

# November 2020



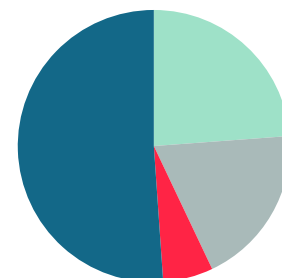
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	44	76	72.73%
Pending Listings	34	61	79.41%
New Listings	64	84	31.25%
Median List Price	158,950	164,250	3.33%
Median Sale Price	156,750	163,250	4.15%
Median Percent of Selling Price to List Price	97.61%	96.96%	-0.67%
Median Days on Market to Sale	40.00	18.00	-55.00%
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.

#### 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 **4.15%** in November 2020 to \$163,250 versus the previous year at \$156,750.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 22.00 days or **55.00%** in November 2020 compared to last year's same month at **40.00** DOM.

#### Sales Success for November 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 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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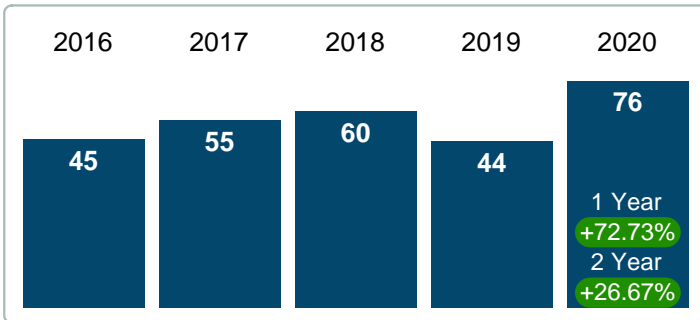
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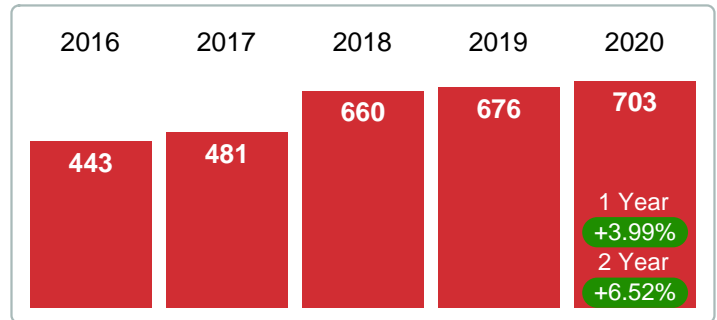
## CLOSED LISTINGS

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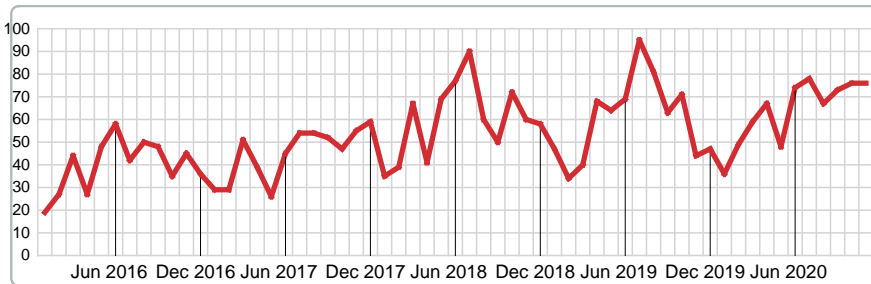
### NOVEMBER



### YEAR TO DATE (YTD)

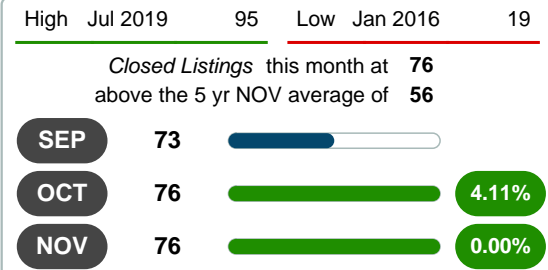


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	14.47%	36.0	2	9	0	0
\$75,001 - \$100,000	6	7.89%	44.0	0	4	2	0
\$100,001 - \$125,000	3	3.95%	18.0	0	3	0	0
\$125,001 - \$175,000	25	32.89%	10.0	2	20	2	1
\$175,001 - \$225,000	10	13.16%	7.0	0	8	2	0
\$225,001 - \$325,000	13	17.11%	19.0	1	9	2	1
\$325,001 and up	8	10.53%	64.0	2	2	2	2
<b>Total Closed Units</b>	<b>76</b>			<b>7</b>	<b>55</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>14,006,667</b>	<b>100%</b>	<b>18.0</b>	<b>1.41M</b>	<b>9.12M</b>	<b>2.16M</b>	<b>1.31M</b>
<b>Median Closed Price</b>	<b>\$163,250</b>			<b>\$149,900</b>	<b>\$161,200</b>	<b>\$216,500</b>	<b>\$308,000</b>

