

December 2020



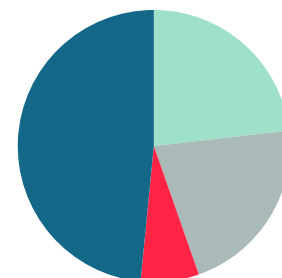
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	158,000	205,250	29.91%
Median Sale Price	155,000	195,000	25.81%
Median Percent of Selling Price to List Price	97.28%	98.18%	0.93%
Median Days on Market to Sale	33.00	21.00	-36.36%
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.

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 **25.81%** in December 2020 to \$195,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 12.00 days or **36.36%** in December 2020 compared to last year's same month at **33.00** DOM.

Sales Success for December 2020 is Positive

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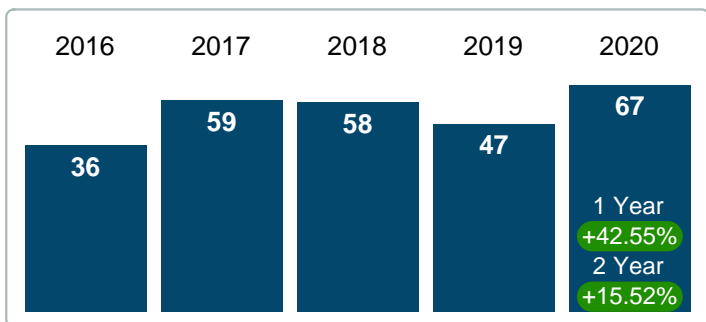
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



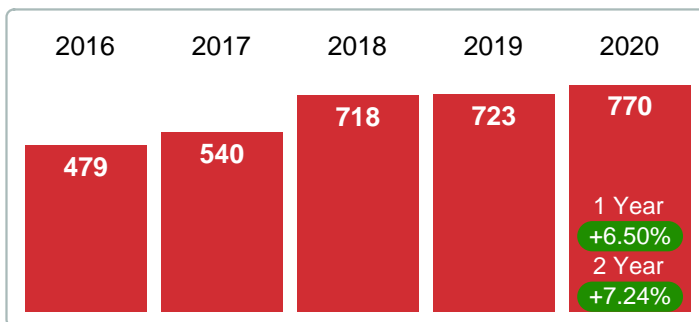
CLOSED LISTINGS

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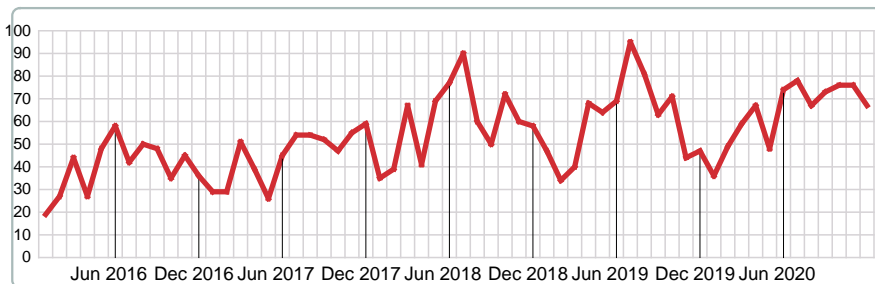
DECEMBER



YEAR TO DATE (YTD)

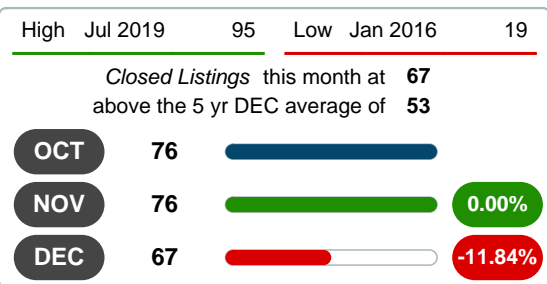


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.96%	73.0	1	4	1	0
\$75,001 - \$125,000	8	11.94%	42.5	3	4	1	0
\$125,001 - \$150,000	3	4.48%	9.0	0	3	0	0
\$150,001 - \$225,000	25	37.31%	4.0	2	22	1	0
\$225,001 - \$300,000	8	11.94%	14.0	0	6	2	0
\$300,001 - \$400,000	10	14.93%	38.0	1	3	6	0
\$400,001 and up	7	10.45%	35.0	0	2	3	2
Total Closed Units	67			7	44	14	2
Total Closed Volume	14,882,779	100%	21.0	1.10M	8.50M	4.20M	1.09M
Median Closed Price	\$195,000			\$118,500	\$183,750	\$332,500	\$542,500

