

December 2020



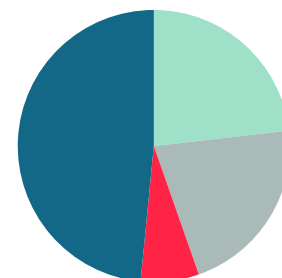
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	47	67	42.55%
Pending Listings	33	62	87.88%
New Listings	47	58	23.40%
Average List Price	174,851	227,276	29.98%
Average Sale Price	164,268	222,131	35.22%
Average Percent of Selling Price to List Price	94.97%	96.89%	2.02%
Average Days on Market to Sale	52.02	39.42	-24.23%
End of Month Inventory	259	140	-45.95%
Months Supply of Inventory	4.30	2.18	-49.25%



■ Closed (23.18%)
■ Pending (21.45%)
■ Other OffMarket (6.92%)
■ Active (48.44%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of December 31, 2020 = **140**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **45.95%** to 140 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **2.18** 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 **35.22%** in December 2020 to \$222,131 versus the previous year at \$164,268.

Average Days on Market Shortens

The average number of **39.42** days that homes spent on the market before selling decreased by 12.60 days or **24.23%** in December 2020 compared to last year's same month at **52.02** DOM.

Sales Success for December 2020 is Positive

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

There were 58 New Listings in December 2020, up **23.40%** from last year at 47. Furthermore, there were 67 Closed Listings this month versus last year at 47, a **42.55%** increase.

Closed versus Listed trends yielded a **115.5%** ratio, up from previous year's, December 2019, at **100.0%**, a **15.52%** 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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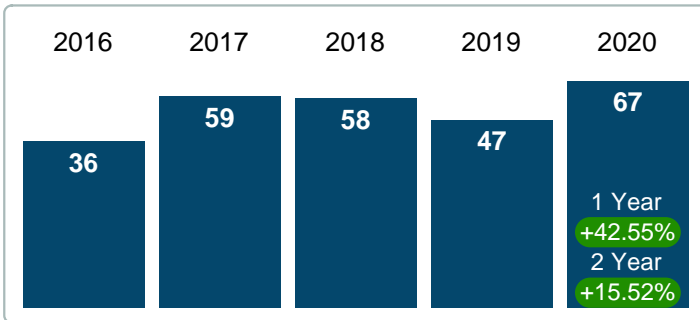
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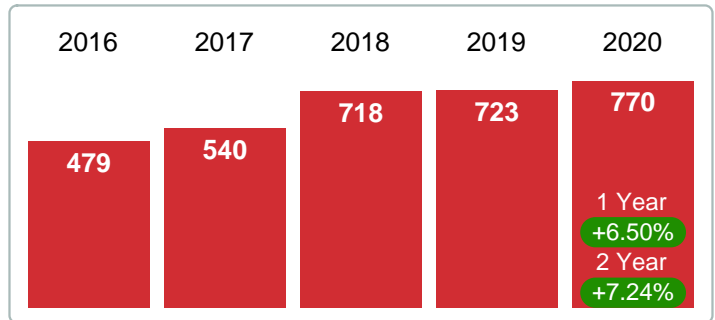
CLOSED LISTINGS

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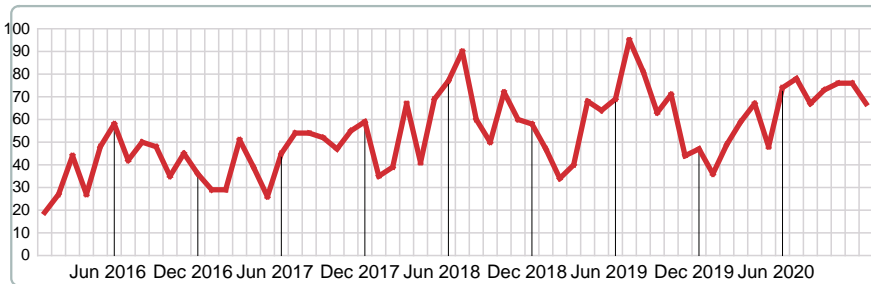
DECEMBER



YEAR TO DATE (YTD)

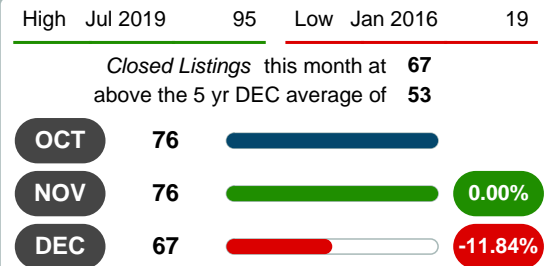


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.96%	84.8	1	4	1	0
\$75,001 - \$125,000	8	11.94%	53.3	3	4	1	0
\$125,001 - \$150,000	3	4.48%	15.3	0	3	0	0
\$150,001 - \$225,000	25	37.31%	26.1	2	22	1	0
\$225,001 - \$300,000	8	11.94%	34.5	0	6	2	0
\$300,001 - \$400,000	10	14.93%	47.9	1	3	6	0
\$400,001 and up	7	10.45%	36.0	0	2	3	2
Total Closed Units	67			7	44	14	2
Total Closed Volume	14,882,779	100%	39.4	1.10M	8.50M	4.20M	1.09M
Average Closed Price	\$222,131			\$157,450	\$193,084	\$299,995	\$542,500