# November 2020



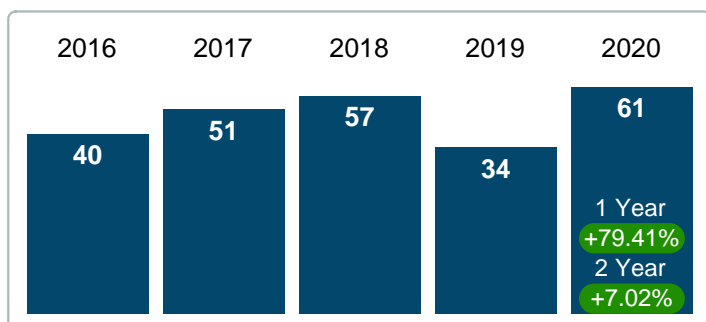
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



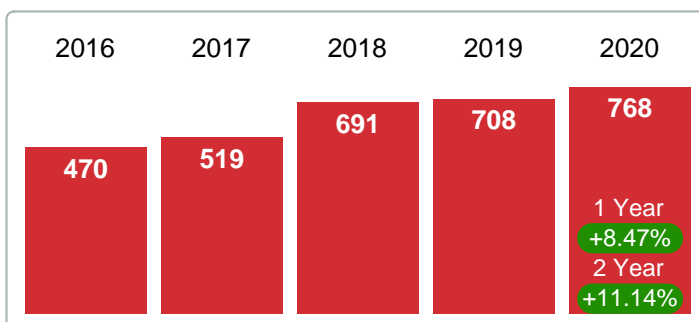
## PENDING LISTINGS

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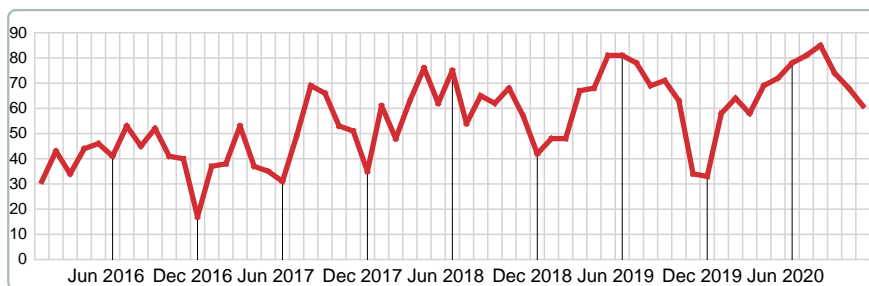
### NOVEMBER



### YEAR TO DATE (YTD)

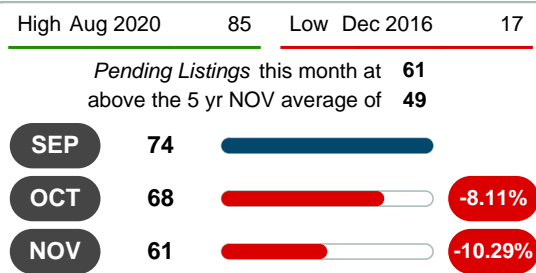


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.20%	15.0	2	2	1	0
\$75,001 - \$100,000	6	9.84%	67.5	1	3	2	0
\$100,001 - \$150,000	12	19.67%	28.5	1	10	1	0
\$150,001 - \$175,000	12	19.67%	1.0	1	10	1	0
\$175,001 - \$225,000	10	16.39%	3.5	0	9	1	0
\$225,001 - \$350,000	9	14.75%	8.0	0	7	1	1
\$350,001 and up	7	11.48%	54.0	1	2	4	0
<b>Total Pending Units</b>	<b>61</b>			<b>6</b>	<b>43</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,790,505</b>	<b>100%</b>	<b>8.0</b>	<b>954.00K</b>	<b>7.66M</b>	<b>2.89M</b>	<b>289.00K</b>
<b>Median Listing Price</b>	<b>\$169,277</b>			<b>\$102,250</b>	<b>\$163,500</b>	<b>\$215,000</b>	<b>\$289,000</b>