December 2020



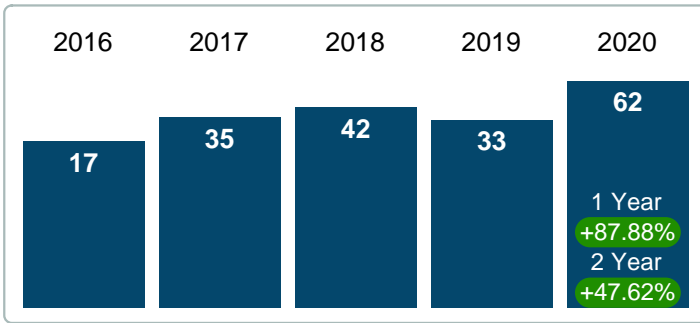
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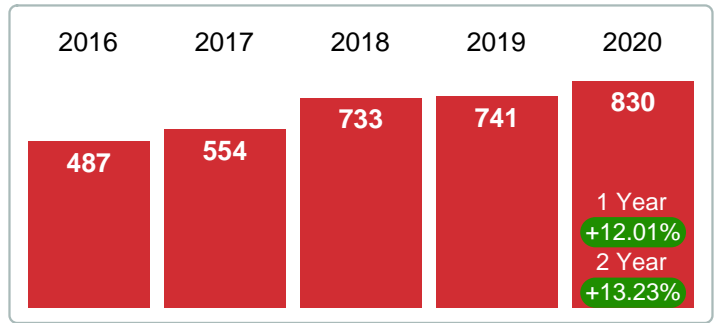
PENDING LISTINGS

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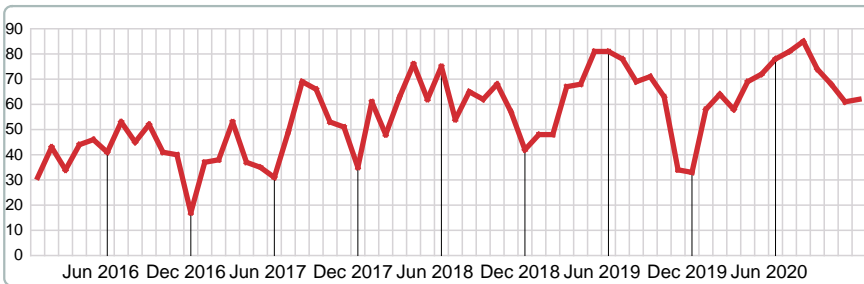
DECEMBER



YEAR TO DATE (YTD)

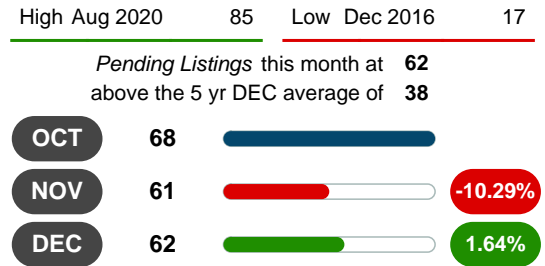


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	39.0	2	2	1	1
\$50,001 - \$100,000	6	9.68%	44.0	1	5	0	0
\$100,001 - \$125,000	5	8.06%	8.0	1	4	0	0
\$125,001 - \$175,000	14	22.58%	26.0	2	10	2	0
\$175,001 - \$275,000	17	27.42%	13.0	0	16	1	0
\$275,001 - \$375,000	7	11.29%	23.0	0	2	4	1
\$375,001 and up	7	11.29%	38.0	0	2	2	3
Total Pending Units	62			6	41	10	5
Total Pending Volume	14,509,367	100%	22.5	558.90K	7.47M	4.46M	2.02M
Median Listing Price	\$171,750			\$90,700	\$165,000	\$302,450	\$384,900

December 2020



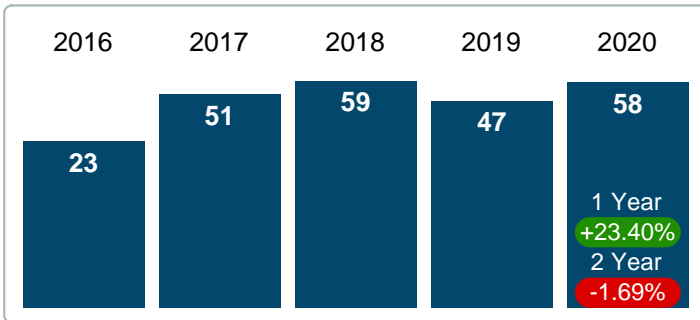
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