December 2020



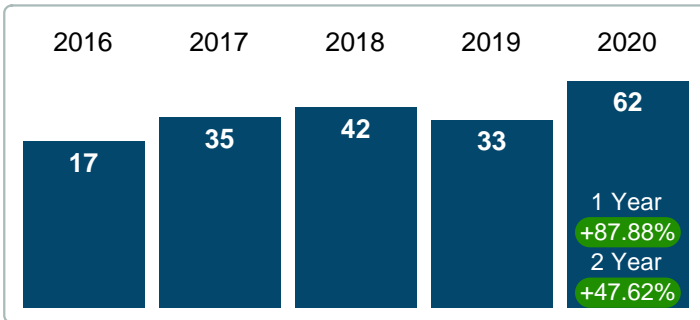
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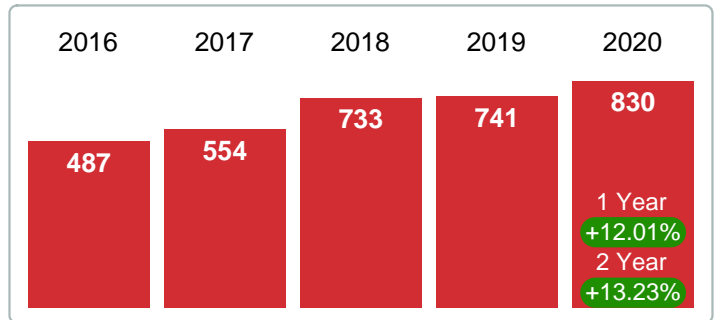
PENDING LISTINGS

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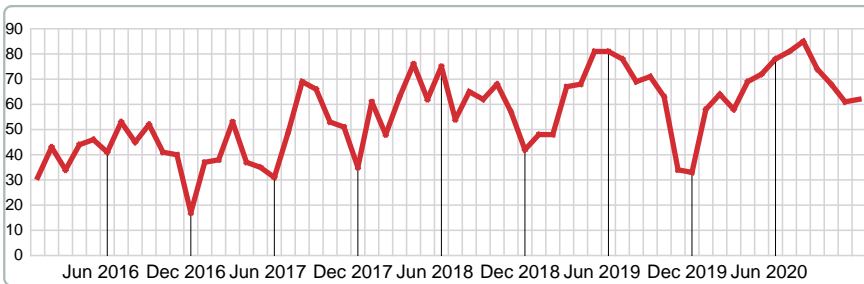
DECEMBER



YEAR TO DATE (YTD)

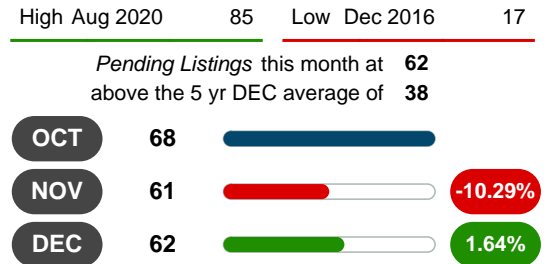


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



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	6	9.68%	60.2	2	2	1	1
\$50,001 - \$100,000	6	9.68%	75.2	1	5	0	0
\$100,001 - \$125,000	5	8.06%	59.4	1	4	0	0
\$125,001 - \$175,000	14	22.58%	53.1	2	10	2	0
\$175,001 - \$275,000	17	27.42%	30.4	0	16	1	0
\$275,001 - \$375,000	7	11.29%	46.9	0	2	4	1
\$375,001 and up	7	11.29%	43.9	0	2	2	3
Total Pending Units	62			6	41	10	5
Total Pending Volume	14,509,367	100%	49.2	558.90K	7.47M	4.46M	2.02M
Average Listing Price	\$202,449			\$93,150	\$182,260	\$445,592	\$404,380

