

October 2020



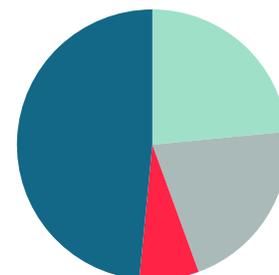
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	71	76	7.04%
Pending Listings	63	68	7.94%
New Listings	98	67	-31.63%
Average List Price	176,205	213,318	21.06%
Average Sale Price	169,151	203,988	20.59%
Average Percent of Selling Price to List Price	95.37%	96.39%	1.07%
Average Days on Market to Sale	46.39	49.97	7.71%
End of Month Inventory	282	157	-44.33%
Months Supply of Inventory	4.51	2.62	-41.84%



■ Closed (23.46%)
■ Pending (20.99%)
■ Other OffMarket (7.10%)
■ Active (48.46%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of October 31, 2020 = **157**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **44.33%** to 157 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **2.62** 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 **20.59%** in October 2020 to \$203,988 versus the previous year at \$169,151.

Average Days on Market Lengthens

The average number of **49.97** days that homes spent on the market before selling increased by 3.58 days or **7.71%** in October 2020 compared to last year's same month at **46.39** DOM.

Sales Success for October 2020 is Positive

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

There were 67 New Listings in October 2020, down **31.63%** from last year at 98. Furthermore, there were 76 Closed Listings this month versus last year at 71, a **7.04%** increase.

Closed versus Listed trends yielded a **113.4%** ratio, up from previous year's, October 2019, at **72.4%**, a **56.57%** 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

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

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

October 2020



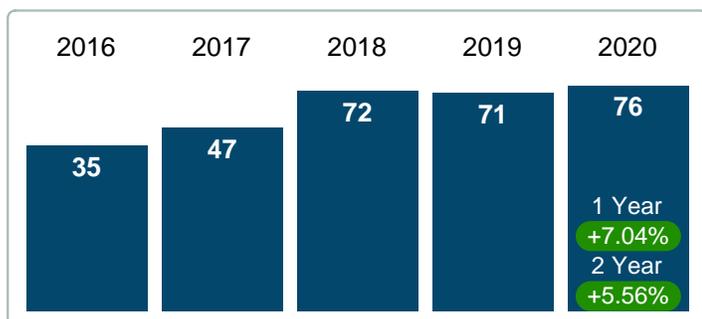
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



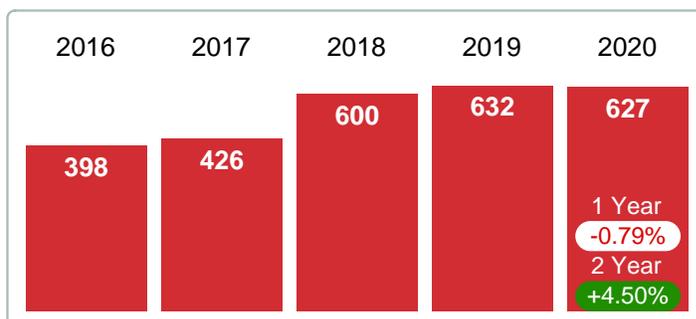
CLOSED LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

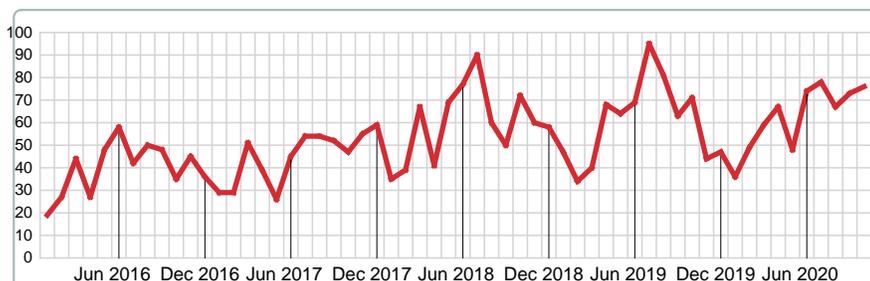
OCTOBER



YEAR TO DATE (YTD)