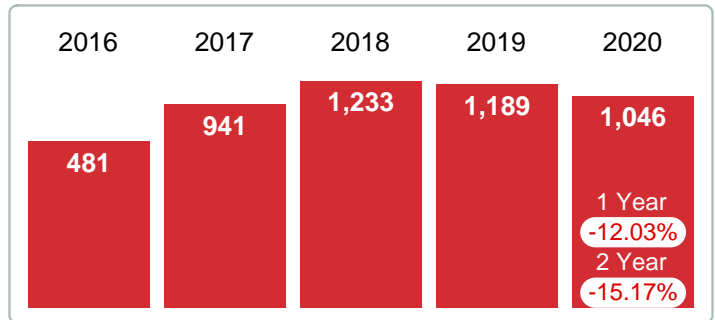
NEW LISTINGS

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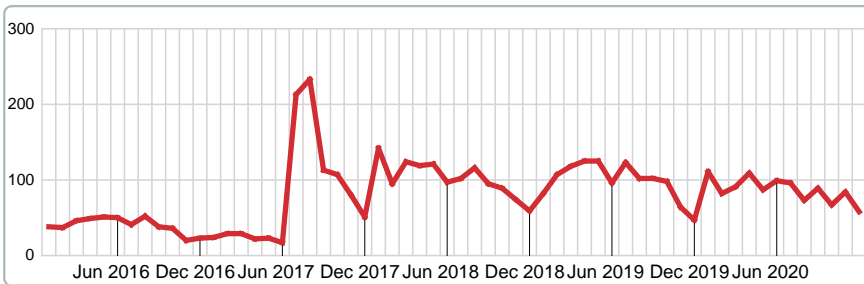
DECEMBER



YEAR TO DATE (YTD)

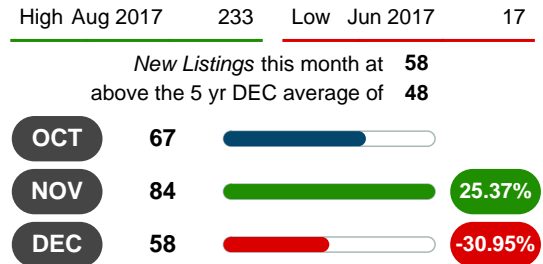


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$188,700		\$85,000	\$185,000	\$289,450	\$377,500

December 2020



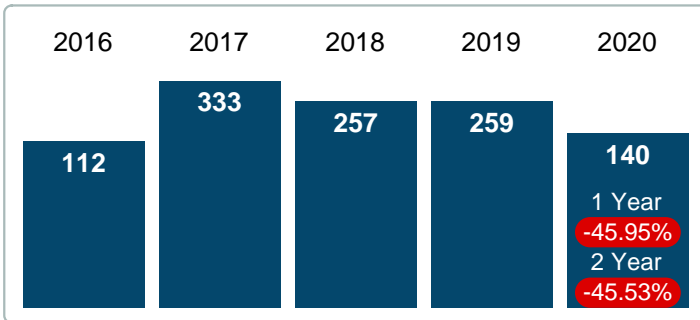
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



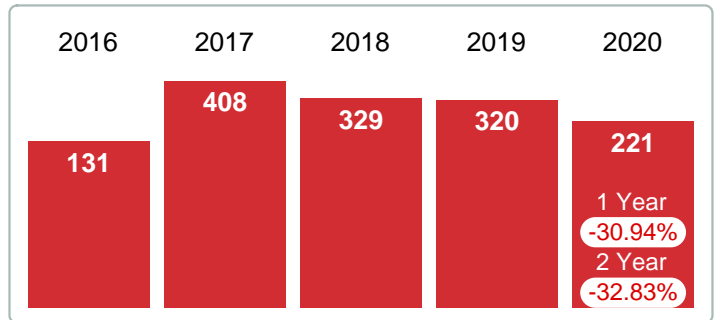
ACTIVE INVENTORY

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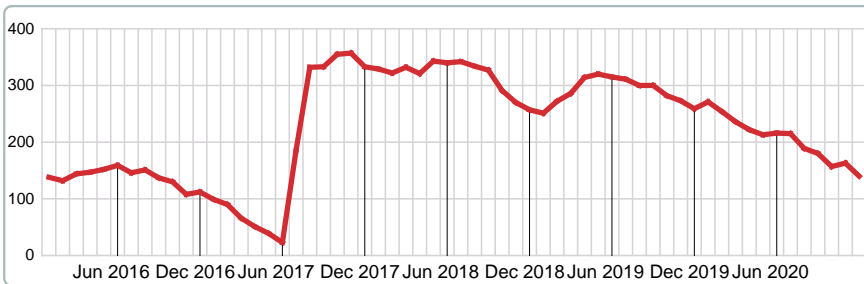
END OF DECEMBER