December 2020



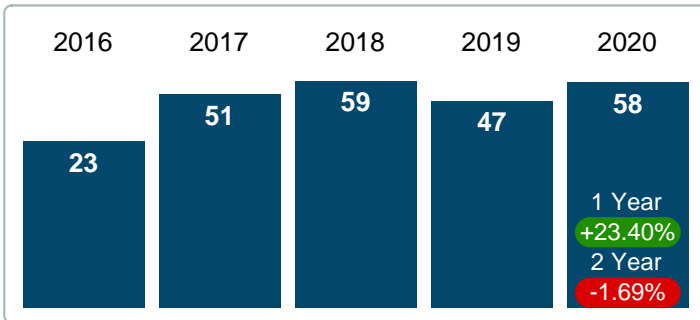
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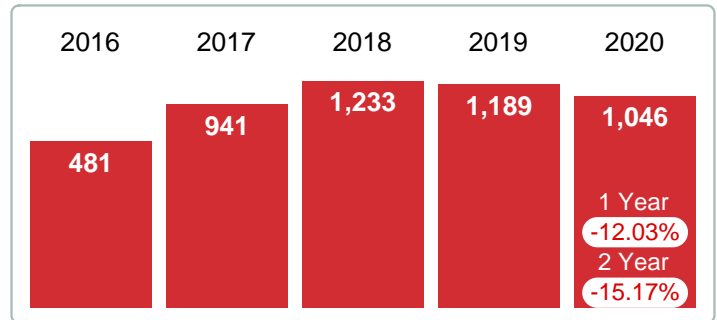
NEW LISTINGS

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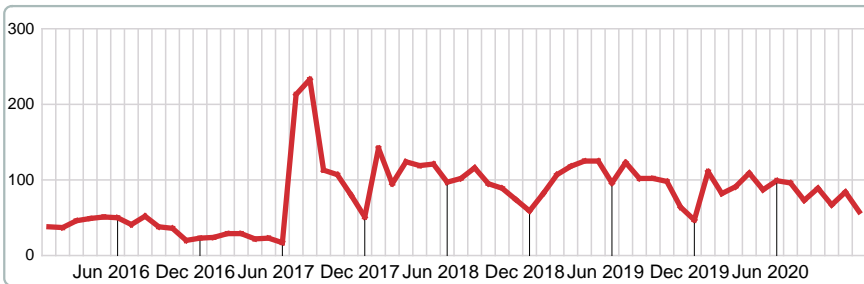
DECEMBER



YEAR TO DATE (YTD)

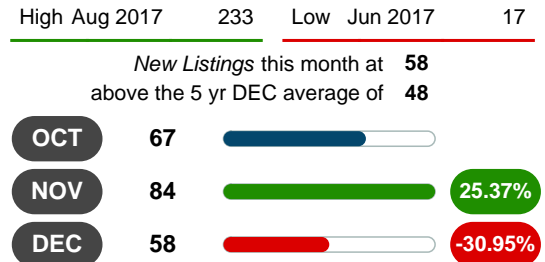


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48



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	4	6.90%	1	3	0	0
\$75,001 - \$100,000	3	5.17%	2	1	0	0
\$100,001 - \$125,000	8	13.79%	1	7	0	0
\$125,001 - \$225,000	19	32.76%	1	15	3	0
\$225,001 - \$275,000	8	13.79%	0	6	2	0
\$275,001 - \$525,000	11	18.97%	0	3	6	2
\$525,001 and up	5	8.62%	0	4	1	0
Total New Listed Units	58		5	39	12	2
Total New Listed Volume	16,177,218	100%	516.00K	9.72M	5.18M	755.00K
Average New Listed Listing Price	\$232,824		\$103,200	\$249,326	\$431,877	\$377,500

December 2020



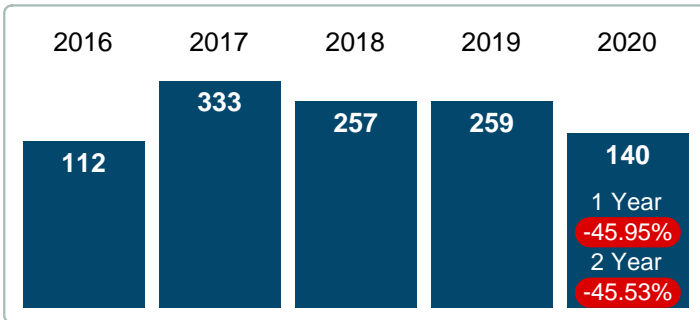
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



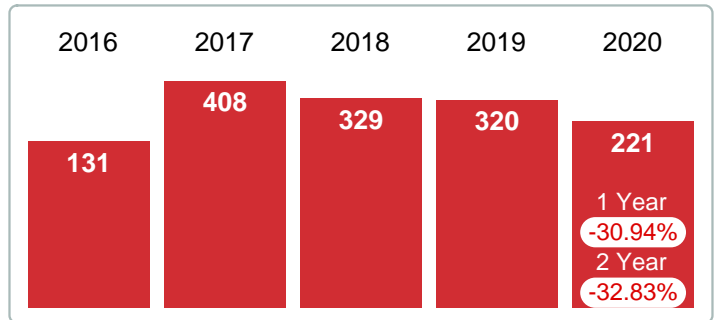
ACTIVE INVENTORY

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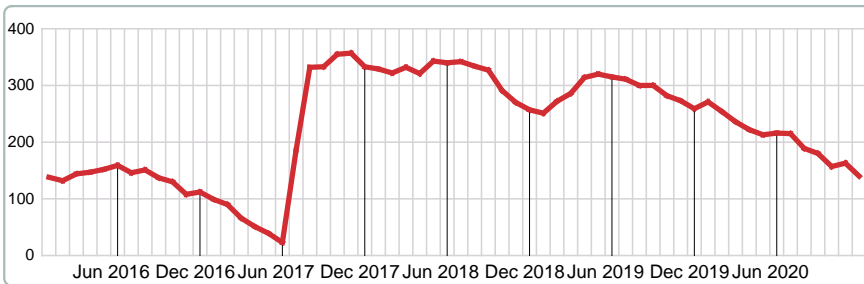
END OF DECEMBER



