

September 2019



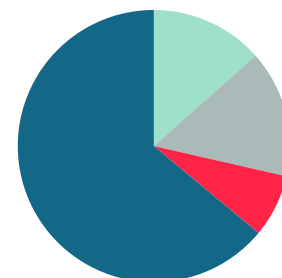
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	162,250	145,000	-10.63%
Median Sale Price	159,935	135,400	-15.34%
Median Percent of Selling Price to List Price	98.78%	95.96%	-2.85%
Median Days on Market to Sale	29.00	37.00	27.59%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.34%** in September 2019 to \$135,400 versus the previous year at \$159,935.

Median Days on Market Lengthens

The median number of **37.00** days that homes spent on the market before selling increased by 8.00 days or **27.59%** in September 2019 compared to last year's same month at **29.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median 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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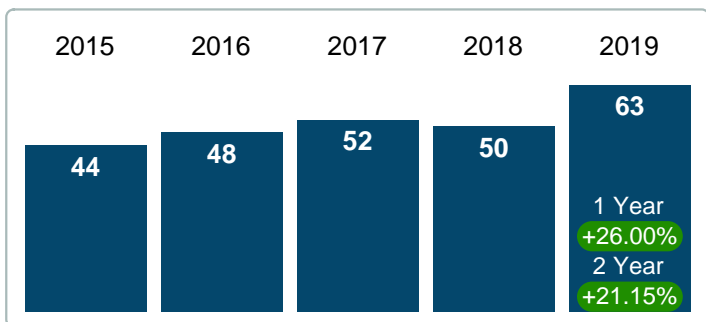
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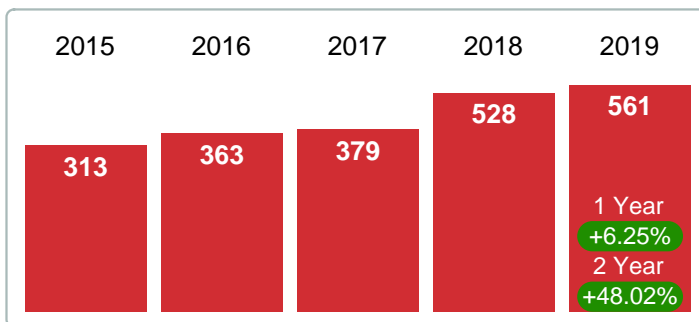
CLOSED LISTINGS

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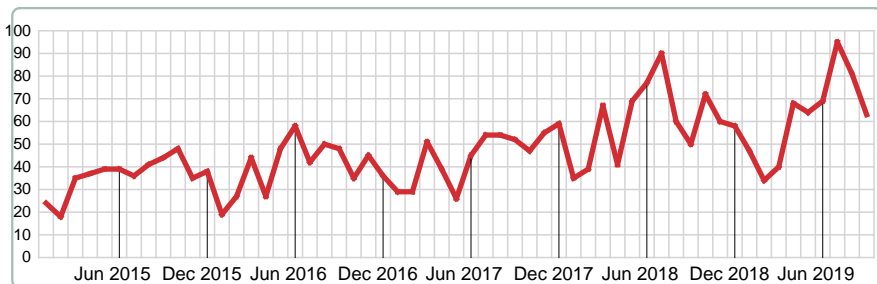
SEPTEMBER



YEAR TO DATE (YTD)

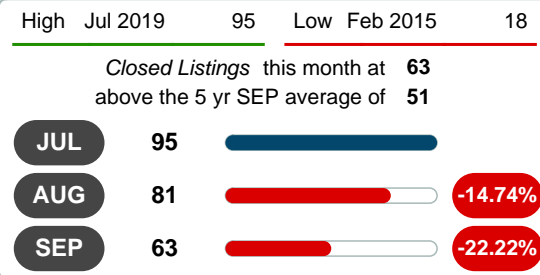


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	11.11%	49.0	4	3	0	0
\$60,001 - \$80,000	6	9.52%	36.5	1	4	1	0
\$80,001 - \$110,000	10	15.87%	72.5	1	7	2	0
\$110,001 - \$180,000	17	26.98%	22.0	5	11	1	0
\$180,001 - \$240,000	8	12.70%	79.0	0	6	2	0
\$240,001 - \$280,000	8	12.70%	55.0	1	4	3	0
\$280,001 and up	7	11.11%	56.0	0	4	3	0
Total Closed Units	63			12	39	12	0
Total Closed Volume	11,594,896	100%	37.0	1.20M	6.68M	3.72M	0.00B
Median Closed Price	\$135,400			\$100,450	\$142,500	\$243,000	\$0