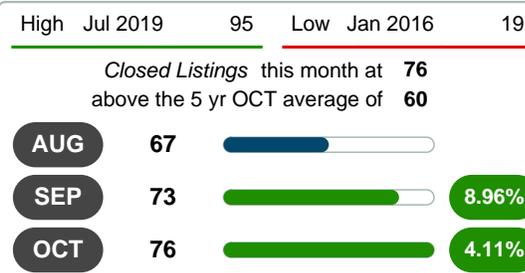


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 60



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	7	9.21%	44.1	3	3	1	0
\$75,001 - \$100,000	6	7.89%	38.7	3	3	0	0
\$100,001 - \$125,000	10	13.16%	47.5	5	5	0	0
\$125,001 - \$175,000	20	26.32%	24.7	4	16	0	0
\$175,001 - \$250,000	16	21.05%	52.3	2	9	4	1
\$250,001 - \$375,000	10	13.16%	51.8	1	5	4	0
\$375,001 and up	7	9.21%	133.3	0	3	2	2
Total Closed Units	76			18	44	11	3
Total Closed Volume	15,503,085	100%	50.0	2.18M	8.54M	3.25M	1.53M
Average Closed Price	\$203,988			\$121,233	\$194,127	\$295,845	\$508,333

October 2020



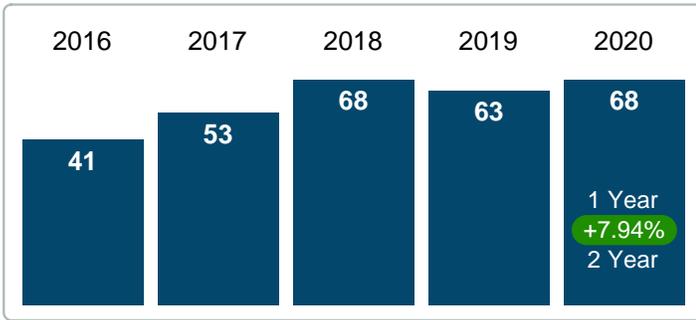
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



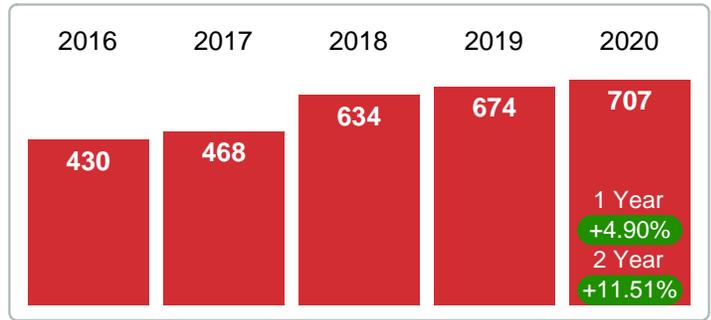
PENDING LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

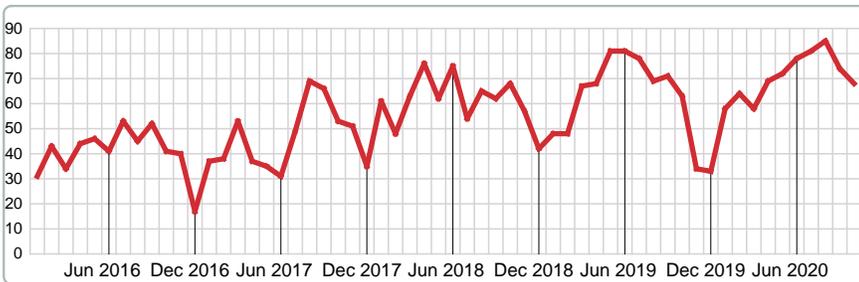
OCTOBER



YEAR TO DATE (YTD)