ACTIVE DURING DECEMBER

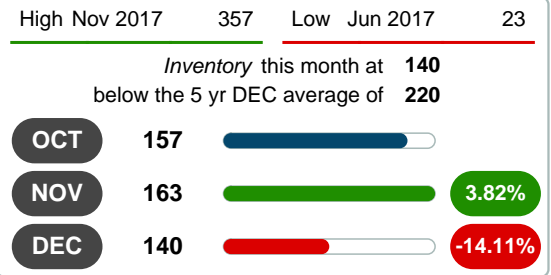


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 220



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	10.71%	145.5	7	6	1	1
\$75,001 - \$100,000	8	5.71%	55.6	4	3	1	0
\$100,001 - \$150,000	29	20.71%	86.5	6	17	5	1
\$150,001 - \$250,000	37	26.43%	79.6	2	25	9	1
\$250,001 - \$350,000	17	12.14%	66.6	2	6	9	0
\$350,001 - \$675,000	21	15.00%	109.1	1	9	5	6
\$675,001 and up	13	9.29%	107.1	0	4	5	4
Total Active Inventory by Units	140			22	70	35	13
Total Active Inventory by Volume	51,155,299	100%	92.1	2.92M	18.38M	16.92M	12.93M
Average Active Inventory Listing Price	\$365,395			\$132,891	\$262,540	\$483,454	\$994,846

December 2020



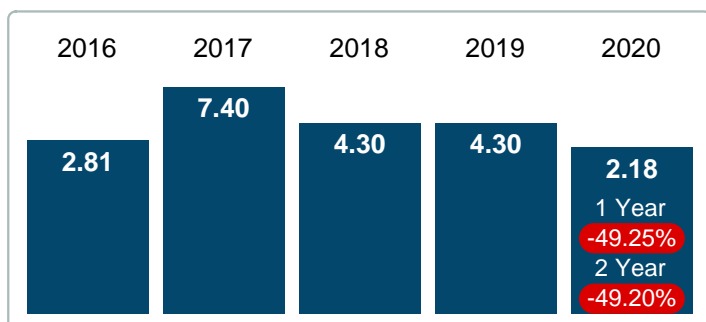
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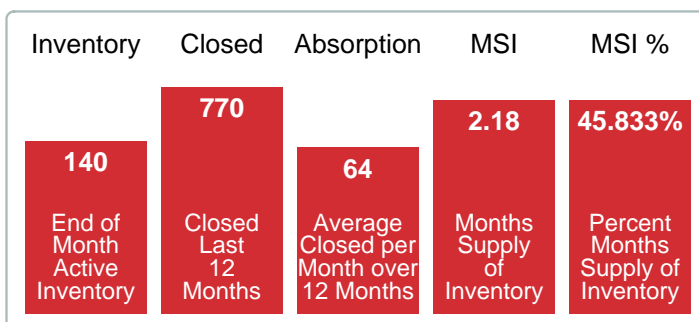
MONTHS SUPPLY of INVENTORY (MSI)

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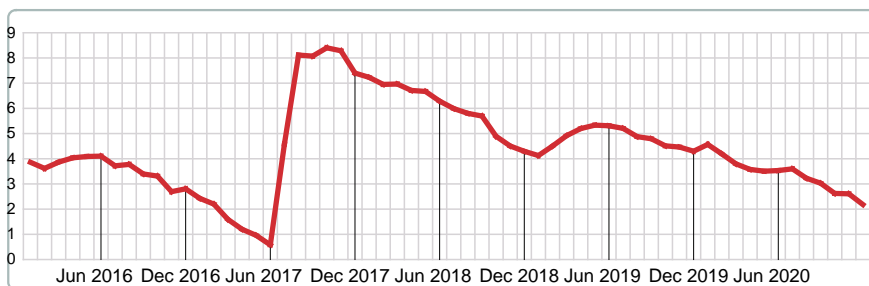
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