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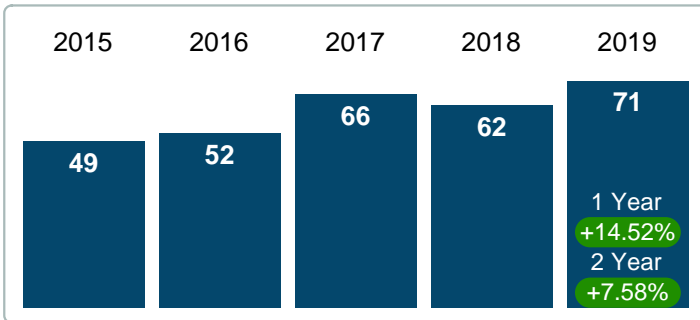
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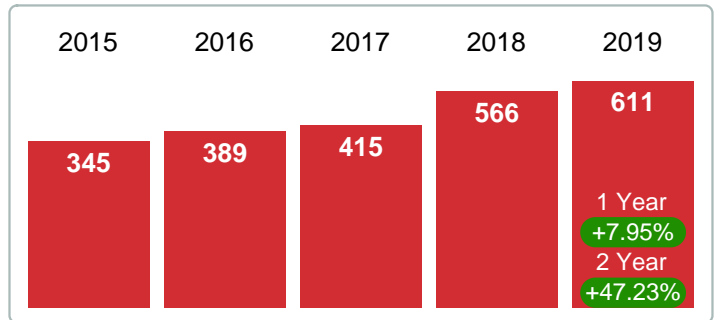
PENDING LISTINGS

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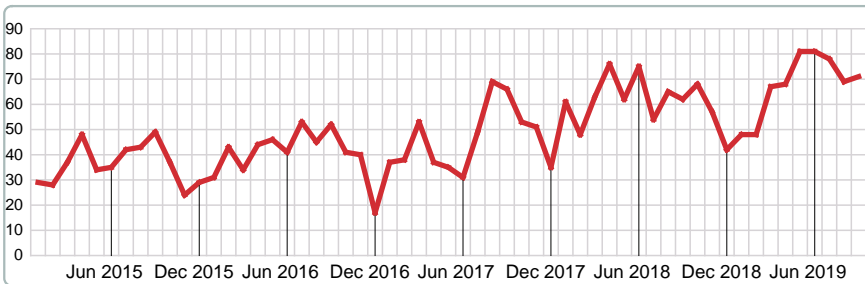
SEPTEMBER



YEAR TO DATE (YTD)

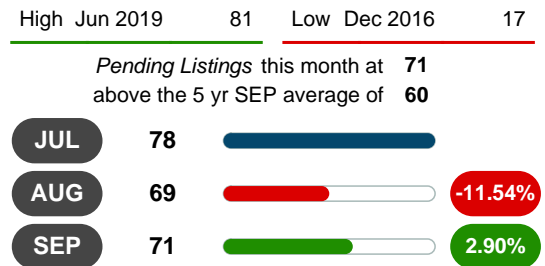


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.45%	83.0	5	1	0	0
\$60,001 - \$80,000	8	11.27%	45.5	2	6	0	0
\$80,001 - \$110,000	9	12.68%	119.0	5	3	1	0
\$110,001 - \$150,000	18	25.35%	19.5	4	11	3	0
\$150,001 - \$230,000	14	19.72%	23.0	0	12	1	1
\$230,001 - \$290,000	8	11.27%	47.5	1	6	1	0
\$290,001 and up	8	11.27%	16.0	0	4	3	1
Total Pending Units	71			17	43	9	2
Total Pending Volume	13,789,900	100%	43.0	1.58M	7.37M	3.68M	1.16M
Median Listing Price	\$135,000			\$85,000	\$158,000	\$165,000	\$579,000