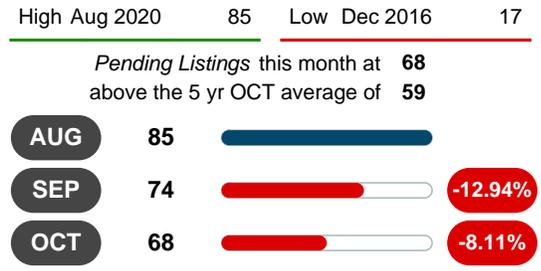


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



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	4	5.88%	37.8	2	2	0	0
\$50,001 - \$100,000	8	11.76%	51.6	2	5	1	0
\$100,001 - \$150,000	7	10.29%	93.7	2	4	1	0
\$150,001 - \$225,000	17	25.00%	39.1	3	12	2	0
\$225,001 - \$325,000	15	22.06%	78.0	0	10	5	0
\$325,001 - \$400,000	10	14.71%	67.3	2	4	4	0
\$400,001 and up	7	10.29%	83.3	0	1	3	3
Total Pending Units	68			11	38	16	3
Total Pending Volume	15,760,799	100%	63.4	1.83M	7.54M	4.80M	1.59M
Average Listing Price	\$233,148			\$166,209	\$198,529	\$299,938	\$529,800

October 2020



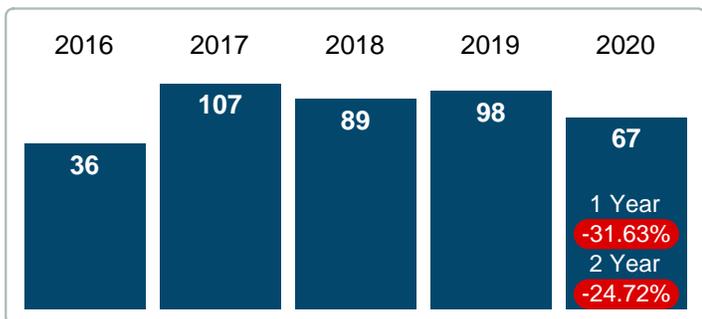
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



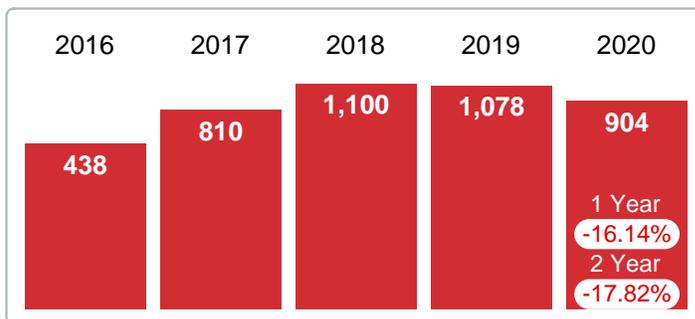
NEW LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

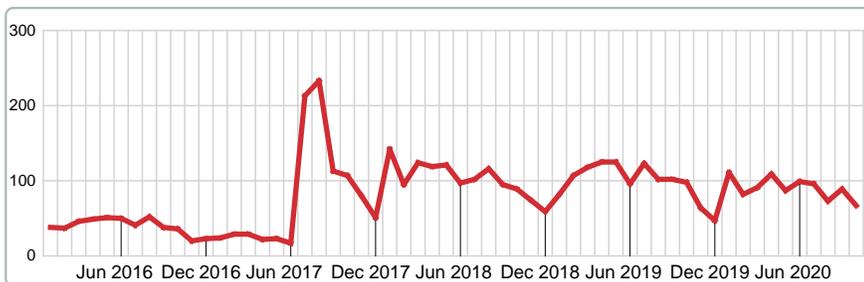
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 79

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 67
below the 5 yr OCT average of 79