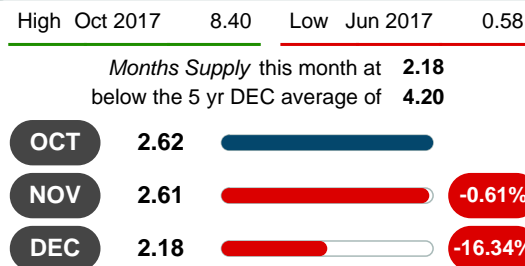


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.20



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	10.71%	2.07	2.80	1.38	2.40	0.00
\$75,001 - \$100,000	8	5.71%	1.30	2.29	0.84	1.33	0.00
\$100,001 - \$150,000	29	20.71%	2.05	1.95	1.74	3.75	0.00
\$150,001 - \$250,000	37	26.43%	1.62	2.18	1.44	2.20	2.40
\$250,001 - \$350,000	17	12.14%	2.40	3.43	1.60	4.15	0.00
\$350,001 - \$675,000	21	15.00%	3.41	4.00	4.15	1.94	5.14
\$675,001 and up	13	9.29%	26.00	0.00	24.00	20.00	48.00
Market Supply of Inventory (MSI)			2.18	2.42	1.70	3.02	5.57
Total Active Inventory by Units		100%	2.18	22	70	35	13

December 2020



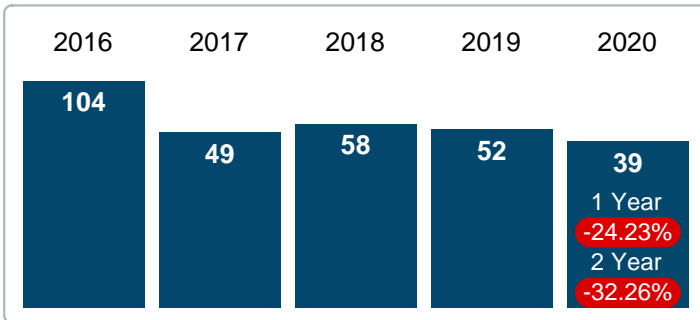
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



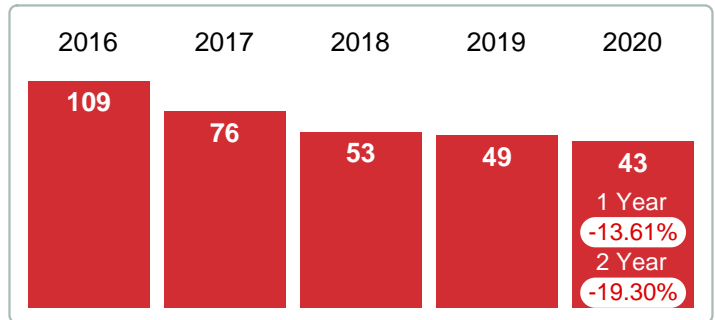
AVERAGE DAYS ON MARKET TO SALE

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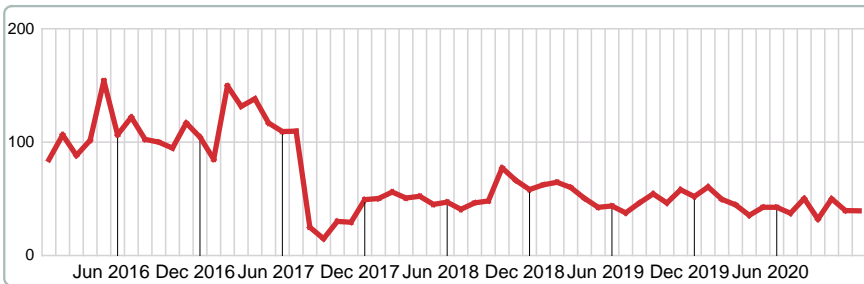
DECEMBER



YEAR TO DATE (YTD)

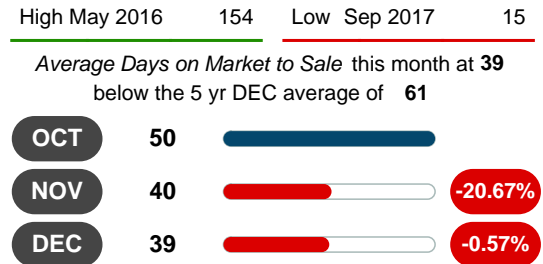


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61



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
\$75,000 and less	8.96%	85	35	111	32	0
\$75,001 - \$125,000	11.94%	53	30	42	167	0
\$125,001 - \$150,000	4.48%	15	0	15	0	0
\$150,001 - \$225,000	37.31%	26	94	21	2	0
\$225,001 - \$300,000	11.94%	35	0	41	14	0
\$300,001 - \$400,000	14.93%	48	7	43	57	0
\$400,001 and up	10.45%	36	0	77	21	18
Average Closed DOM		39	46	38	45	18
Total Closed Units	100%	39	7	44	14	2
Total Closed Volume		14,882,779	1.10M	8.50M	4.20M	1.09M