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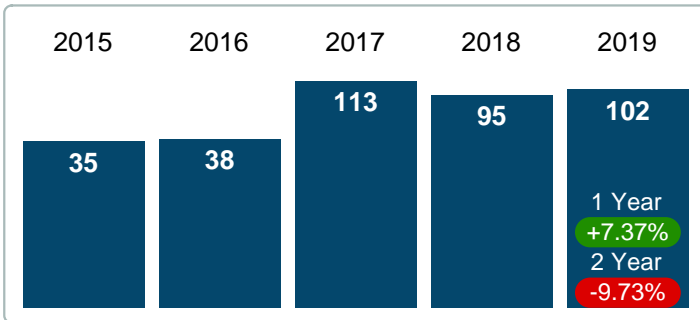
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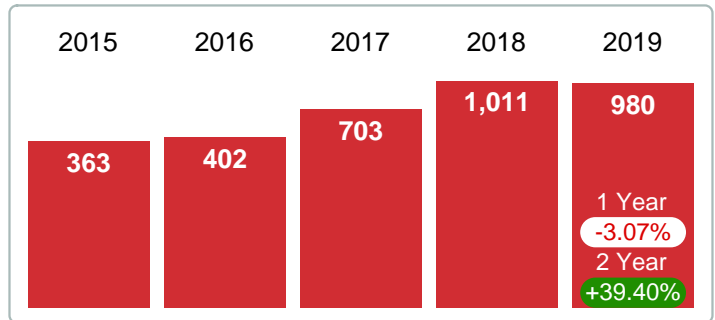
NEW LISTINGS

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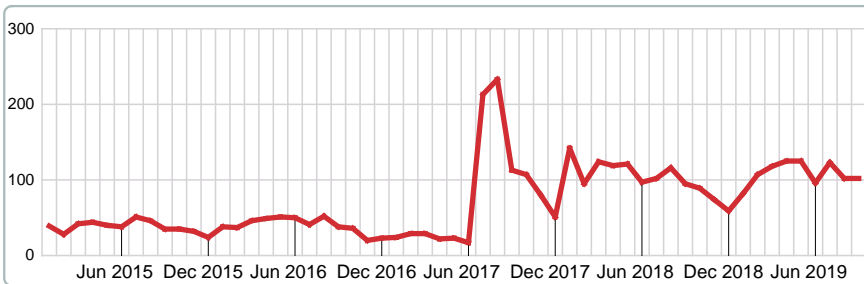
SEPTEMBER



YEAR TO DATE (YTD)

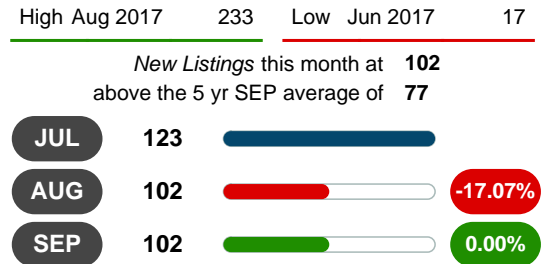


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$163,750		\$93,750	\$170,000	\$465,000	\$465,000

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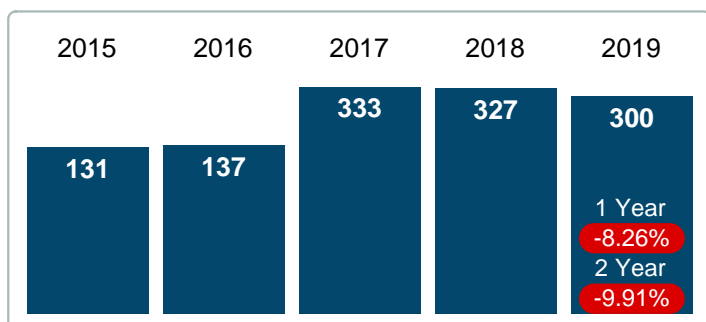
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