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	6	8.96%	3	2	1	0
\$50,001 - \$100,000	7	10.45%	3	2	1	1
\$100,001 - \$150,000	8	11.94%	3	2	3	0
\$150,001 - \$200,000	16	23.88%	2	10	4	0
\$200,001 - \$325,000	14	20.90%	0	11	3	0
\$325,001 - \$475,000	9	13.43%	2	3	3	1
\$475,001 and up	7	10.45%	1	0	3	3
Total New Listed Units	67		14	30	18	5
Total New Listed Volume	17,758,650	100%	2.20M	5.84M	7.29M	2.43M
Average New Listed Listing Price	\$223,811		\$157,200	\$194,542	\$405,011	\$486,280

October 2020



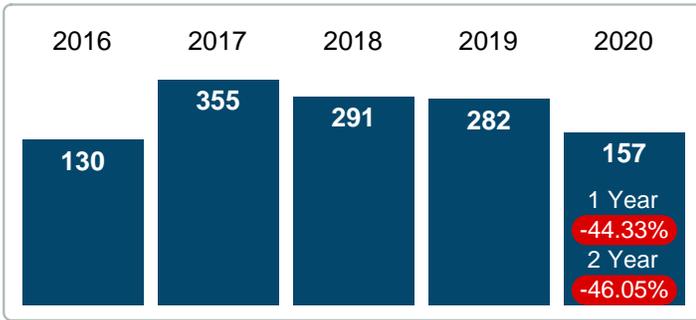
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



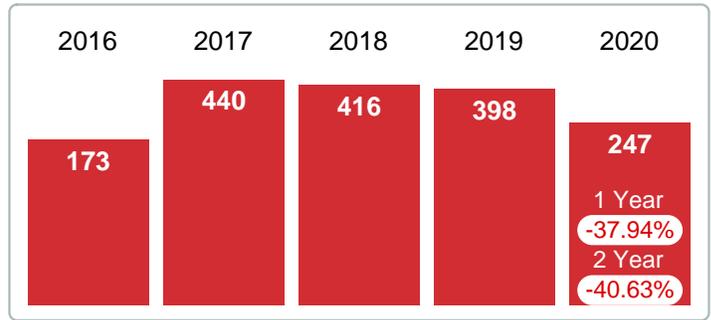
ACTIVE INVENTORY

Report produced on Jul 31, 2023 for MLS Technology Inc.

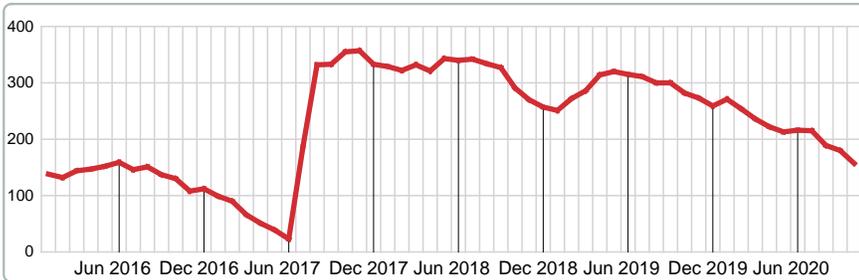
END OF OCTOBER



ACTIVE DURING OCTOBER

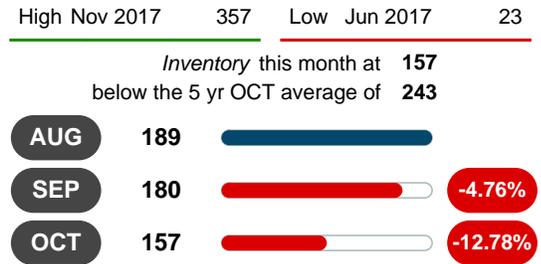


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 243



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	13	8.28%	67.3	5	7	1	0
\$50,001 - \$100,000	21	13.38%	111.7	7	10	3	1
\$100,001 - \$125,000	11	7.01%	122.5	4	7	0	0
\$125,001 - \$250,000	53	33.76%	69.3	3	36	14	0
\$250,001 - \$375,000	22	14.01%	83.6	1	12	8	1
\$375,001 - \$625,000	20	12.74%	103.6	2	6	5	7
\$625,001 and up	17	10.83%	104.5	0	4	7	6
Total Active Inventory by Units	157			22	82	38	15
Total Active Inventory by Volume	52,207,999	100%	88.7	2.82M	18.74M	16.85M	13.80M
Average Active Inventory Listing Price	\$332,535			\$128,209	\$228,490	\$443,376	\$920,193

