

November 2020



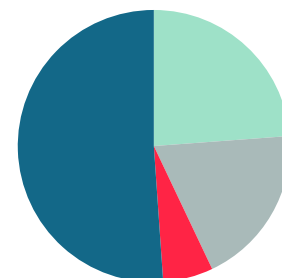
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	44	76	72.73%
Pending Listings	34	61	79.41%
New Listings	64	84	31.25%
Average List Price	189,470	191,987	1.33%
Average Sale Price	181,820	184,298	1.36%
Average Percent of Selling Price to List Price	96.27%	95.42%	-0.88%
Average Days on Market to Sale	58.00	39.64	-31.65%
End of Month Inventory	273	163	-40.29%
Months Supply of Inventory	4.46	2.61	-41.57%



■ Closed (23.82%)
■ Pending (19.12%)
■ Other OffMarket (5.96%)
■ Active (51.10%)

Absorption: Last 12 months, an Average of **63 Sales/Month Active Inventory** as of November 30, 2020 = **163**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **40.29%** to 163 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 **2.61** 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 **1.36%** in November 2020 to \$184,298 versus the previous year at \$181,820.

Average Days on Market Shortens

The average number of **39.64** days that homes spent on the market before selling decreased by 18.36 days or **31.65%** in November 2020 compared to last year's same month at **58.00** DOM.

Sales Success for November 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 84 New Listings in November 2020, up **31.25%** from last year at 64. Furthermore, there were 76 Closed Listings this month versus last year at 44, a **72.73%** increase.

Closed versus Listed trends yielded a **90.5%** ratio, up from previous year's, November 2019, at **68.8%**, a **31.60%** 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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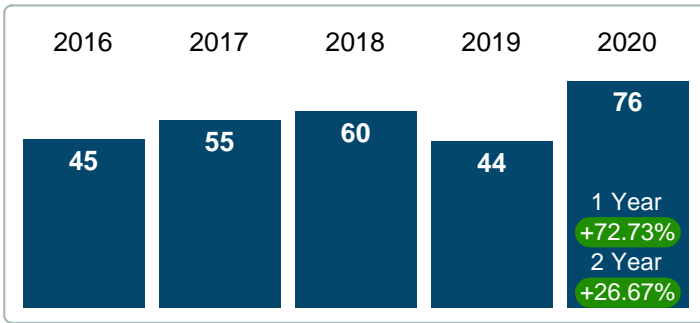
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



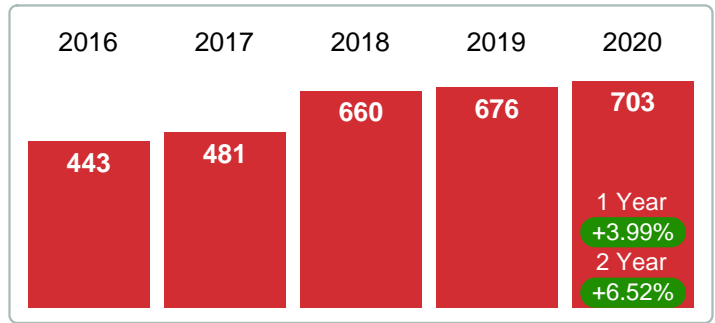
CLOSED LISTINGS

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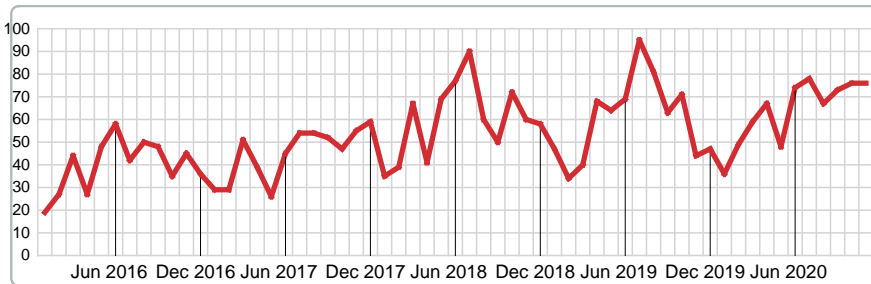
NOVEMBER



YEAR TO DATE (YTD)

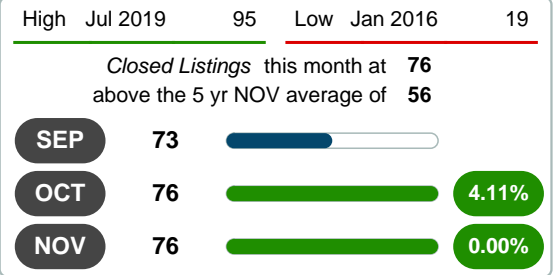


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 56



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	11	14.47%	45.6	2	9	0	0
\$75,001 - \$100,000	6	7.89%	55.3	0	4	2	0
\$100,001 - \$125,000	3	3.95%	37.3	0	3	0	0
\$125,001 - \$175,000	25	32.89%	18.5	2	20	2	1
\$175,001 - \$225,000	10	13.16%	25.1	0	8	2	0
\$225,001 - \$325,000	13	17.11%	52.3	1	9	2	1
\$325,001 and up	8	10.53%	84.1	2	2	2	2
Total Closed Units	76			7	55	10	4
Total Closed Volume	14,006,667	100%	39.6	1.41M	9.12M	2.16M	1.31M
Average Closed Price	\$184,298			\$200,986	\$165,896	\$216,460	\$327,725