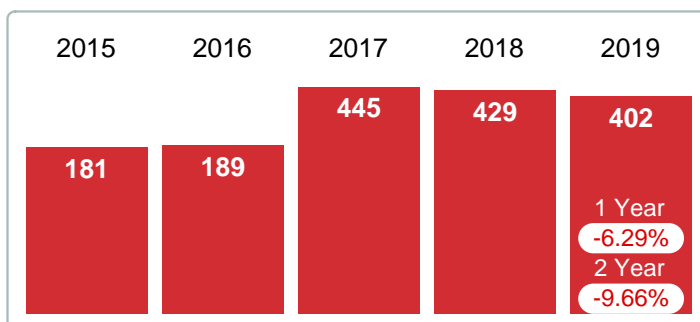
ACTIVE INVENTORY

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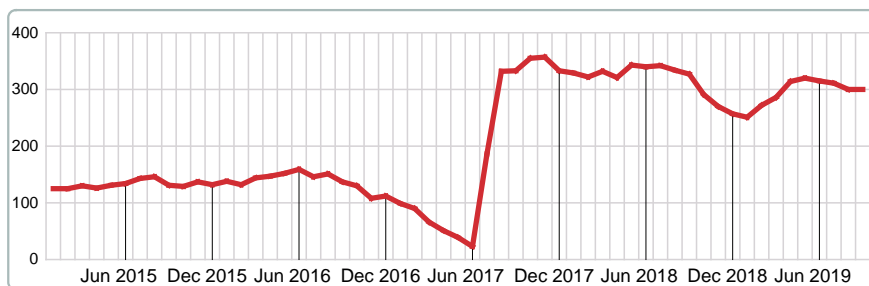
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

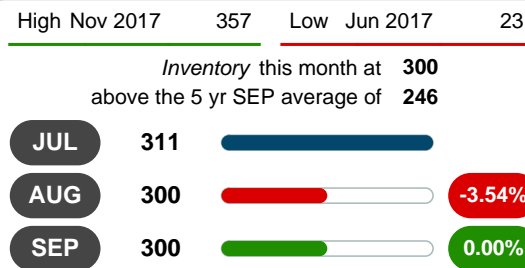


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 246



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	5.33%	57.0	11	3	2	0
\$50,001 - \$100,000	49	16.33%	78.0	13	30	4	2
\$100,001 - \$150,000	48	16.00%	35.0	10	32	6	0
\$150,001 - \$225,000	61	20.33%	60.0	8	39	14	0
\$225,001 - \$325,000	53	17.67%	82.0	3	31	16	3
\$325,001 - \$575,000	42	14.00%	62.0	4	17	11	10
\$575,001 and up	31	10.33%	61.0	1	8	16	6
Total Active Inventory by Units	300			50	160	69	21
Total Active Inventory by Volume	79,083,801	100%	62.5	7.08M	35.03M	24.99M	11.99M
Median Active Inventory Listing Price	\$195,000			\$116,900	\$184,950	\$285,000	\$464,000

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



MONTHS SUPPLY of INVENTORY (MSI)

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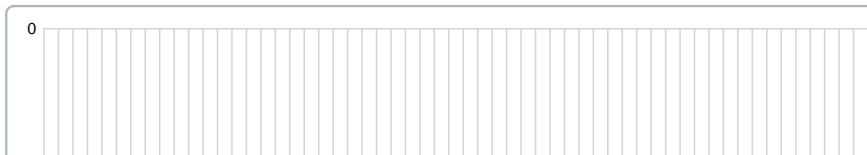
MSI FOR SEPTEMBER

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	Low Sep 2019
inf	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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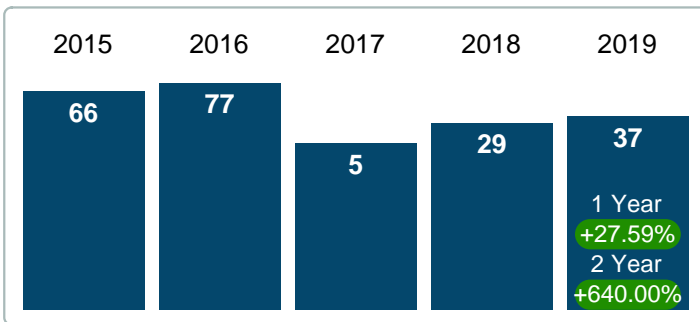
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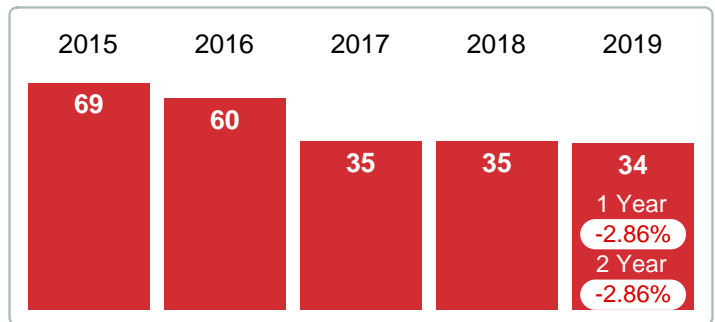
MEDIAN DAYS ON MARKET TO SALE