October 2020



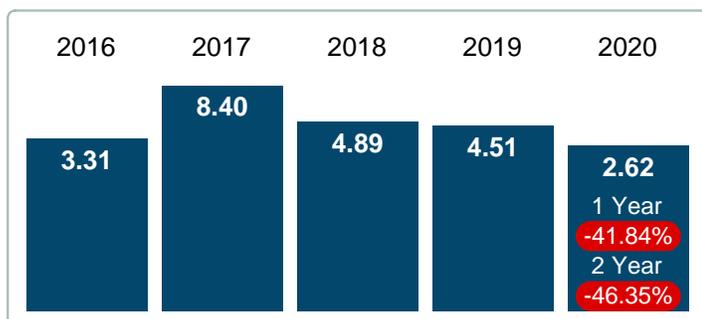
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



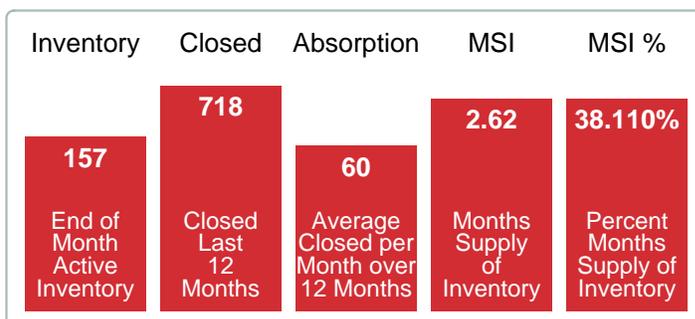
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 31, 2023 for MLS Technology Inc.

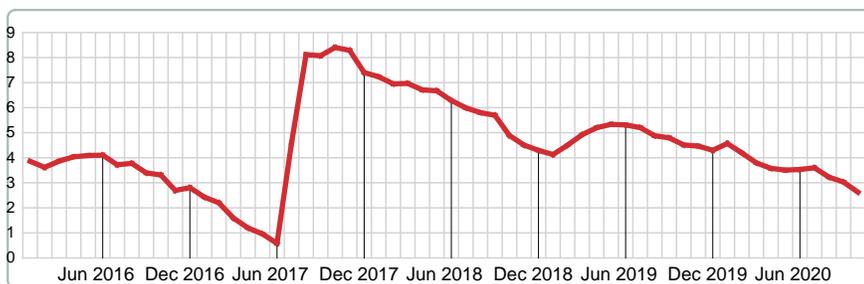
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

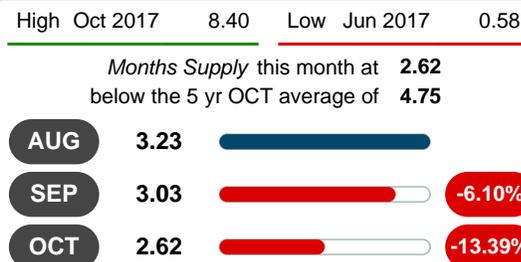


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.75



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	13	8.28%	3.25	3.16	3.36	3.00	0.00
\$50,001 - \$100,000	21	13.38%	2.19	2.21	1.76	4.50	12.00
\$100,001 - \$125,000	11	7.01%	1.65	2.40	1.62	0.00	0.00
\$125,001 - \$250,000	53	33.76%	1.92	1.29	1.81	2.80	0.00
\$250,001 - \$375,000	22	14.01%	3.03	1.71	3.27	3.43	1.50
\$375,001 - \$625,000	20	12.74%	6.00	0.00	4.24	3.75	12.00
\$625,001 and up	17	10.83%	12.75	0.00	12.00	12.00	14.40
Market Supply of Inventory (MSI)			2.62	2.36	2.19	3.48	6.92
Total Active Inventory by Units		100%	2.62	22	82	38	15