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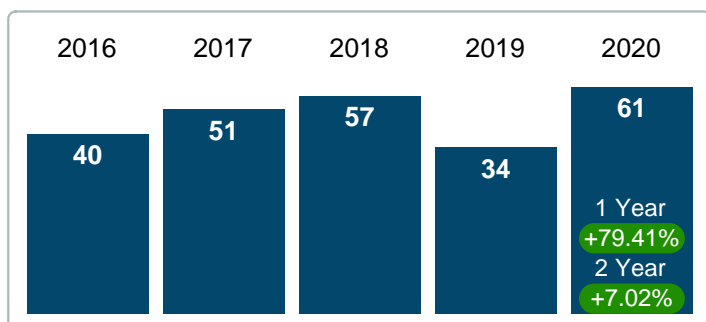
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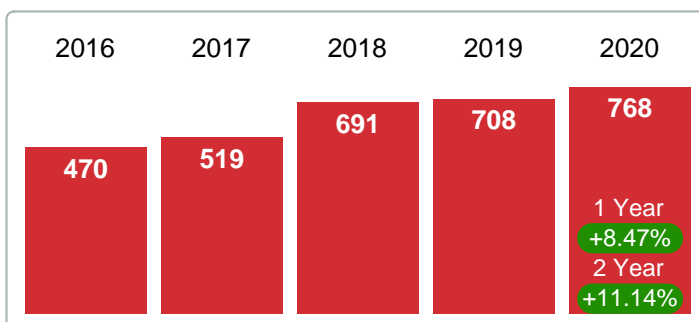
PENDING LISTINGS

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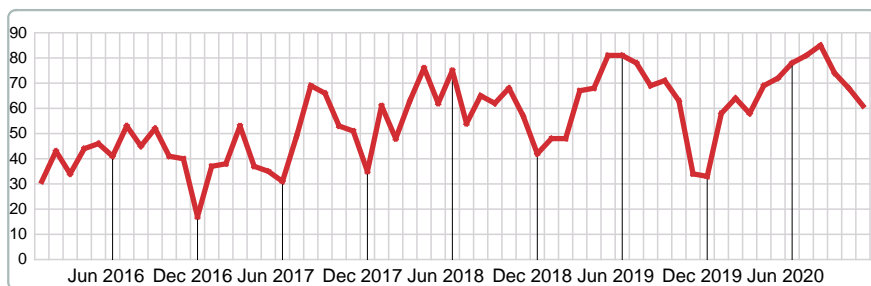
NOVEMBER



YEAR TO DATE (YTD)

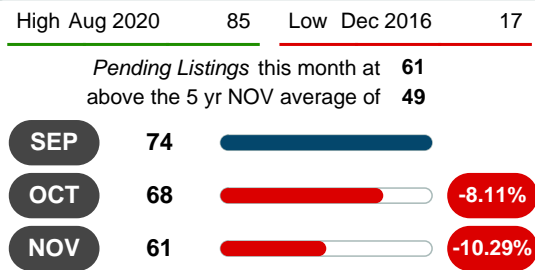


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



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	5	8.20%	33.2	2	2	1	0
\$75,001 - \$100,000	6	9.84%	78.7	1	3	2	0
\$100,001 - \$150,000	12	19.67%	40.2	1	10	1	0
\$150,001 - \$175,000	12	19.67%	6.8	1	10	1	0
\$175,001 - \$225,000	10	16.39%	10.1	0	9	1	0
\$225,001 - \$350,000	9	14.75%	74.0	0	7	1	1
\$350,001 and up	7	11.48%	86.7	1	2	4	0
Total Pending Units	61			6	43	11	1
Total Pending Volume	11,790,505	100%	41.9	954.00K	7.66M	2.89M	289.00K
Average Listing Price	\$191,085			\$159,000	\$178,142	\$262,491	\$289,000

