
AVERAGE SOLD PRICE AT CLOSING

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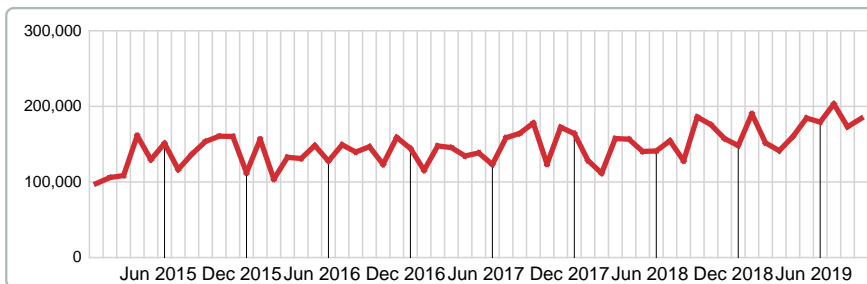
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

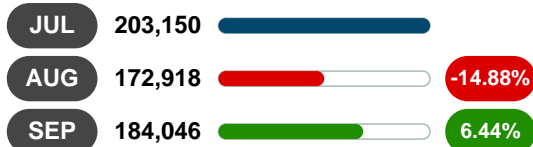


3 MONTHS

5 year SEP AVG = 169,603

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

Average Sold Price at Closing this month at **184,046** above the 5 yr SEP average of **169,603**



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	6.35%	29,750	10,000	49,500	0	0
\$50,001 - \$75,000	14.29%	64,489	61,633	64,100	75,000	0
\$75,001 - \$100,000	12.70%	91,112	86,900	91,714	0	0
\$100,001 - \$175,000	25.40%	129,763	128,360	135,675	116,333	0
\$175,001 - \$225,000	12.70%	196,688	0	197,286	192,500	0
\$225,001 - \$275,000	15.87%	250,750	265,000	243,500	256,250	0
\$275,001 and up	12.70%	501,175	0	386,280	692,667	0
Average Sold Price		184,046	99,883	171,200	309,958	0
Total Closed Units	100%	184,046	12	39	12	0
Total Closed Volume		11,594,896	1.20M	6.68M	3.72M	0.00B

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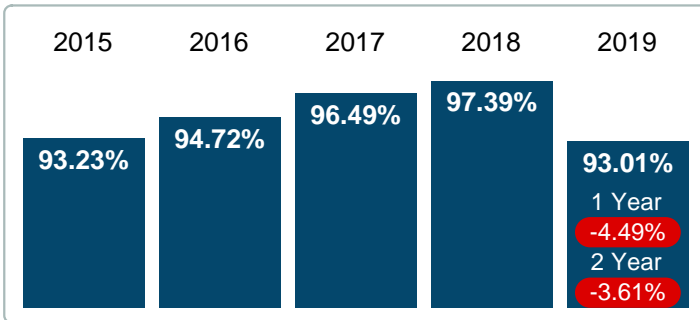
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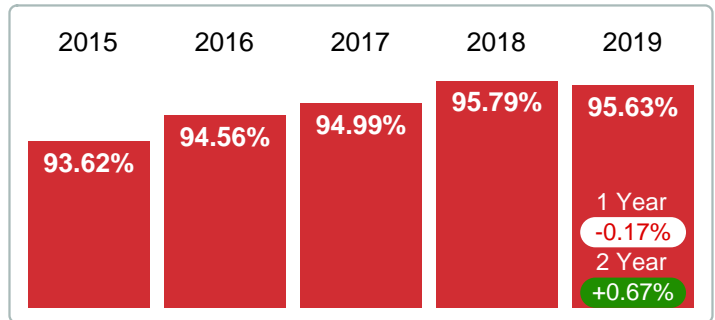
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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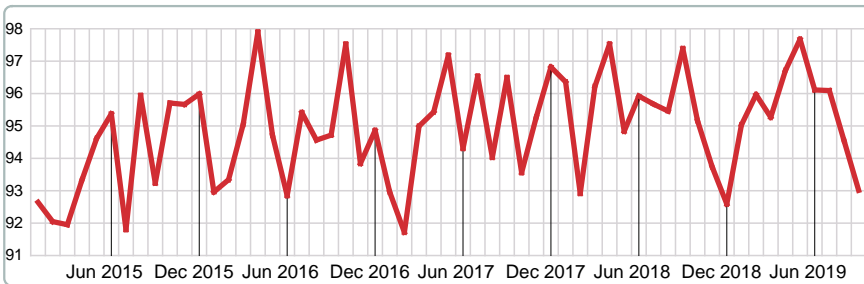
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