October 2020



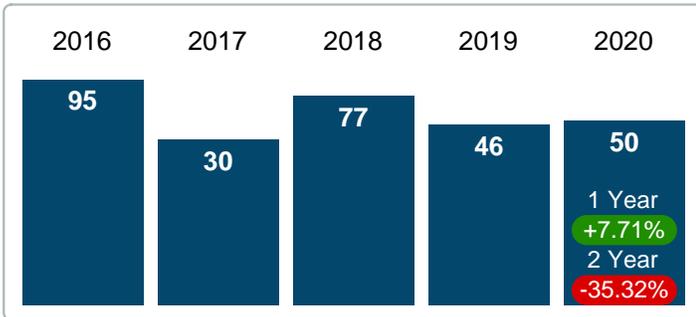
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



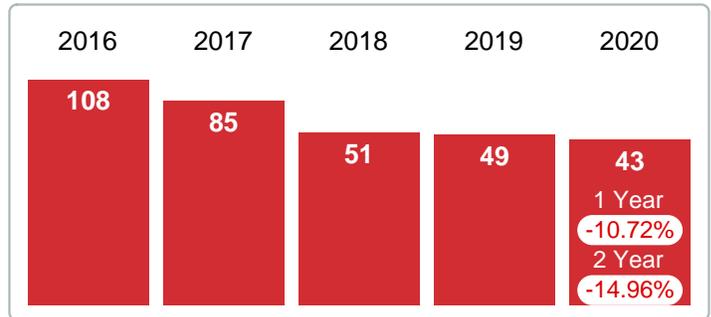
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 31, 2023 for MLS Technology Inc.

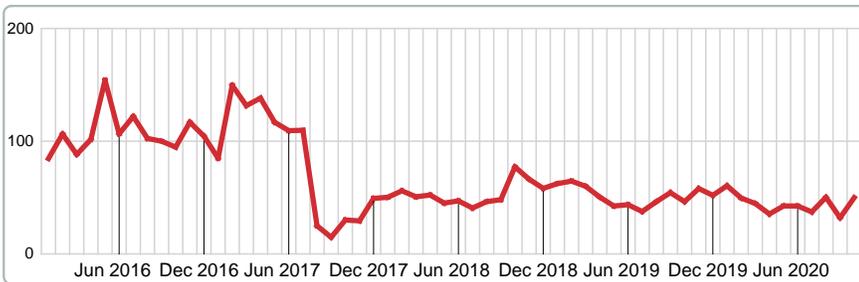
OCTOBER



YEAR TO DATE (YTD)

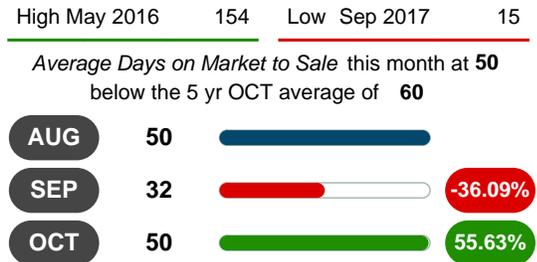


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 60



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	9.21%	44	50	17	108	0
\$75,001 - \$100,000	7.89%	39	9	68	0	0
\$100,001 - \$125,000	13.16%	48	45	50	0	0
\$125,001 - \$175,000	26.32%	25	5	30	0	0
\$175,001 - \$250,000	21.05%	52	16	44	58	179
\$250,001 - \$375,000	13.16%	52	1	78	32	0
\$375,001 and up	9.21%	133	0	117	186	106
Average Closed DOM		50	25	48	76	130
Total Closed Units	100%	50	18	44	11	3
Total Closed Volume		15,503,085	2.18M	8.54M	3.25M	1.53M