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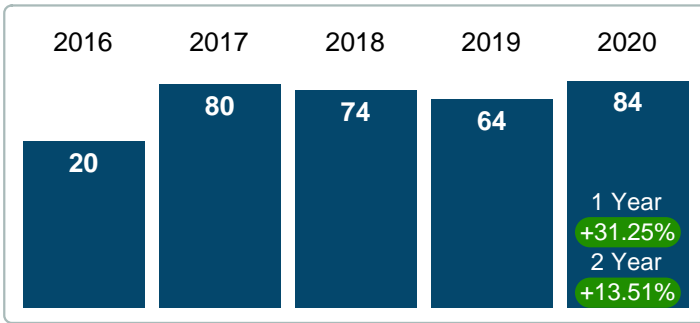
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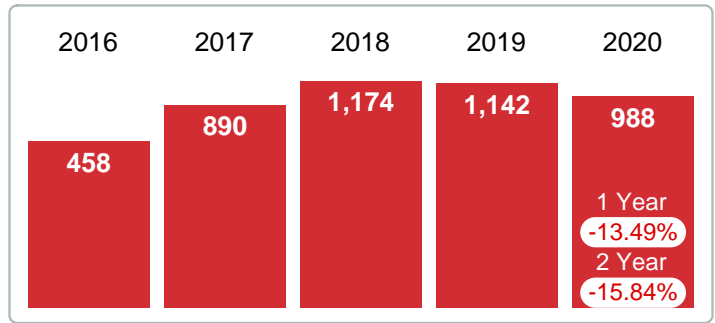
NEW LISTINGS

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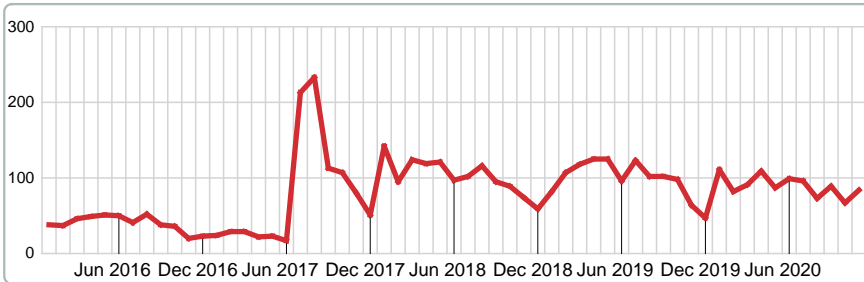
NOVEMBER



YEAR TO DATE (YTD)

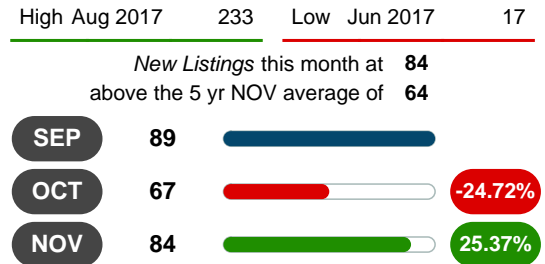


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 64



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	6	7.14%	2	2	1	1
\$75,001 - \$125,000	11	13.10%	4	5	1	1
\$125,001 - \$150,000	14	16.67%	2	11	1	0
\$150,001 - \$175,000	14	16.67%	1	13	0	0
\$175,001 - \$225,000	13	15.48%	0	12	1	0
\$225,001 - \$325,000	15	17.86%	2	9	3	1
\$325,001 and up	11	13.10%	1	2	5	3
Total New Listed Units	84		12	54	12	6
Total New Listed Volume	17,353,304	100%	1.87M	9.60M	3.17M	2.71M
Average New Listed Listing Price	\$192,474		\$156,158	\$177,691	\$264,175	\$452,333

November 2020



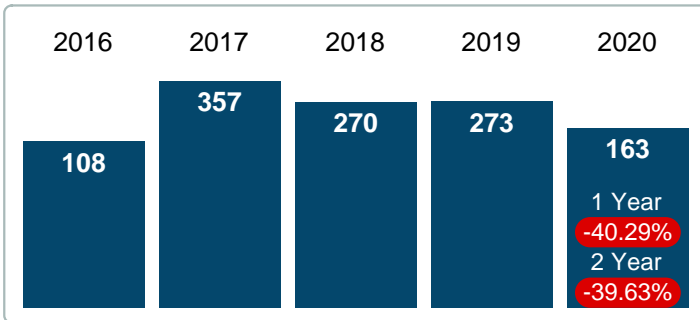
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