# November 2020



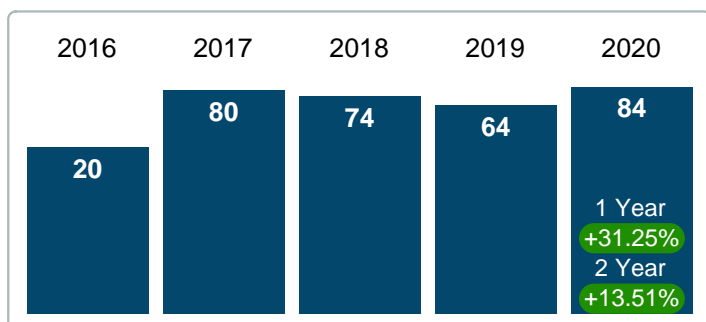
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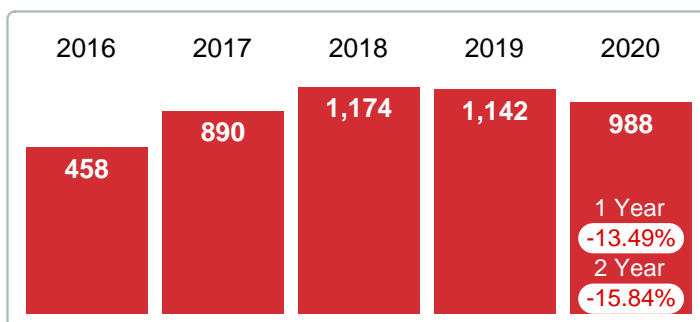
## NEW LISTINGS

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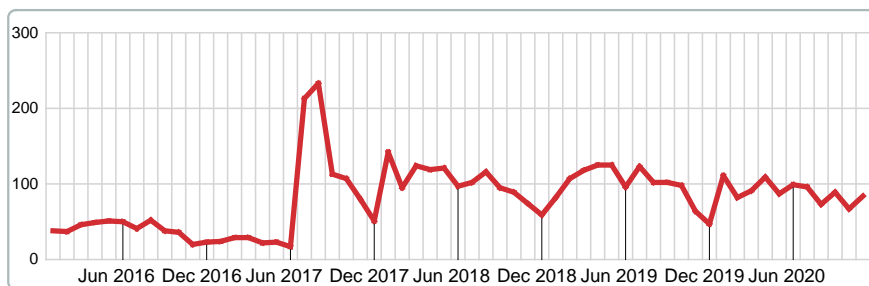
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

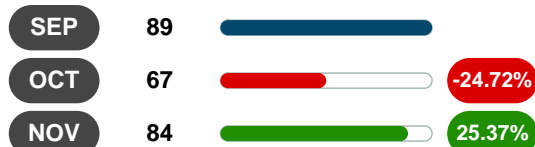


### 3 MONTHS

5 year NOV AVG = 64

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **84**  
above the 5 yr NOV average of **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
<b>Total New Listed Units</b>	<b>84</b>		<b>12</b>	<b>54</b>	<b>12</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>17,353,304</b>	<b>100%</b>	<b>1.87M</b>	<b>9.60M</b>	<b>3.17M</b>	<b>2.71M</b>
<b>Median New Listed Listing Price</b>	<b>\$172,089</b>		<b>\$124,000</b>	<b>\$166,389</b>	<b>\$267,500</b>	<b>\$334,500</b>

# November 2020



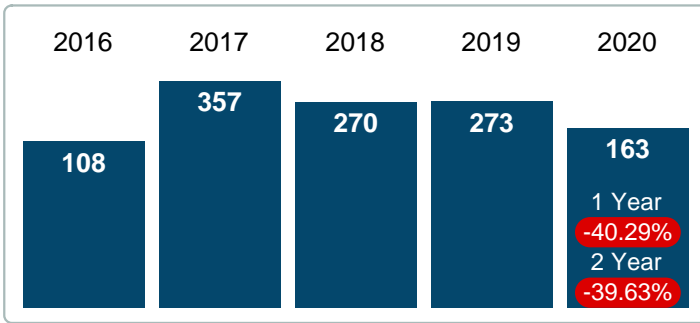
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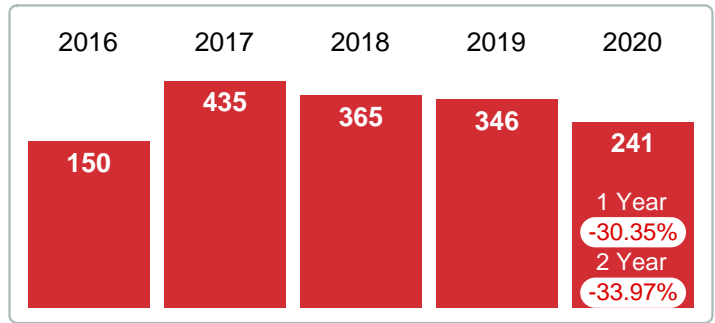
## ACTIVE INVENTORY