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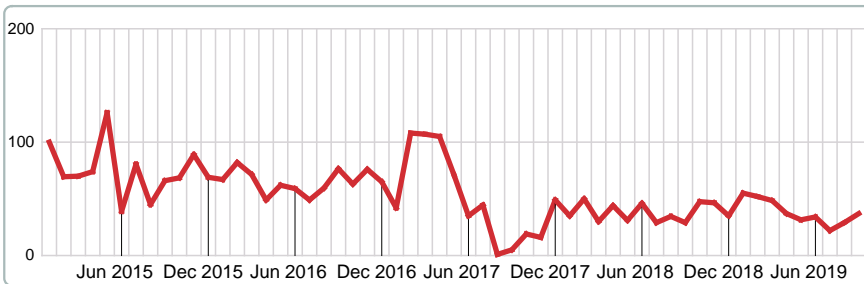
SEPTEMBER



YEAR TO DATE (YTD)

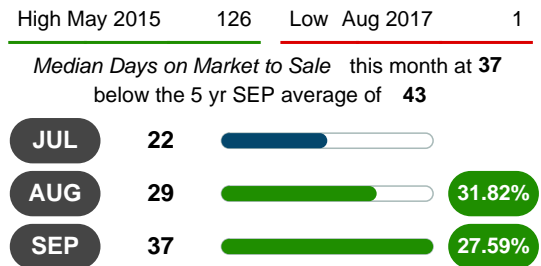


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



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
\$60,000 and less	11.11%	49	58	28	0	0
\$60,001 - \$80,000	9.52%	37	1	37	67	0
\$80,001 - \$110,000	15.87%	73	26	61	104	0
\$110,001 - \$180,000	26.98%	22	19	22	23	0
\$180,001 - \$240,000	12.70%	79	0	57	88	0
\$240,001 - \$280,000	12.70%	55	36	63	57	0
\$280,001 and up	11.11%	56	0	67	9	0
Median Closed DOM		37	31	33	63	0
Total Closed Units	100%	63	12	39	12	
Total Closed Volume		11,594,896	1.20M	6.68M	3.72M	0.00B

September 2019



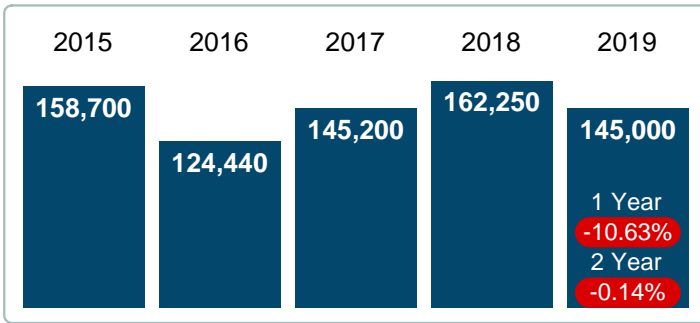
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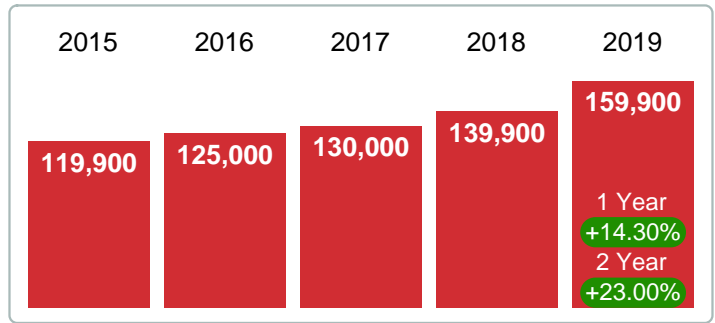
MEDIAN LIST PRICE AT CLOSING