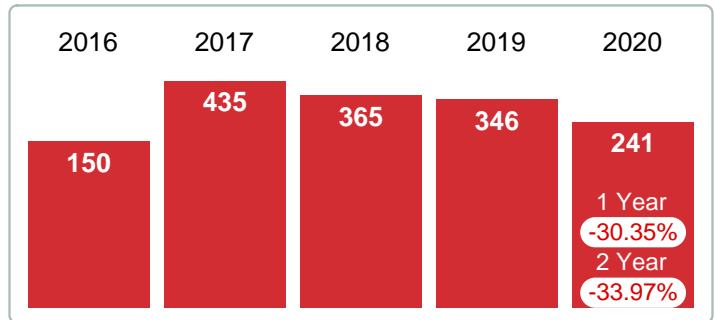
ACTIVE INVENTORY

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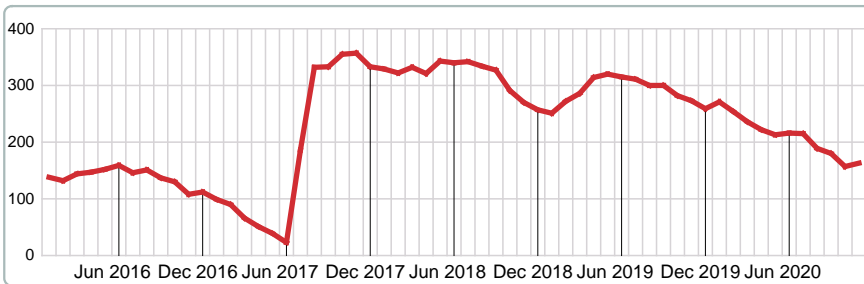
END OF NOVEMBER



ACTIVE DURING NOVEMBER

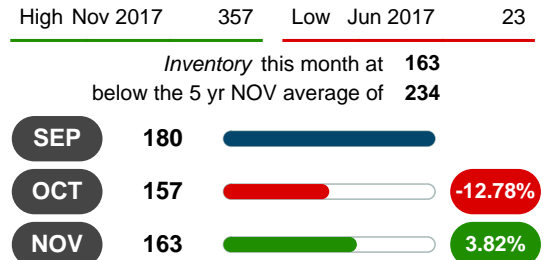


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 234



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	14	8.59%	79.4	6	6	1	1
\$50,001 - \$100,000	19	11.66%	124.7	7	9	2	1
\$100,001 - \$150,000	31	19.02%	86.4	8	17	5	1
\$150,001 - \$225,000	28	17.18%	78.6	0	23	5	0
\$225,001 - \$350,000	33	20.25%	61.5	3	17	12	1
\$350,001 - \$575,000	20	12.27%	87.9	1	8	6	5
\$575,001 and up	18	11.04%	123.2	0	3	5	10
Total Active Inventory by Units	163			25	83	36	19
Total Active Inventory by Volume	52,947,198	100%	88.1	3.07M	18.27M	15.81M	15.80M
Average Active Inventory Listing Price	\$324,829			\$122,780	\$220,118	\$439,139	\$831,521

November 2020



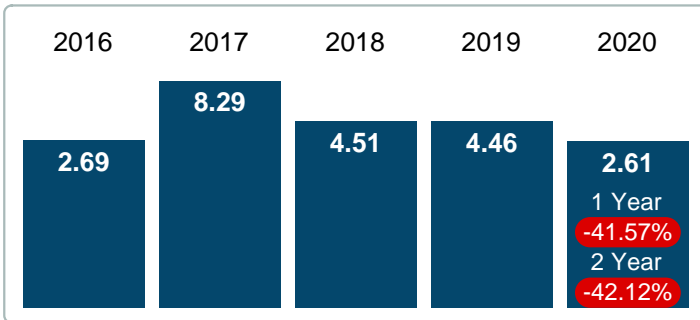
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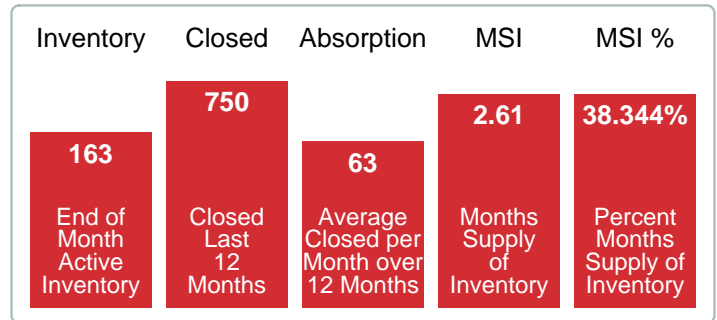
MONTHS SUPPLY of INVENTORY (MSI)

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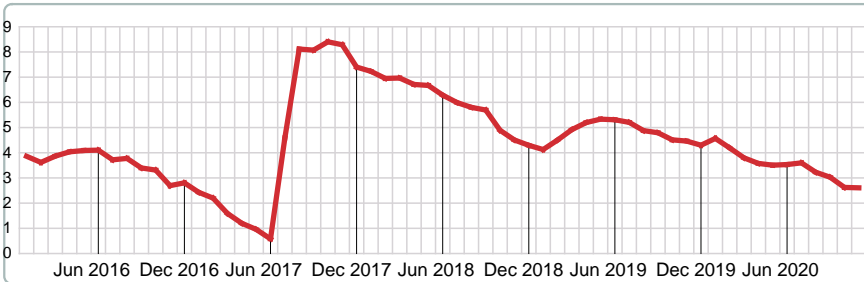
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