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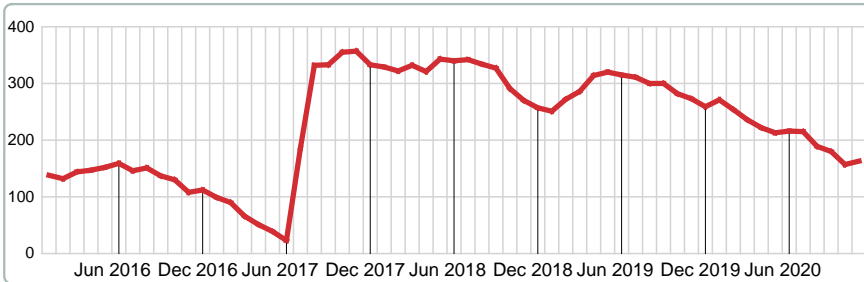
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

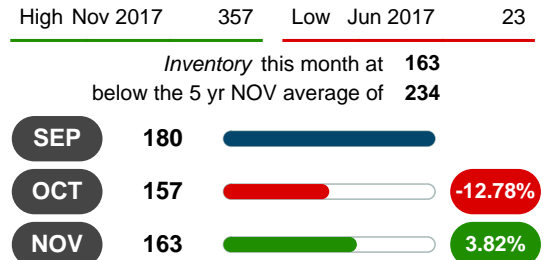


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.59%	63.0	6	6	1	1
\$50,001 - \$100,000	19	11.66%	87.0	7	9	2	1
\$100,001 - \$150,000	31	19.02%	40.0	8	17	5	1
\$150,001 - \$225,000	28	17.18%	54.0	0	23	5	0
\$225,001 - \$350,000	33	20.25%	41.0	3	17	12	1
\$350,001 - \$575,000	20	12.27%	86.5	1	8	6	5
\$575,001 and up	18	11.04%	100.0	0	3	5	10
<b>Total Active Inventory by Units</b>	<b>163</b>			<b>25</b>	<b>83</b>	<b>36</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>52,947,198</b>	<b>100%</b>	<b>66.0</b>	<b>3.07M</b>	<b>18.27M</b>	<b>15.81M</b>	<b>15.80M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$200,000</b>			<b>\$89,900</b>	<b>\$180,000</b>	<b>\$272,450</b>	<b>\$585,000</b>

# November 2020



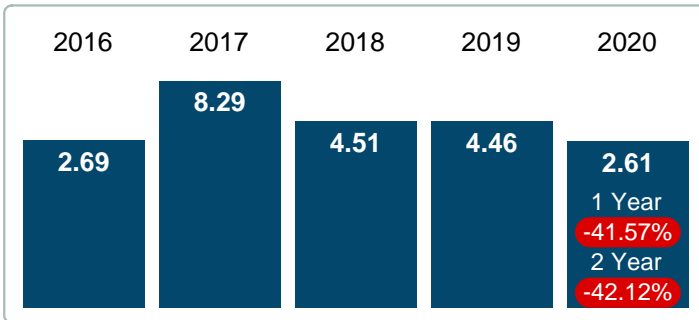
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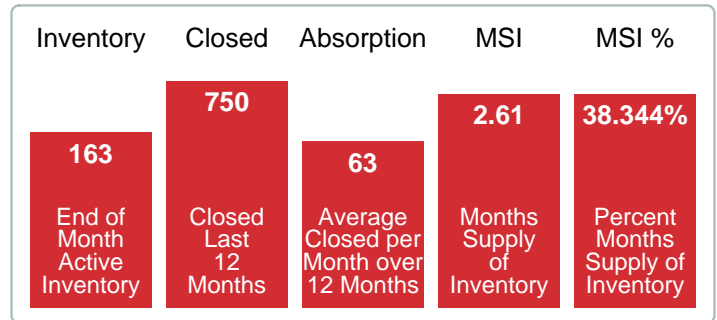
## MONTHS SUPPLY of INVENTORY (MSI)

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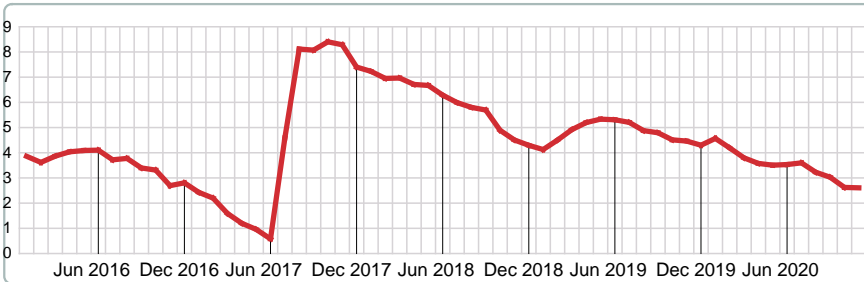
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