ACTIVE DURING DECEMBER

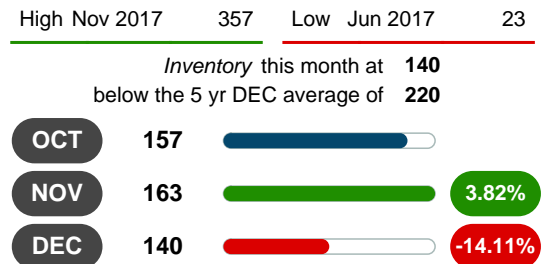


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 220



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	10.71%	107.0	7	6	1	1
\$75,001 - \$100,000	8	5.71%	36.5	4	3	1	0
\$100,001 - \$150,000	29	20.71%	53.0	6	17	5	1
\$150,001 - \$250,000	37	26.43%	59.0	2	25	9	1
\$250,001 - \$350,000	17	12.14%	54.0	2	6	9	0
\$350,001 - \$675,000	21	15.00%	115.0	1	9	5	6
\$675,001 and up	13	9.29%	97.0	0	4	5	4
Total Active Inventory by Units	140			22	70	35	13
Total Active Inventory by Volume	51,155,299	100%	71.5	2.92M	18.38M	16.92M	12.93M
Median Active Inventory Listing Price	\$213,950			\$99,950	\$204,950	\$279,000	\$599,000

December 2020



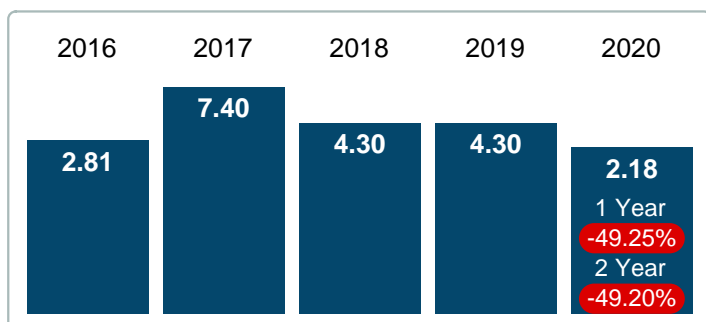
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



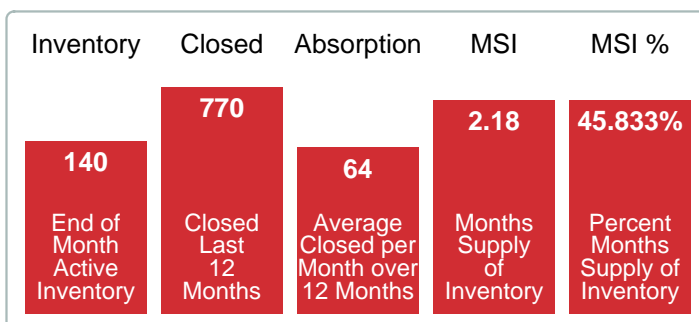
MONTHS SUPPLY of INVENTORY (MSI)

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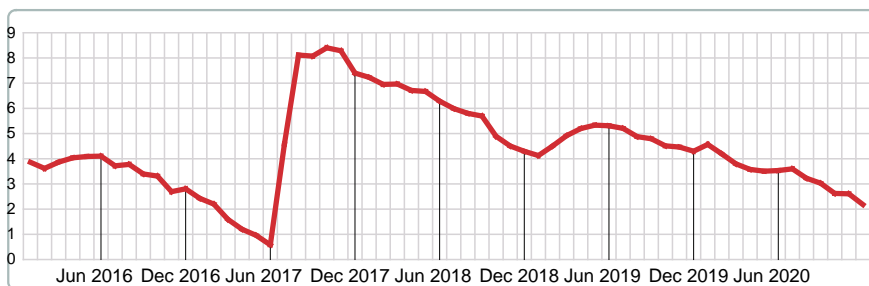
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