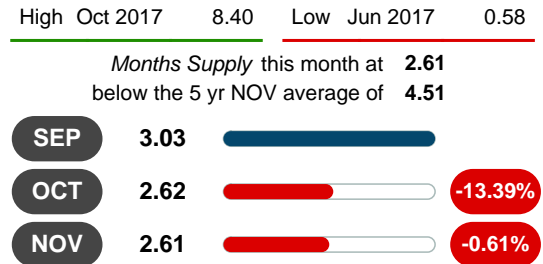


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.51



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
\$50,000 and less	14	8.59%	3.65	4.00	3.00	3.00	0.00
\$50,001 - \$100,000	19	11.66%	1.90	2.40	1.44	2.67	12.00
\$100,001 - \$150,000	31	19.02%	2.19	2.74	1.74	3.53	12.00
\$150,001 - \$225,000	28	17.18%	1.53	0.00	1.62	1.62	0.00
\$225,001 - \$350,000	33	20.25%	3.17	3.27	3.04	3.79	1.33
\$350,001 - \$575,000	20	12.27%	4.62	6.00	5.05	3.43	6.00
\$575,001 and up	18	11.04%	12.00	0.00	6.00	7.50	30.00
Market Supply of Inventory (MSI)			2.61	2.75	2.08	3.22	7.86
Total Active Inventory by Units		100%	2.61	25	83	36	19

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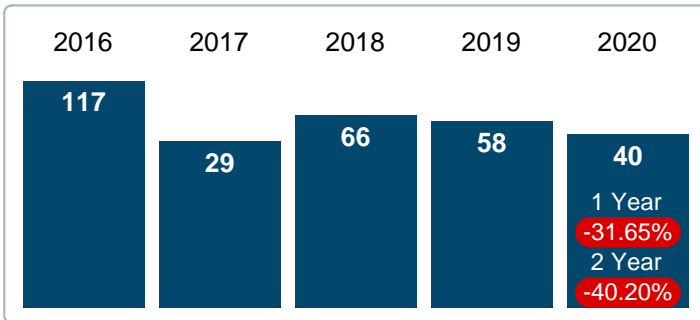
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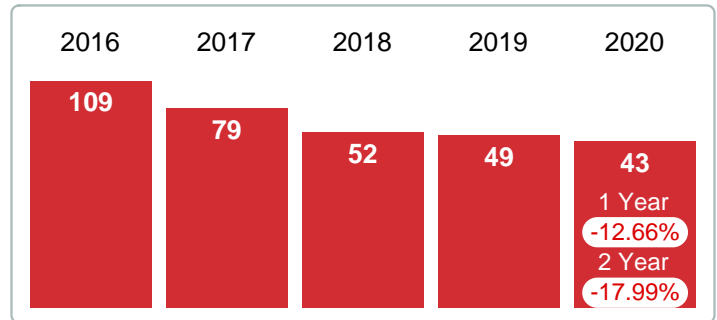
AVERAGE DAYS ON MARKET TO SALE

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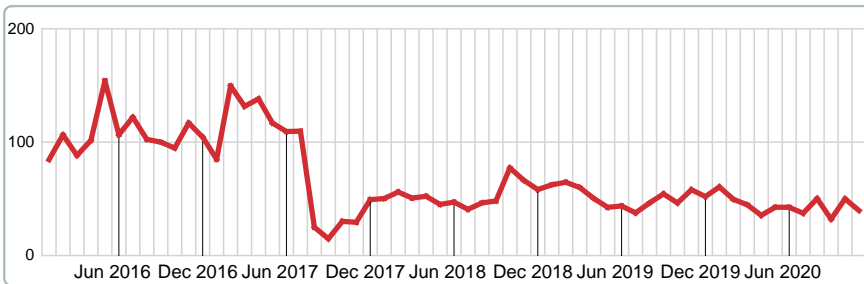
NOVEMBER



YEAR TO DATE (YTD)

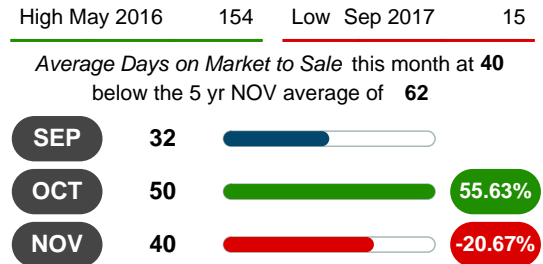


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	
\$75,000 and less	11	14.47%	46	57	43	0	
\$75,001 - \$100,000	6	7.89%	55	0	73	21	
\$100,001 - \$125,000	3	3.95%	37	0	37	0	
\$125,001 - \$175,000	25	32.89%	19	28	14	7	
\$175,001 - \$225,000	10	13.16%	25	0	27	16	
\$225,001 - \$325,000	13	17.11%	52	65	53	11	
\$325,001 and up	8	10.53%	84	182	10	64	
Average Closed DOM		40		85	32	24	
Total Closed Units		76	100%	40	7	55	10
Total Closed Volume		14,006,667			1.41M	9.12M	2.16M