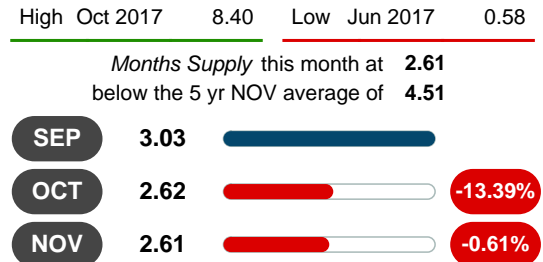


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# November 2020



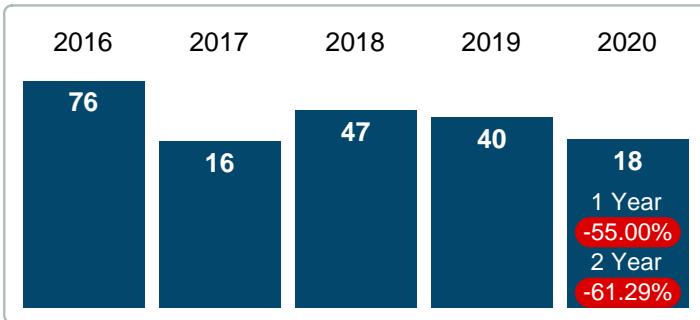
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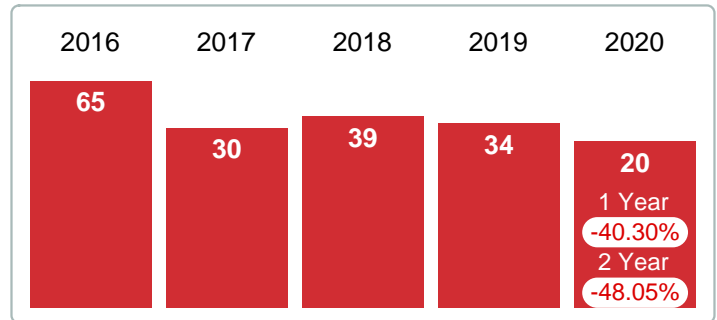
## MEDIAN DAYS ON MARKET TO SALE

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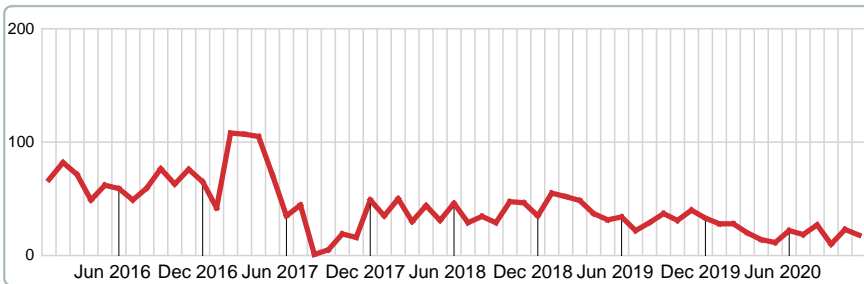
### NOVEMBER



### YEAR TO DATE (YTD)

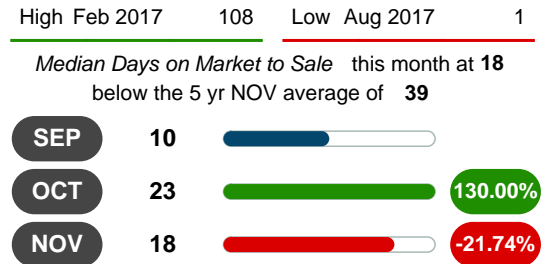


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 39



### 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	11	14.47%	36	57	35	0	0
\$75,001 - \$100,000	6	7.89%	44	0	61	21	0
\$100,001 - \$125,000	3	3.95%	18	0	18	0	0
\$125,001 - \$175,000	25	32.89%	10	28	5	7	117
\$175,001 - \$225,000	10	13.16%	7	0	7	16	0
\$225,001 - \$325,000	13	17.11%	19	65	17	11	114
\$325,001 and up	8	10.53%	64	182	10	64	81
Median Closed DOM			18	65	15	16	116
Total Closed Units		100%	76	7	55	10	4
Total Closed Volume			14,006,667	1.41M	9.12M	2.16M	1.31M