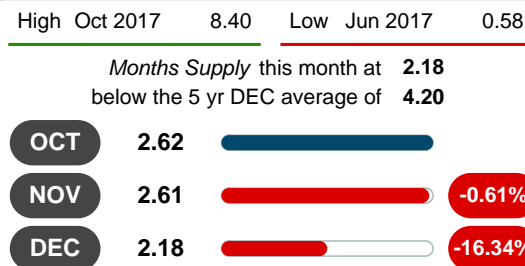


5 YEAR MARKET ACTIVITY TRENDS



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



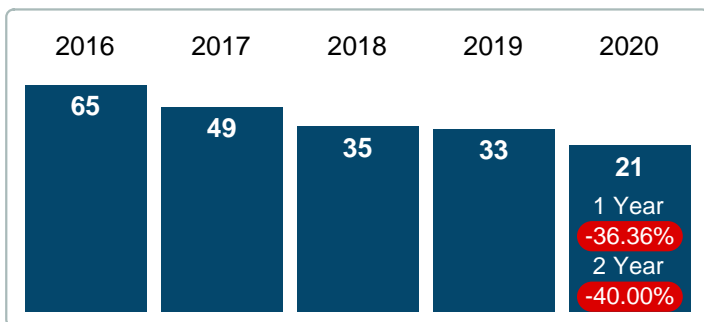
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



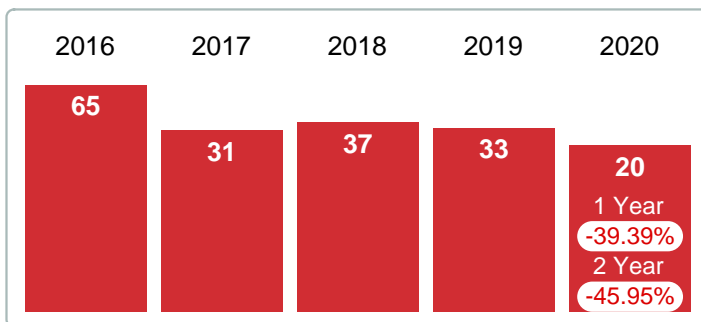
MEDIAN DAYS ON MARKET TO SALE

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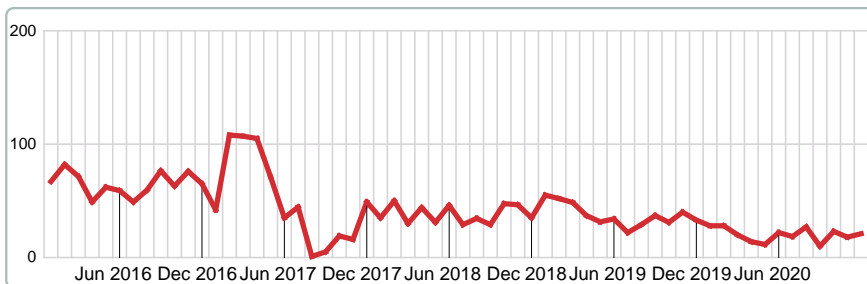
DECEMBER



YEAR TO DATE (YTD)

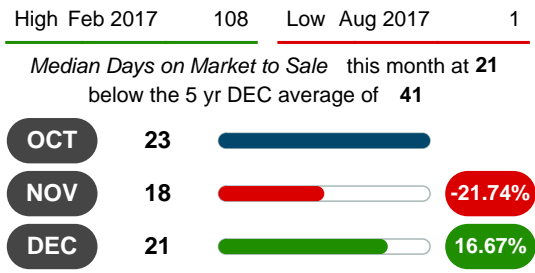


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 41



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
\$75,000 and less	6	8.96%	73	35	115	32	0
\$75,001 - \$125,000	8	11.94%	43	8	43	167	0
\$125,001 - \$150,000	3	4.48%	9	0	9	0	0
\$150,001 - \$225,000	25	37.31%	4	94	4	2	0
\$225,001 - \$300,000	8	11.94%	14	0	34	14	0
\$300,001 - \$400,000	10	14.93%	38	7	54	38	0
\$400,001 and up	7	10.45%	35	0	77	6	18
Median Closed DOM	21			13	19	24	18
Total Closed Units	67	100%	21.0	7	44	14	2
Total Closed Volume	14,882,779			1.10M	8.50M	4.20M	1.09M

December 2020



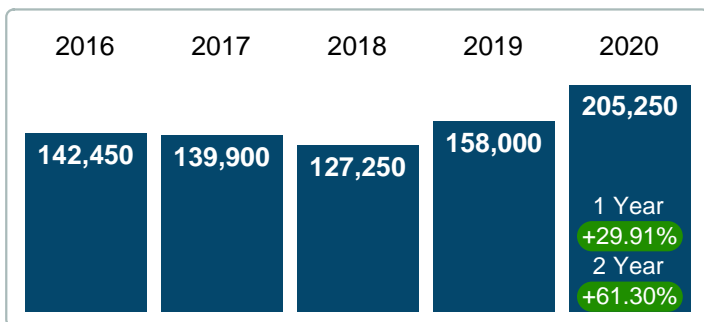
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