November 2020



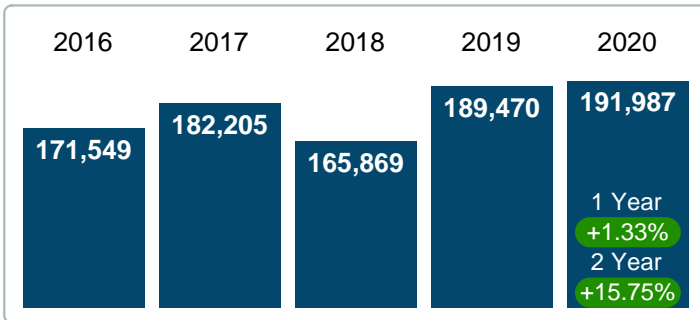
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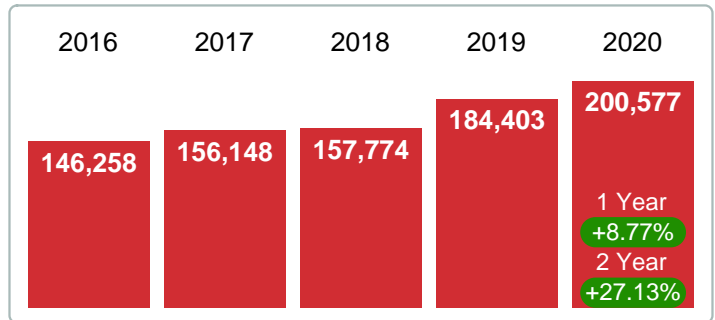
AVERAGE LIST PRICE AT CLOSING

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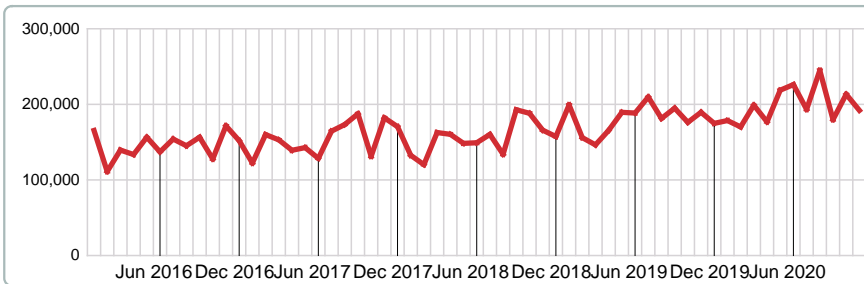
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

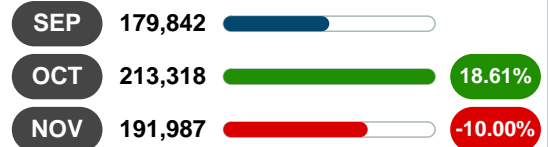


3 MONTHS

5 year NOV AVG = 180,216

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

Average List Price at Closing this month at **191,987** above the 5 yr NOV average of **180,216**



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	4	5.26%	62,225	57,250	78,117	0	
\$75,001 - \$100,000	12	15.79%	86,088	0	93,350	100,500	
\$100,001 - \$125,000	1	1.32%	110,000	0	129,633	0	
\$125,001 - \$175,000	27	35.53%	153,710	154,900	158,574	140,000	
\$175,001 - \$225,000	10	13.16%	201,467	0	203,022	226,250	
\$225,001 - \$325,000	13	17.11%	255,177	248,000	261,322	264,950	
\$325,001 and up	9	11.84%	412,989	425,000	402,450	399,000	
Average List Price		191,987		217,471	171,233	226,140	347,375
Total Closed Units		76	100%	191,987	7	55	10
Total Closed Volume		14,591,004			1.52M	9.42M	2.26M

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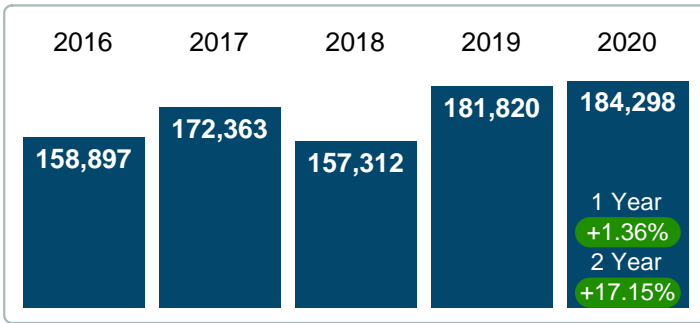
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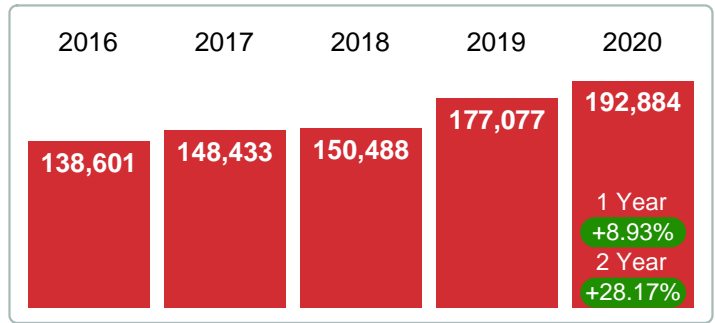
AVERAGE SOLD PRICE AT CLOSING