# November 2020



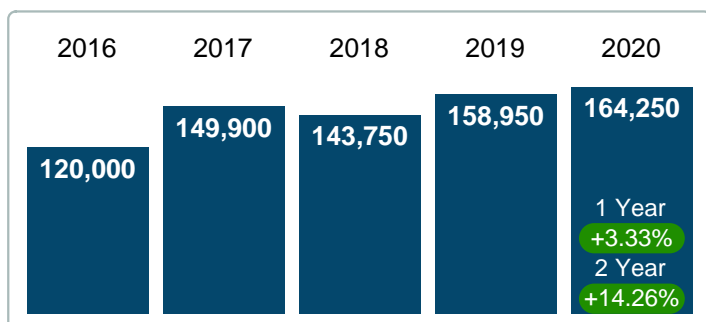
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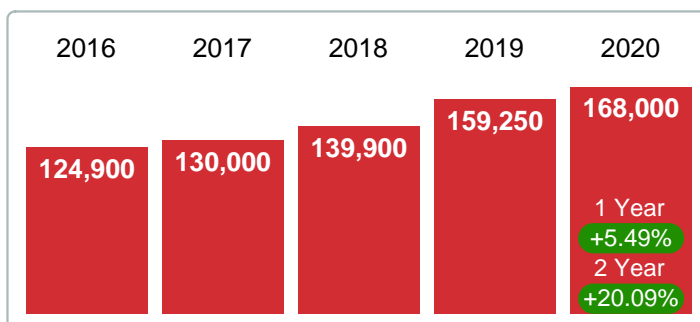
## MEDIAN LIST PRICE AT CLOSING

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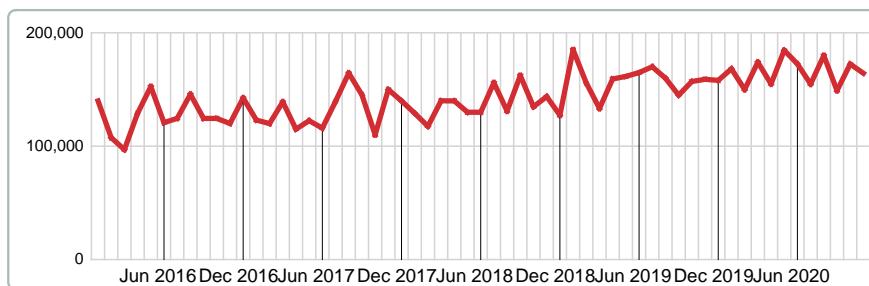
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 147,370

High Jan 2019 185,000    Low Mar 2016 96,950  
 Median List Price at Closing this month at **164,250**  
 above the 5 yr NOV average of **147,370**

SEP	149,000	<div style="width: 40%;"></div>
OCT	172,400	<div style="width: 80%;"></div> 15.70%
NOV	164,250	<div style="width: 60%;"></div> -4.73%

### 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	4	5.26%	69,450	35,000	69,900	0	0
\$75,001 - \$100,000	12	15.79%	87,000	79,500	87,000	91,000	0
\$100,001 - \$125,000	1	1.32%	110,000	0	0	110,000	0
\$125,001 - \$175,000	27	35.53%	158,268	154,900	158,568	140,000	0
\$175,001 - \$225,000	10	13.16%	204,500	0	204,500	215,000	175,500
\$225,001 - \$325,000	13	17.11%	248,000	248,000	246,250	249,900	289,000
\$325,001 and up	9	11.84%	399,000	425,000	339,000	399,000	462,500
Median List Price			164,250	159,900	160,800	226,250	317,000
Total Closed Units		100%	164,250	7	55	10	4
Total Closed Volume			14,591,004	1.52M	9.42M	2.26M	1.39M



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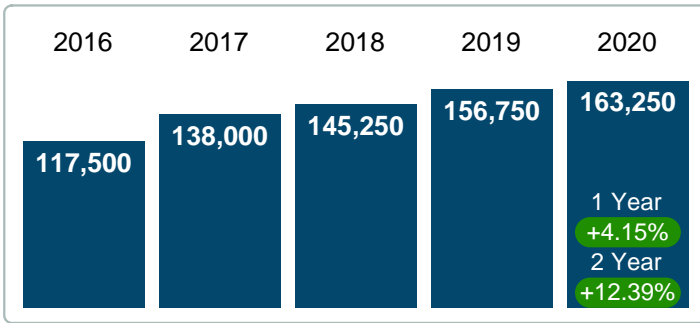
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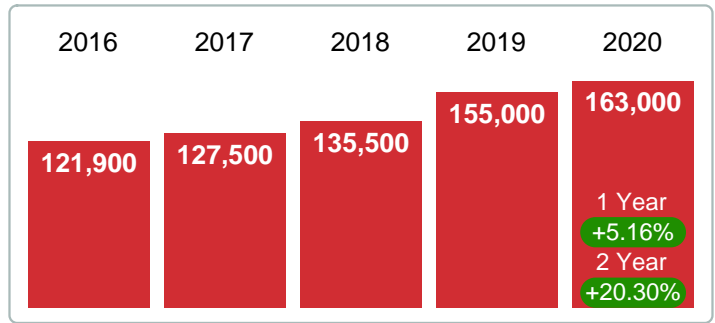
## MEDIAN SOLD PRICE AT CLOSING