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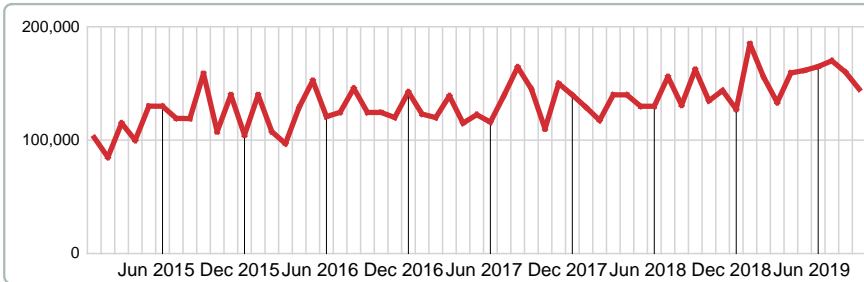
SEPTEMBER



YEAR TO DATE (YTD)

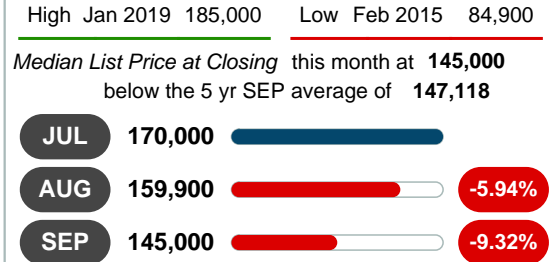


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147,118



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
\$60,000 and less	11.11%	57,000	42,400	57,000	0	0
\$60,001 - \$80,000	7.94%	69,900	65,000	69,950	0	0
\$80,001 - \$110,000	14.29%	90,000	89,900	92,500	99,500	0
\$110,001 - \$180,000	25.40%	139,900	135,400	142,500	139,900	0
\$180,001 - \$240,000	14.29%	199,900	0	188,000	219,900	0
\$240,001 - \$280,000	7.94%	265,000	0	245,500	267,450	0
\$280,001 and up	19.05%	327,450	375,000	325,000	324,450	0
Median List Price		145,000	102,400	158,000	252,450	0
Total Closed Units	100%	145,000	12	39	12	0
Total Closed Volume		12,281,100	1.35M	7.08M	3.85M	0.00B

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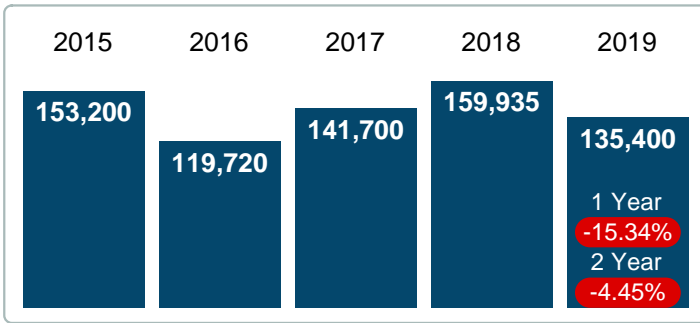
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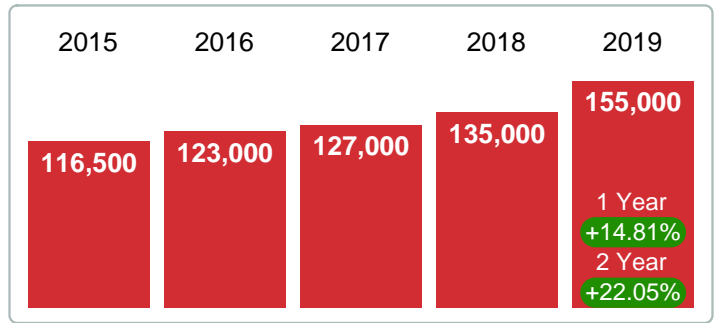
MEDIAN SOLD PRICE AT CLOSING