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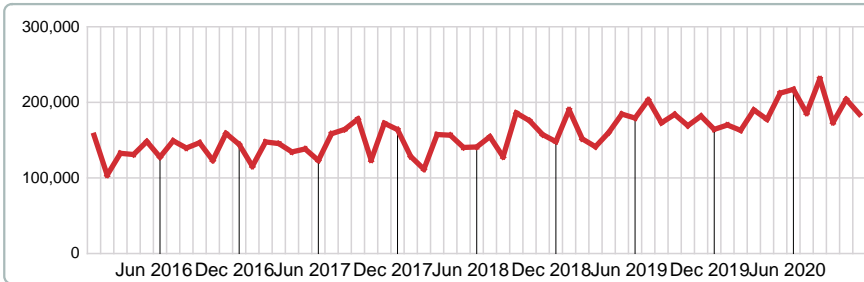
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

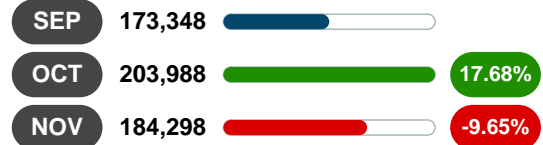


3 MONTHS

5 year NOV AVG = 170,938

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

Average Sold Price at Closing this month at **184,298** above the 5 yr NOV average of **170,938**



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	11	14.47%	64,932	51,500	67,917	0
\$75,001 - \$100,000	6	7.89%	88,233	0	84,850	95,000
\$100,001 - \$125,000	3	3.95%	122,333	0	122,333	0
\$125,001 - \$175,000	25	32.89%	153,644	148,450	154,905	138,100
\$175,001 - \$225,000	10	13.16%	202,650	0	199,188	216,500
\$225,001 - \$325,000	13	17.11%	255,417	250,000	256,113	250,200
\$325,001 and up	8	10.53%	401,000	378,500	405,000	382,500
Average Sold Price		184,298		200,986	165,896	216,460
Total Closed Units		76		7	55	10
Total Closed Volume		14,006,667		1.41M	9.12M	2.16M

November 2020



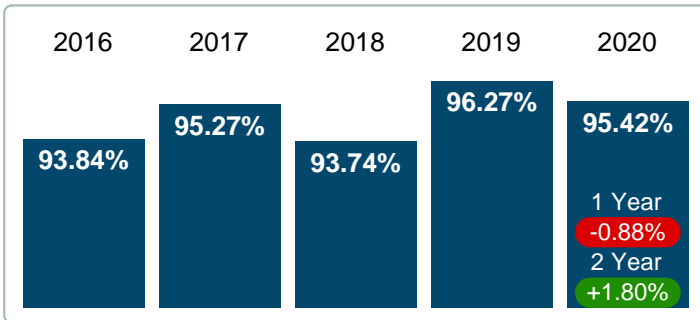
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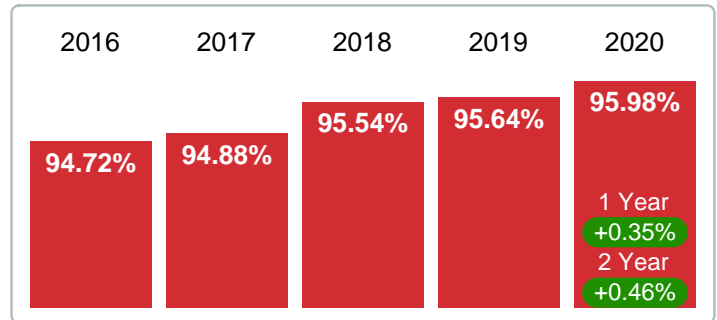
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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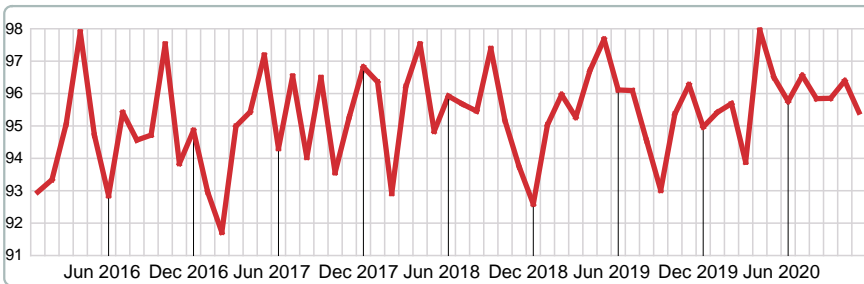
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