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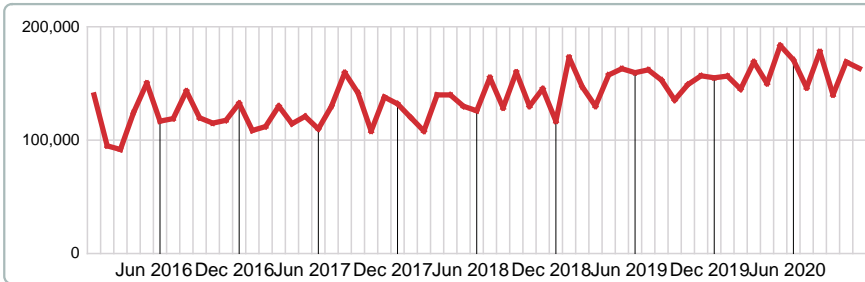
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

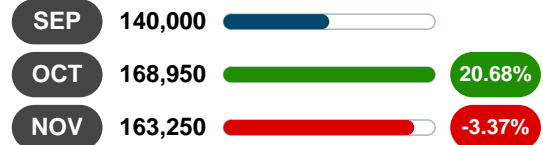


### 3 MONTHS

5 year NOV AVG = 144,150

High May 2020 183,500 Low Mar 2016 91,750

Median Sold Price at Closing this month at **163,250** above the 5 yr NOV average of **144,150**



### 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	11	14.47%	70,000	51,500	70,000	0
\$75,001 - \$100,000	6	7.89%	88,250	0	85,200	95,000
\$100,001 - \$125,000	3	3.95%	125,000	0	125,000	0
\$125,001 - \$175,000	25	32.89%	153,000	148,450	159,400	138,100
\$175,001 - \$225,000	10	13.16%	203,250	0	198,500	216,500
\$225,001 - \$325,000	13	17.11%	250,000	250,000	247,500	250,200
\$325,001 and up	8	10.53%	382,500	378,500	405,000	382,500
Median Sold Price		163,250		149,900	161,200	216,500
Total Closed Units		76	100%	7	55	10
Total Closed Volume		14,006,667		1.41M	9.12M	2.16M

# November 2020



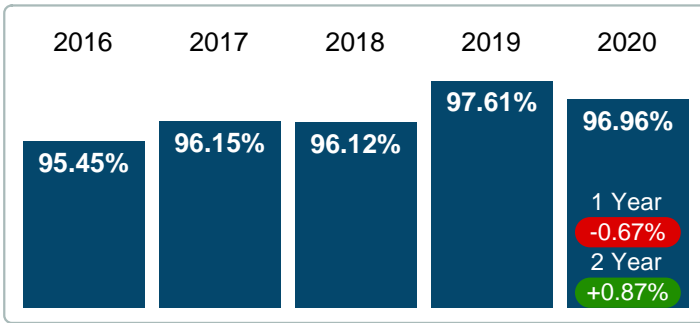
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



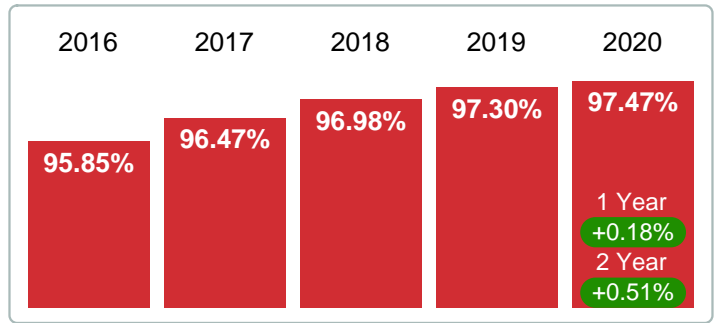
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

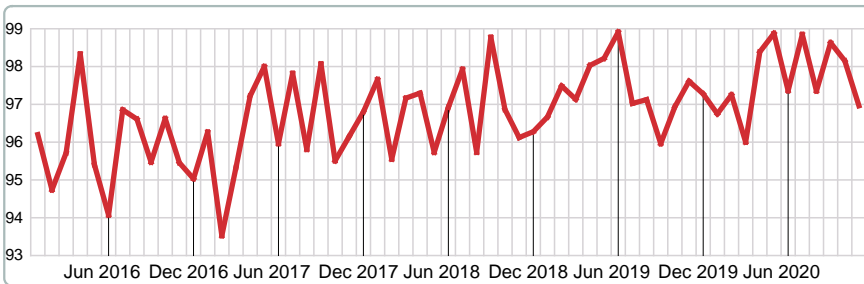
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