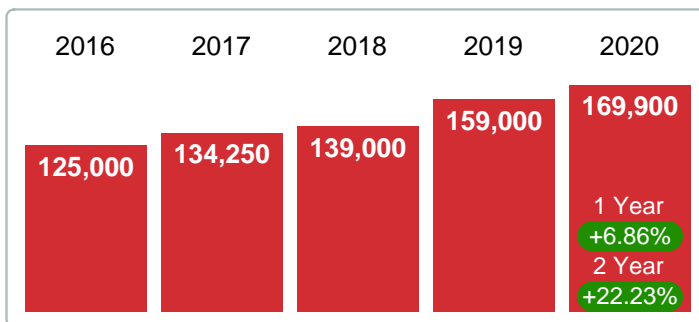
MEDIAN LIST PRICE AT CLOSING

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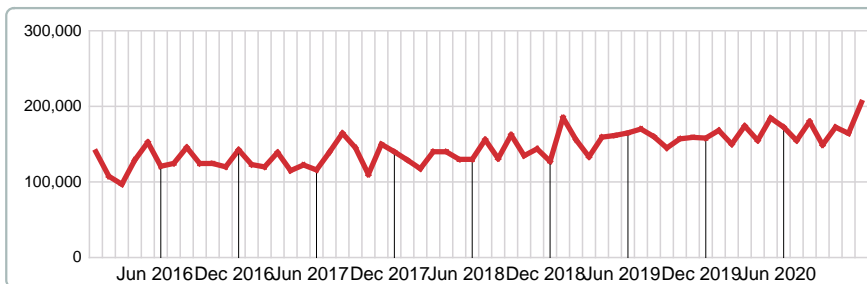
DECEMBER



YEAR TO DATE (YTD)

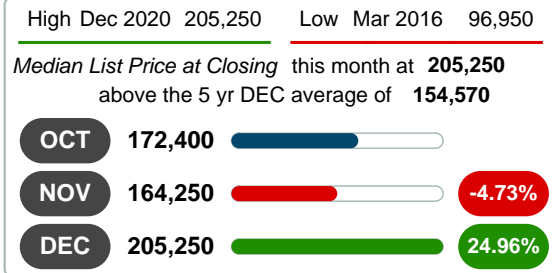


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 154,570



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
\$75,000 and less	6	8.96%	47,250	45,000	57,500	19,900	0
\$75,001 - \$125,000	6	8.96%	111,750	115,750	113,500	84,900	0
\$125,001 - \$150,000	5	7.46%	135,000	135,000	137,450	0	0
\$150,001 - \$225,000	23	34.33%	175,000	194,950	178,750	153,900	0
\$225,001 - \$300,000	10	14.93%	246,400	0	246,400	240,450	0
\$300,001 - \$400,000	11	16.42%	369,000	369,000	369,000	369,900	0
\$400,001 and up	6	8.96%	430,000	0	420,000	446,159	504,700
Median List Price			205,250	135,000	183,250	352,000	504,700
Total Closed Units		100%	205,250	7	44	14	2
Total Closed Volume			15,227,468	1.17M	8.85M	4.20M	1.01M

December 2020



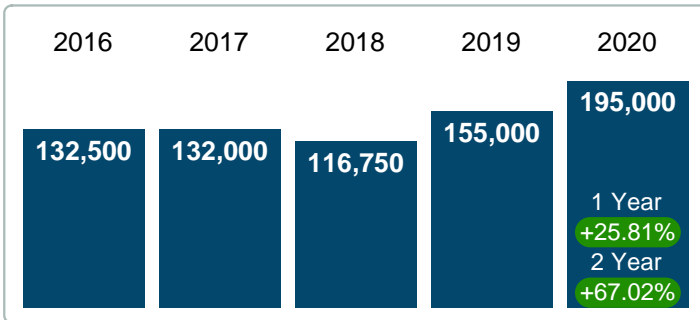
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