December 2020



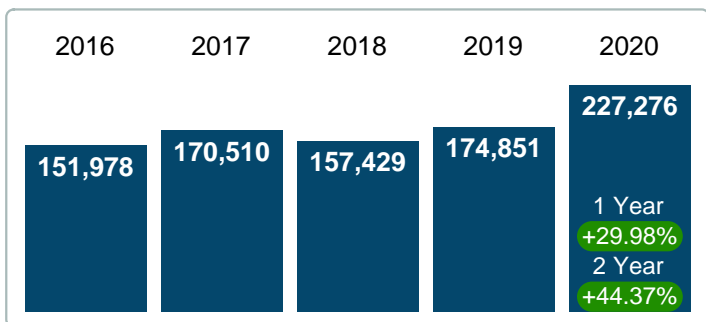
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



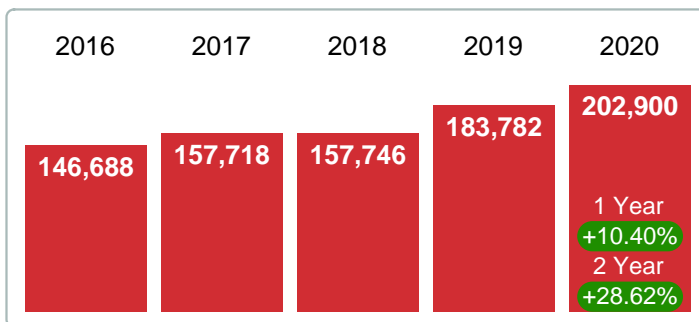
AVERAGE LIST PRICE AT CLOSING

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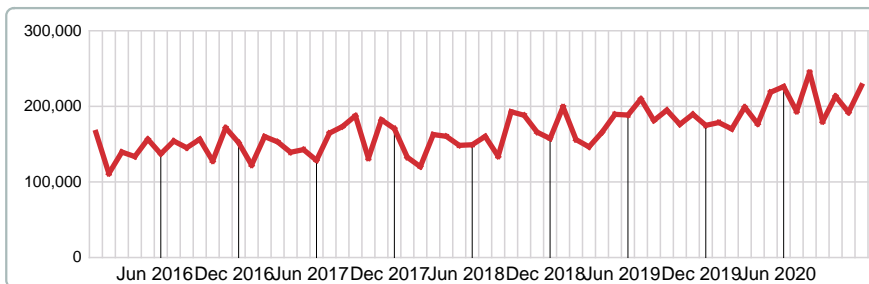
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

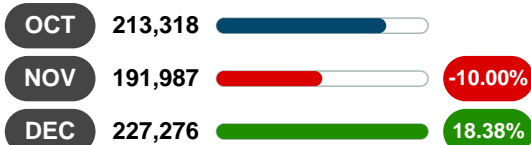


3 MONTHS

5 year DEC AVG = 176,409

High Aug 2020 244,887 Low Feb 2016 111,161

Average List Price at Closing this month at **227,276** above the 5 yr DEC average of **176,409**



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
\$75,000 and less	8.96%	46,100	45,000	52,925	19,900	0
\$75,001 - \$125,000	8.96%	110,150	122,167	119,875	84,900	0
\$125,001 - \$150,000	7.46%	137,940	0	139,900	0	0
\$150,001 - \$225,000	34.33%	187,163	194,950	194,770	153,900	0
\$225,001 - \$300,000	14.93%	251,850	0	252,267	240,450	0
\$300,001 - \$400,000	16.42%	366,845	369,000	366,333	366,233	0
\$400,001 and up	8.96%	456,953	0	420,000	420,739	504,700
Average List Price		227,276	167,200	201,101	299,944	504,700
Total Closed Units	100%	227,276	7	44	14	2
Total Closed Volume		15,227,468	1.17M	8.85M	4.20M	1.01M

December 2020



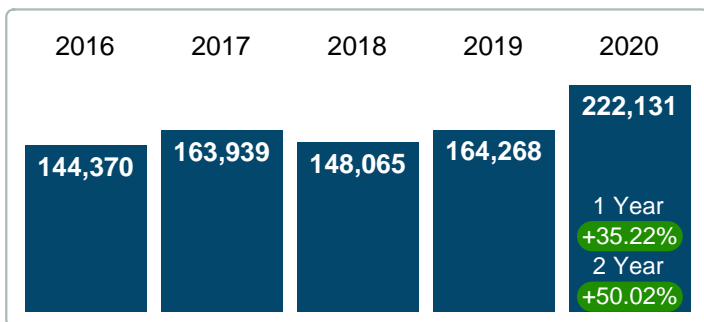
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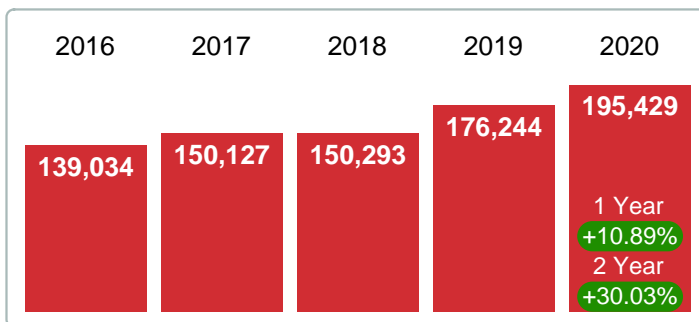
AVERAGE SOLD PRICE AT CLOSING