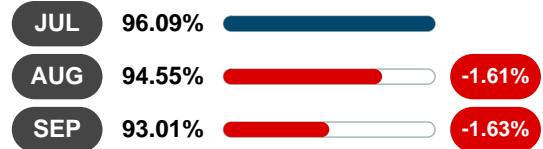


3 MONTHS

5 year SEP AVG = 94.97%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **93.01%** below the 5 yr SEP average of **94.97%**



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	6.35%	74.49%	55.12%	93.86%	0.00%	0.00%
\$50,001 - \$75,000	9	14.29%	94.86%	100.00%	93.89%	84.27%	0.00%
\$75,001 - \$100,000	8	12.70%	95.00%	96.66%	94.76%	0.00%	0.00%
\$100,001 - \$175,000	16	25.40%	93.25%	96.78%	92.54%	89.28%	0.00%
\$175,001 - \$225,000	8	12.70%	95.06%	0.00%	94.89%	96.30%	0.00%
\$225,001 - \$275,000	10	15.87%	91.21%	70.67%	91.90%	95.48%	0.00%
\$275,001 and up	8	12.70%	97.92%	0.00%	97.82%	98.09%	0.00%
Average Sold/List Ratio		93.00%		88.46%	94.20%	93.72%	0.00%
Total Closed Units		63	100%	12	39	12	
Total Closed Volume		11,594,896		1.20M	6.68M	3.72M	0.00B

September 2019



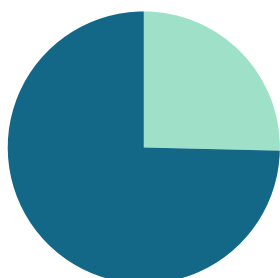
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

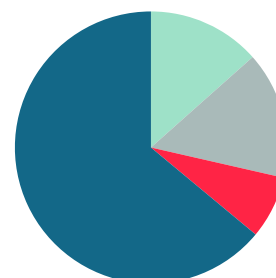


Inventory
 New Listings
102 = 25.37%
 Start Inventory
300
 Total Inventory Units
402
 Volume
\$101,007,901

Market Activity

Closed Sales
63 = 13.43%
 Pending Sales
71 = 15.14%
 Other Off Market
35 = 7.46%
 Active Inventory
300 = 63.97%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	50	63	26.00%	528	561	6.25%
Pending Sales	62	71	14.52%	566	611	7.95%
New Listings	95	102	7.37%	1,011	980	-3.07%
Average List Price	192,821	194,938	1.10%	152,707	185,043	21.18%
Average Sale Price	185,970	184,046	-1.03%	146,270	177,708	21.49%
Average Percent of Selling Price to List Price	97.39%	93.01%	-4.49%	95.79%	95.63%	-0.17%
Average Days on Market to Sale	48.14	54.35	12.90%	47.50	48.94	3.01%
Monthly Inventory	327	300	-8.26%	327	300	-8.26%
Months Supply of Inventory	5.70	4.79	-15.83%	5.70	4.79	-15.83%

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

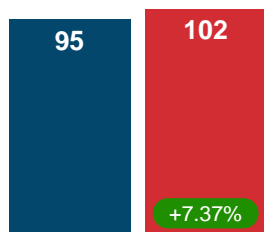
Inventory on September 30, 2019 = **300**

2018 **2019**

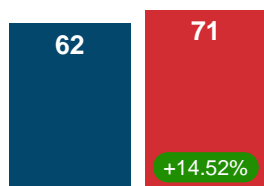
SEPTEMBER MARKET

AVERAGE PRICES

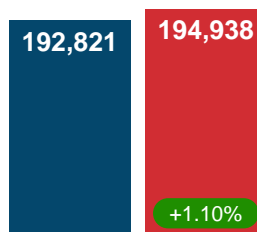
New Listings



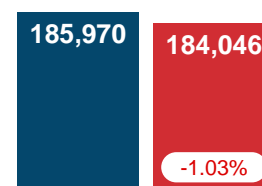
Pending Listings



List Price



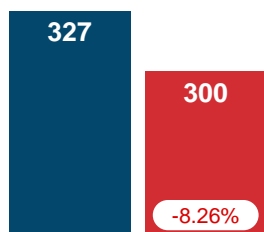
Sale Price



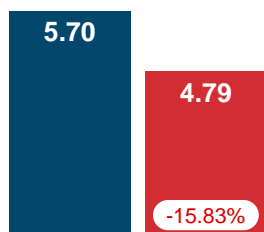
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

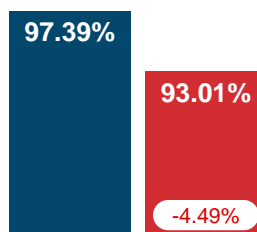
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