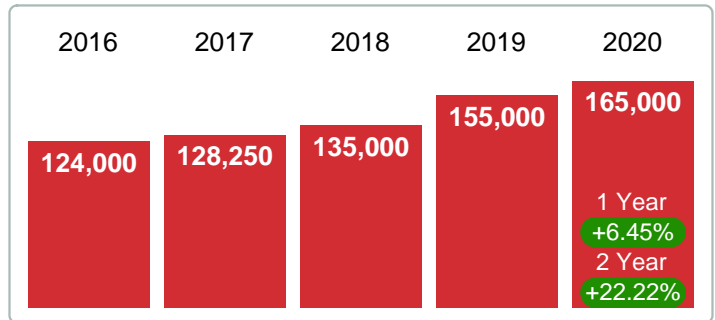
MEDIAN SOLD PRICE AT CLOSING

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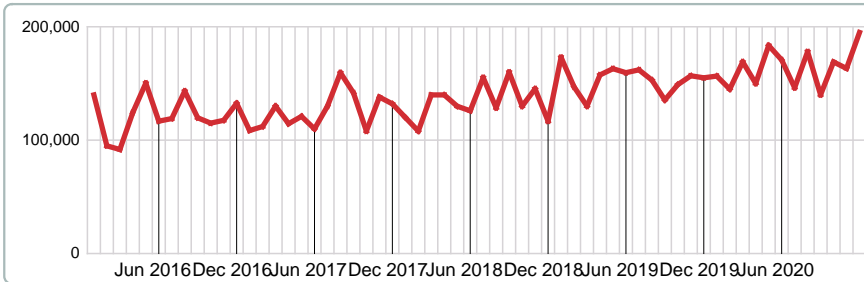
DECEMBER



YEAR TO DATE (YTD)

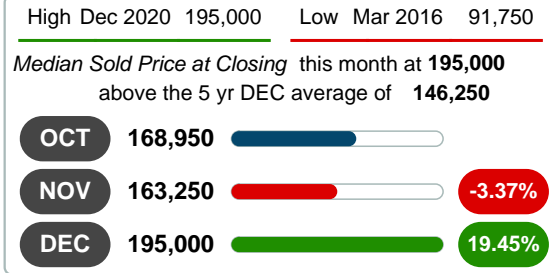


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146,250



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
\$75,000 and less	8.96%	41,500	38,000	49,500	21,511	0
\$75,001 - \$125,000	11.94%	112,500	118,500	112,500	81,000	0
\$125,001 - \$150,000	4.48%	137,000	0	137,000	0	0
\$150,001 - \$225,000	37.31%	182,500	174,075	183,750	153,000	0
\$225,001 - \$300,000	11.94%	235,450	0	235,450	244,550	0
\$300,001 - \$400,000	14.93%	352,500	379,000	330,000	362,500	0
\$400,001 and up	10.45%	433,000	0	412,500	440,000	542,500
Median Sold Price		195,000	118,500	183,750	332,500	542,500
Total Closed Units	100%	195,000	7	44	14	2
Total Closed Volume		14,882,779	1.10M	8.50M	4.20M	1.09M

December 2020



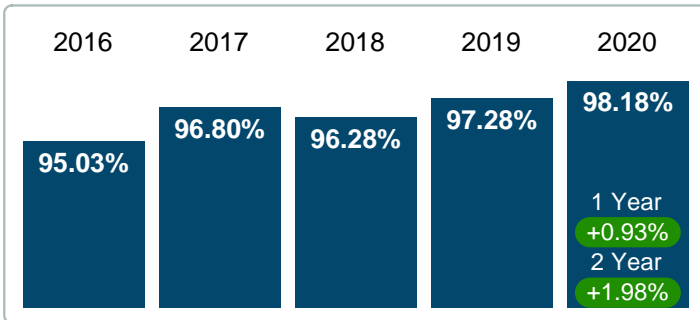
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



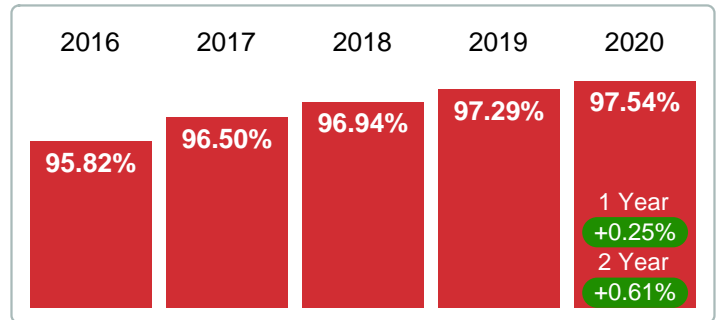
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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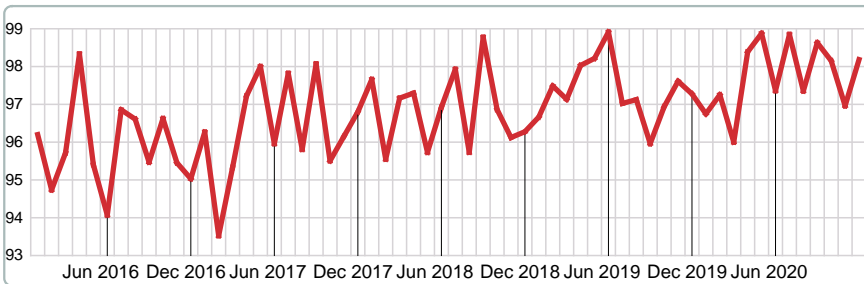
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