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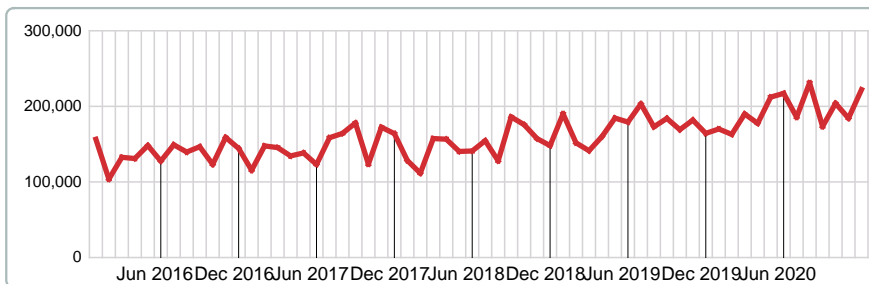
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

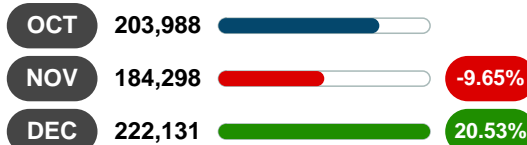


3 MONTHS

5 year DEC AVG = 168,554

High Aug 2020 231,141 Low Feb 2016 103,752

Average Sold Price at Closing this month at 222,131 above the 5 yr DEC average of 168,554



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
\$75,000 and less	8.96%	41,002	38,000	46,625	21,511	0
\$75,001 - \$125,000	11.94%	109,000	112,333	113,500	81,000	0
\$125,001 - \$150,000	4.48%	135,333	0	135,333	0	0
\$150,001 - \$225,000	37.31%	185,410	174,075	187,914	153,000	0
\$225,001 - \$300,000	11.94%	246,775	0	247,517	244,550	0
\$300,001 - \$400,000	14.93%	350,900	379,000	335,000	354,167	0
\$400,001 and up	10.45%	462,903	0	412,500	443,439	542,500
Average Sold Price		222,131	157,450	193,084	299,995	542,500
Total Closed Units	100%	222,131	7	44	14	2
Total Closed Volume		14,882,779	1.10M	8.50M	4.20M	1.09M

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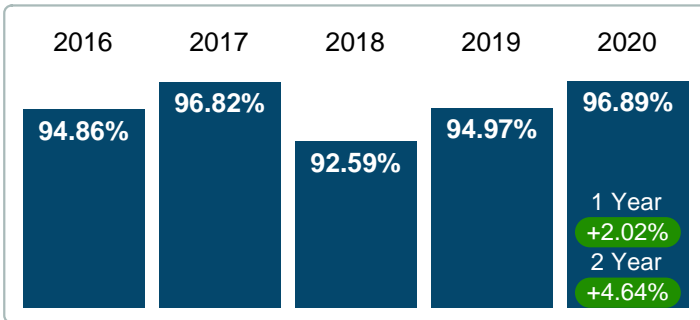
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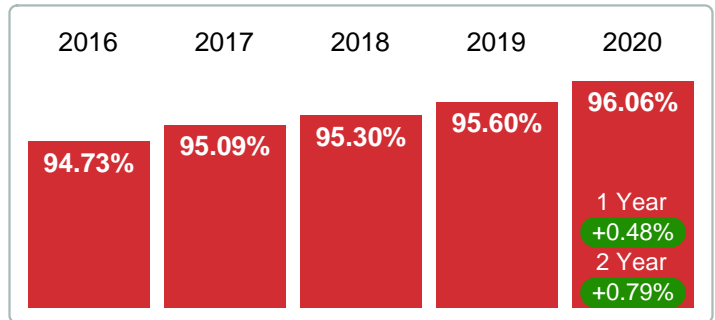
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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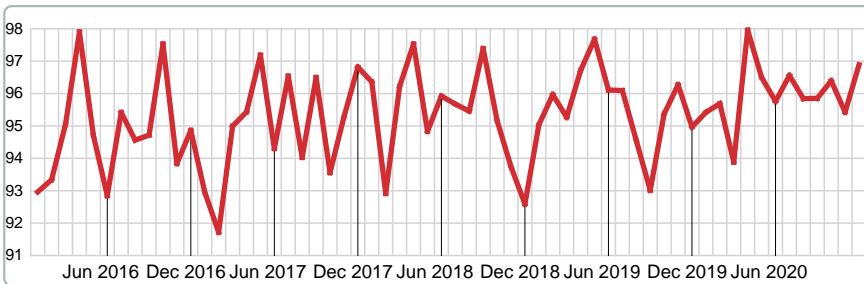
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