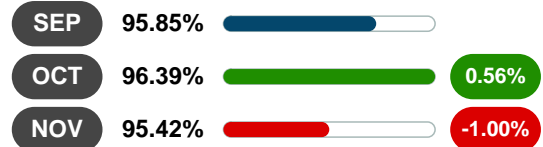


3 MONTHS

5 year NOV AVG = 94.91%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.42%** equal to 5 yr NOV average of **94.91%**



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	11	14.47%	87.28%	87.17%	87.30%	0.00%	0.00%
\$75,001 - \$100,000	6	7.89%	92.50%	0.00%	91.06%	95.38%	0.00%
\$100,001 - \$125,000	3	3.95%	94.38%	0.00%	94.38%	0.00%	0.00%
\$125,001 - \$175,000	25	32.89%	97.72%	95.97%	97.84%	98.72%	96.81%
\$175,001 - \$225,000	10	13.16%	97.91%	0.00%	98.42%	95.89%	0.00%
\$225,001 - \$325,000	13	17.11%	97.46%	100.81%	98.36%	94.64%	91.70%
\$325,001 and up	8	10.53%	95.62%	89.71%	100.77%	95.86%	96.13%
Average Sold/List Ratio		95.40%		92.36%	95.71%	96.10%	95.19%
Total Closed Units		76	100%	7	55	10	4
Total Closed Volume		14,006,667		1.41M	9.12M	2.16M	1.31M

November 2020



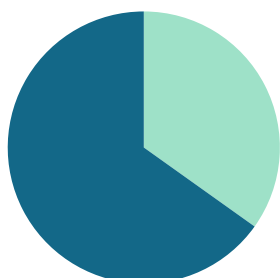
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

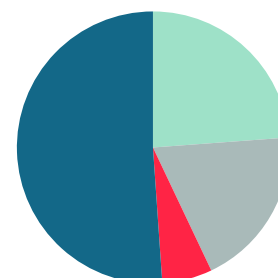


Inventory
 New Listings **84 = 34.85%**
 Start Inventory **157**
 Total Inventory Units **241**
 Volume **\$69,561,303**

Market Activity

Closed Sales **76 = 23.82%**
 Pending Sales **61 = 19.12%**
 Other Off Market **19 = 5.96%**
 Active Inventory **163 = 51.10%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	44	76	72.73%	676	703	3.99%
Pending Sales	34	61	79.41%	708	768	8.47%
New Listings	64	84	31.25%	1,142	988	-13.49%
Average List Price	189,470	191,987	1.33%	184,403	200,577	8.77%
Average Sale Price	181,820	184,298	1.36%	177,077	192,884	8.93%
Average Percent of Selling Price to List Price	96.27%	95.42%	-0.88%	95.64%	95.98%	0.35%
Average Days on Market to Sale	58.00	39.64	-31.65%	49.26	43.02	-12.66%
Monthly Inventory	273	163	-40.29%	273	163	-40.29%
Months Supply of Inventory	4.46	2.61	-41.57%	4.46	2.61	-41.57%

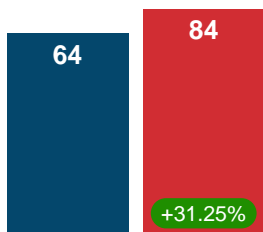
Absorption: Last 12 months, an Average of **63** Sales/Month

Inventory on November 30, 2020 = **163** 2019 2020

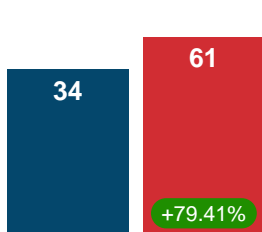
NOVEMBER MARKET

AVERAGE PRICES

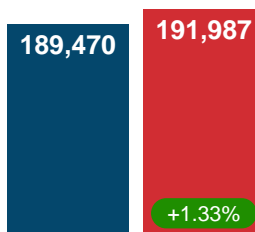
New Listings



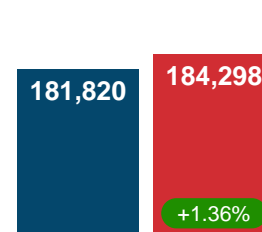
Pending Listings



List Price



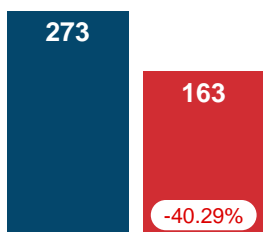
Sale Price



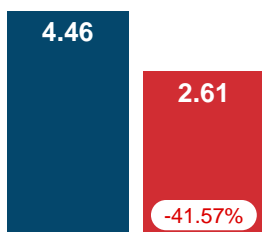
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

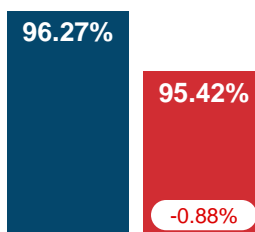
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