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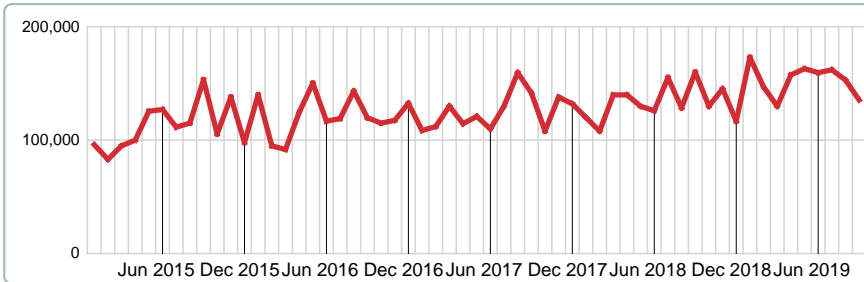
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

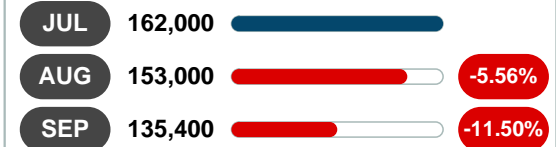


3 MONTHS

5 year SEP AVG = 141,991

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

Median Sold Price at Closing this month at 135,400 below the 5 yr SEP average of 141,991



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	
\$60,000 and less	7	11.11%	50,000	37,450	50,000	0	
\$60,001 - \$80,000	6	9.52%	66,000	65,000	66,000	75,000	
\$80,001 - \$110,000	10	15.87%	94,500	86,900	94,000	102,000	
\$110,001 - \$180,000	17	26.98%	135,400	127,500	142,500	145,000	
\$180,001 - \$240,000	8	12.70%	222,000	0	222,000	209,750	
\$240,001 - \$280,000	8	12.70%	262,000	265,000	255,000	264,000	
\$280,001 and up	7	11.11%	329,900	0	334,450	329,000	
Median Sold Price		135,400		100,450	142,500	243,000	
Total Closed Units		63	100%	135,400	12	39	12
Total Closed Volume		11,594,896		1.20M	6.68M	3.72M	0.00B

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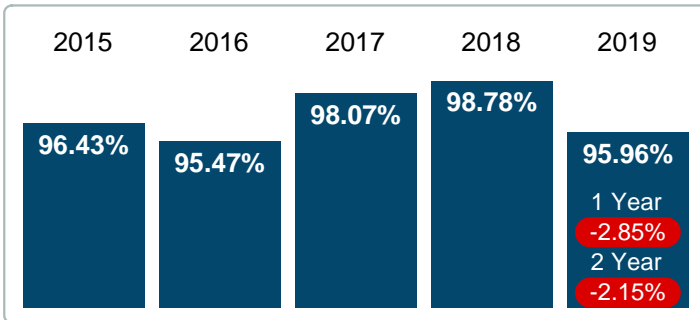
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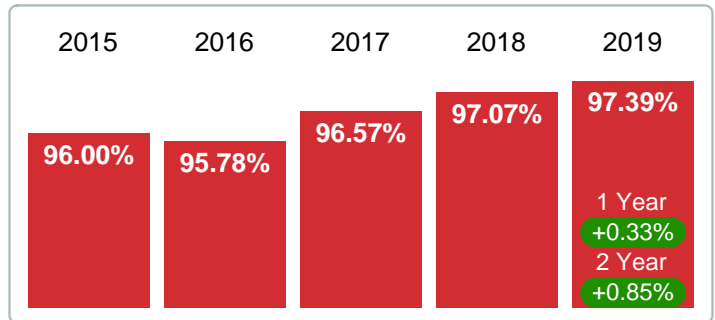
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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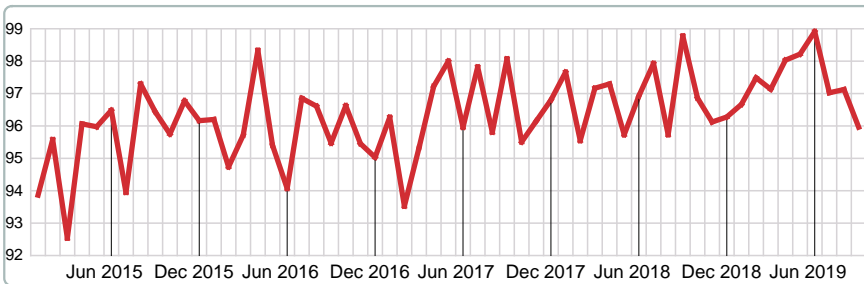
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