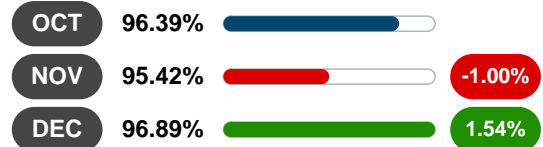


3 MONTHS

5 year DEC AVG = 95.23%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.89%** above the 5 yr DEC average of **95.23%**



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
\$75,000 and less	6	8.96%	92.91%	84.44%	91.23%	108.10%	0.00%
\$75,001 - \$125,000	8	11.94%	94.01%	92.07%	95.12%	95.41%	0.00%
\$125,001 - \$150,000	3	4.48%	96.88%	0.00%	96.88%	0.00%	0.00%
\$150,001 - \$225,000	25	37.31%	96.61%	89.38%	97.13%	99.42%	0.00%
\$225,001 - \$300,000	8	11.94%	98.98%	0.00%	98.10%	101.61%	0.00%
\$300,001 - \$400,000	10	14.93%	95.70%	102.71%	91.45%	96.65%	0.00%
\$400,001 and up	7	10.45%	103.94%	0.00%	98.24%	106.16%	106.31%
Average Sold/List Ratio		96.90%		91.73%	96.19%	100.32%	106.31%
Total Closed Units		67	100%	7	44	14	2
Total Closed Volume		14,882,779		1.10M	8.50M	4.20M	1.09M

December 2020



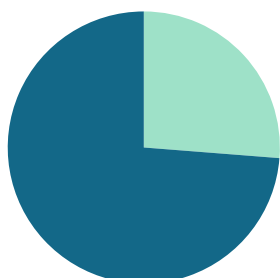
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

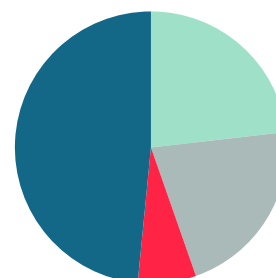


Inventory
 New Listings
58 = 26.24%
 Start Inventory
163
 Total Inventory Units
221
 Volume
\$69,124,416

Market Activity

Closed Sales
67 = 23.18%
 Pending Sales
62 = 21.45%
 Other Off Market
20 = 6.92%
 Active Inventory
140 = 48.44%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	67	42.55%	723	770	6.50%
Pending Sales	33	62	87.88%	741	830	12.01%
New Listings	47	58	23.40%	1,189	1,046	-12.03%
Average List Price	174,851	227,276	29.98%	183,782	202,900	10.40%
Average Sale Price	164,268	222,131	35.22%	176,244	195,429	10.89%
Average Percent of Selling Price to List Price	94.97%	96.89%	2.02%	95.60%	96.06%	0.48%
Average Days on Market to Sale	52.02	39.42	-24.23%	49.44	42.71	-13.61%
Monthly Inventory	259	140	-45.95%	259	140	-45.95%
Months Supply of Inventory	4.30	2.18	-49.25%	4.30	2.18	-49.25%

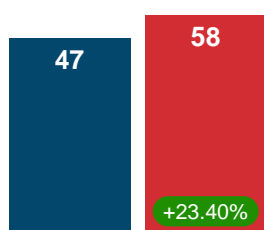
Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on December 31, 2020 = **140** 2019 2020

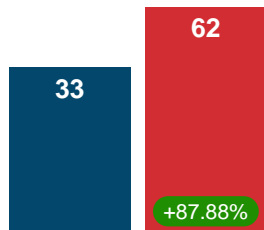
DECEMBER MARKET

AVERAGE PRICES

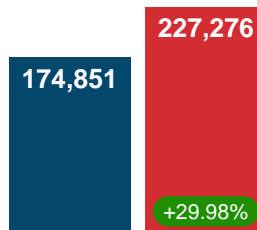
New Listings



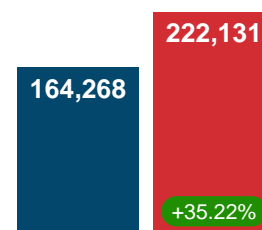
Pending Listings



List Price



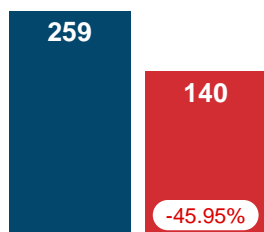
Sale Price



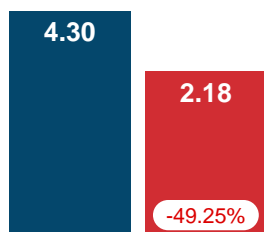
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

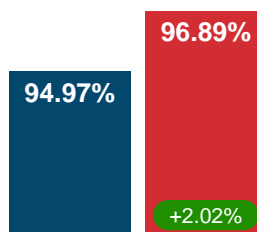
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