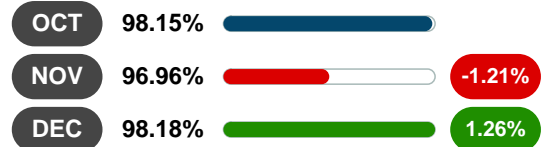


3 MONTHS

5 year DEC AVG = 96.71%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.18%**
above the 5 yr DEC average of **96.71%**



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
\$75,000 and less	6	8.96%	87.68%	84.44%	87.44%	108.10%	0.00%
\$75,001 - \$125,000	8	11.94%	96.16%	90.91%	97.64%	95.41%	0.00%
\$125,001 - \$150,000	3	4.48%	97.93%	0.00%	97.93%	0.00%	0.00%
\$150,001 - \$225,000	25	37.31%	99.42%	89.38%	99.72%	99.42%	0.00%
\$225,001 - \$300,000	8	11.94%	99.39%	0.00%	98.87%	101.61%	0.00%
\$300,001 - \$400,000	10	14.93%	95.66%	102.71%	90.14%	96.01%	0.00%
\$400,001 and up	7	10.45%	100.00%	0.00%	98.24%	100.00%	106.31%
Median Sold/List Ratio		98.18%		90.09%	98.06%	99.32%	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



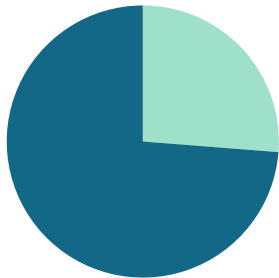
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

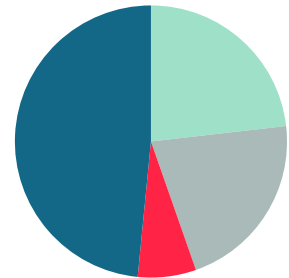


Inventory
 New Listings
58 = 26.24%
 Start Inventory
163
 Total Inventory Units
221
 Volume
\$69,124,416

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%
Median List Price	158,000	205,250	29.91%	159,000	169,900	6.86%
Median Sale Price	155,000	195,000	25.81%	155,000	165,000	6.45%
Median Percent of Selling Price to List Price	97.28%	98.18%	0.93%	97.29%	97.54%	0.25%
Median Days on Market to Sale	33.00	21.00	-36.36%	33.00	20.00	-39.39%
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

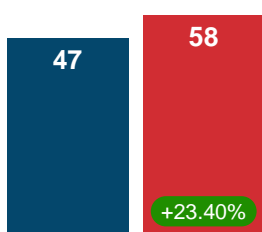
Inventory on December 31, 2020 = **140**

2019 **2020**

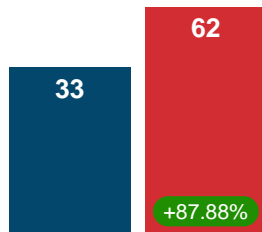
DECEMBER MARKET

MEDIAN PRICES

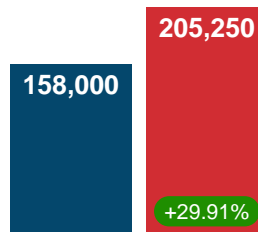
New Listings



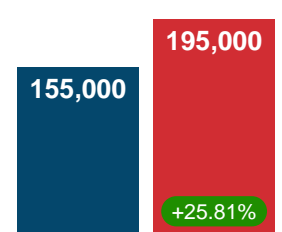
Pending Listings



List Price



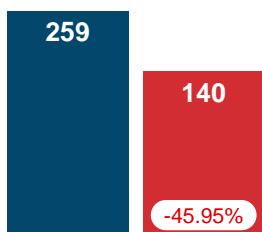
Sale Price



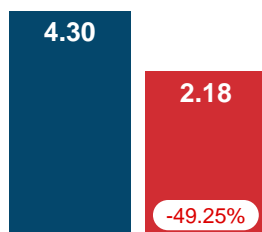
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

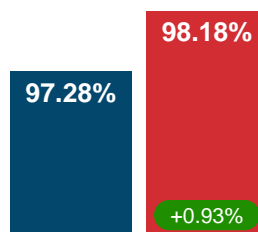
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