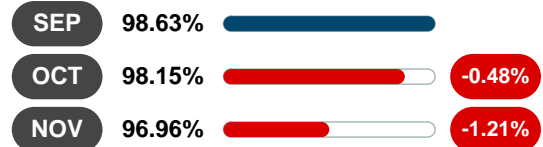


### 3 MONTHS

5 year NOV AVG = 96.46%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **96.96%** above the 5 yr NOV average of **96.46%**



### 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	11	14.47%	90.13%	87.17%	90.13%	0.00%	0.00%
\$75,001 - \$100,000	6	7.89%	90.30%	0.00%	90.30%	95.38%	0.00%
\$100,001 - \$125,000	3	3.95%	96.23%	0.00%	96.23%	0.00%	0.00%
\$125,001 - \$175,000	25	32.89%	98.14%	95.97%	99.07%	98.72%	96.81%
\$175,001 - \$225,000	10	13.16%	100.00%	0.00%	100.00%	95.89%	0.00%
\$225,001 - \$325,000	13	17.11%	98.20%	100.81%	100.00%	94.64%	91.70%
\$325,001 and up	8	10.53%	97.60%	89.71%	100.77%	95.86%	96.13%
Median Sold/List Ratio		96.96%		94.34%	97.29%	97.38%	94.25%
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



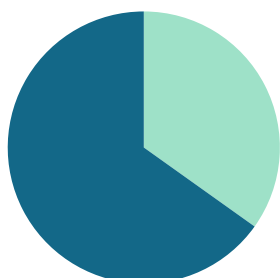
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

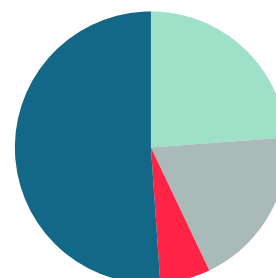


**Inventory**  
 New Listings **84 = 34.85%**  
 Start Inventory **157**  
 Total Inventory Units **241**  
 Volume **\$69,561,303**

### 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%
Median List Price	158,950	164,250	3.33%	159,250	168,000	5.49%
Median Sale Price	156,750	163,250	4.15%	155,000	163,000	5.16%
Median Percent of Selling Price to List Price	97.61%	96.96%	-0.67%	97.30%	97.47%	0.18%
Median Days on Market to Sale	40.00	18.00	-55.00%	33.50	20.00	-40.30%
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%

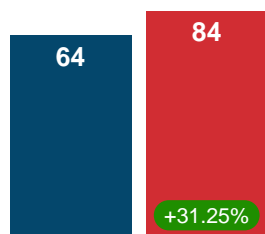
**Absorption:** Last 12 months, an Average of **63** Sales/Month

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

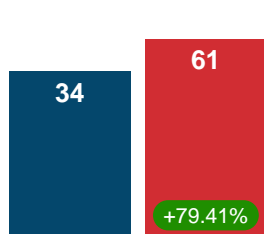
### NOVEMBER MARKET

### MEDIAN PRICES

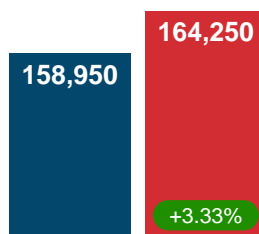
#### New Listings



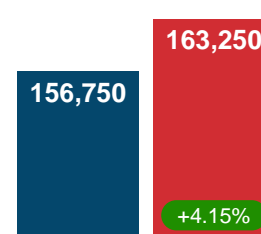
#### Pending Listings



#### List Price



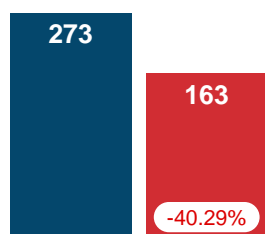
#### Sale Price



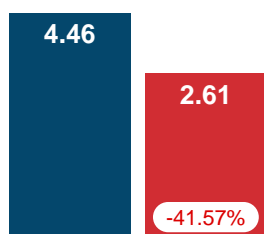
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

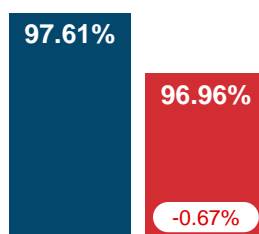
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