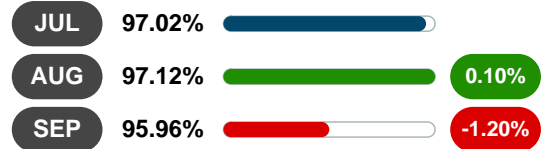


3 MONTHS

5 year SEP AVG = 96.94%

High Jun 2019 98.91% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **95.96%**
below the 5 yr SEP average of **96.94%**



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
\$60,000 and less	7	11.11%	91.67%	80.12%	91.67%	0.00%	0.00%
\$60,001 - \$80,000	6	9.52%	96.49%	100.00%	96.49%	84.27%	0.00%
\$80,001 - \$110,000	10	15.87%	94.99%	96.66%	95.43%	85.55%	0.00%
\$110,001 - \$180,000	17	26.98%	96.73%	99.22%	96.23%	96.73%	0.00%
\$180,001 - \$240,000	8	12.70%	95.15%	0.00%	95.15%	95.46%	0.00%
\$240,001 - \$280,000	8	12.70%	93.31%	70.67%	93.07%	95.96%	0.00%
\$280,001 and up	7	11.11%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		95.96%		97.94%	95.43%	95.29%	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



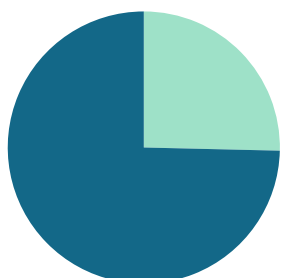
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

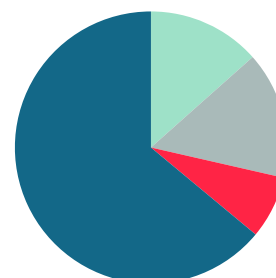


Inventory
 New Listings
102 = 25.37%
 Start Inventory
300
 Total Inventory Units
402
 Volume
\$101,007,901

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%
Median List Price	162,250	145,000	-10.63%	139,900	159,900	14.30%
Median Sale Price	159,935	135,400	-15.34%	135,000	155,000	14.81%
Median Percent of Selling Price to List Price	98.78%	95.96%	-2.85%	97.07%	97.39%	0.33%
Median Days on Market to Sale	29.00	37.00	27.59%	35.00	34.00	-2.86%
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

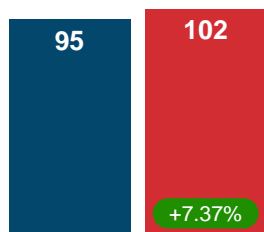
Inventory on September 30, 2019 = **300**

2018 **2019**

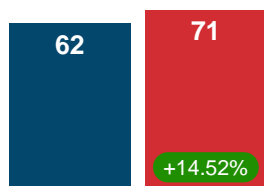
SEPTEMBER MARKET

MEDIAN PRICES

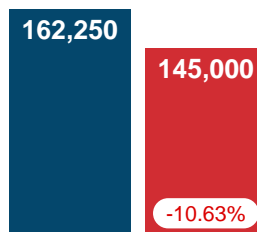
New Listings



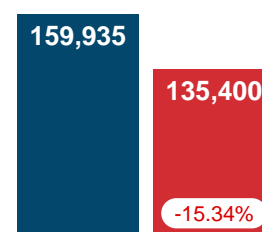
Pending Listings



List Price



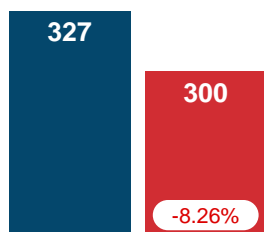
Sale Price



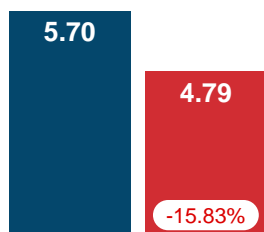
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

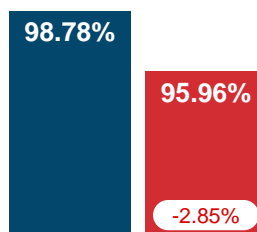
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