October 2020



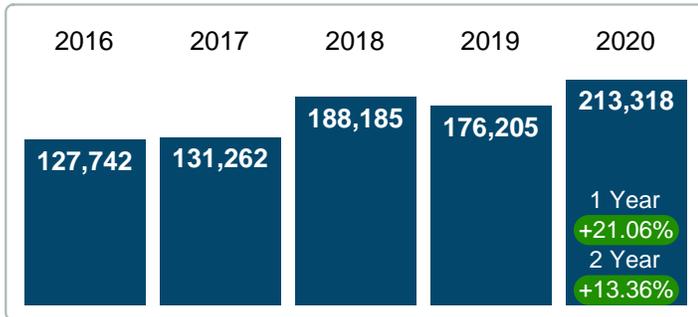
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



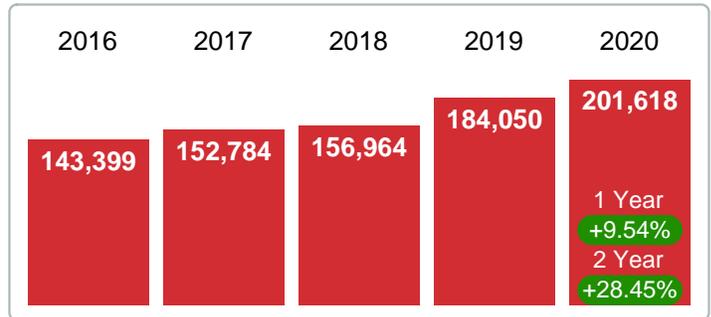
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

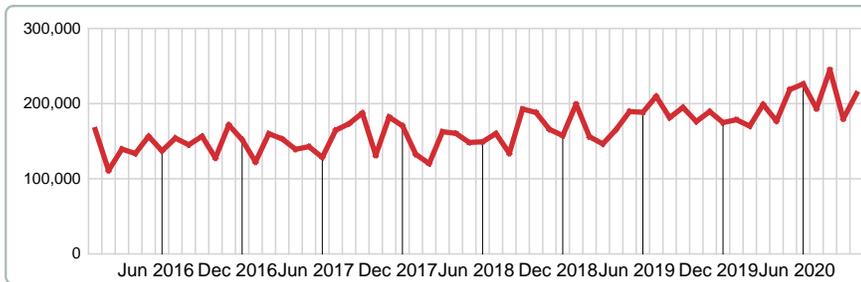
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

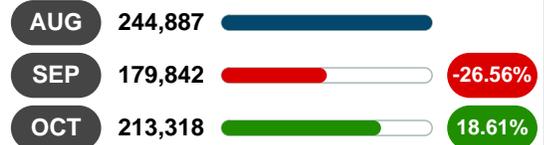


3 MONTHS

5 year OCT AVG = 167,342

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

Average List Price at Closing this month at **213,318** above the 5 yr OCT average of **167,342**



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	7.89%	53,700	41,633	77,767	59,900	0
\$75,001 - \$100,000	10.53%	93,338	89,133	116,333	0	0
\$100,001 - \$125,000	9.21%	117,600	108,240	125,260	0	0
\$125,001 - \$175,000	25.00%	152,368	137,950	169,169	0	0
\$175,001 - \$250,000	22.37%	202,200	214,950	198,233	212,475	253,000
\$250,001 - \$375,000	14.47%	312,482	270,000	338,560	330,375	0
\$375,001 and up	10.53%	568,800	0	589,667	557,000	633,750
Average List Price		213,318	121,400	208,209	304,118	506,833
Total Closed Units	100%	213,318	18	44	11	3
Total Closed Volume		16,212,200	2.19M	9.16M	3.35M	1.52M

October 2020



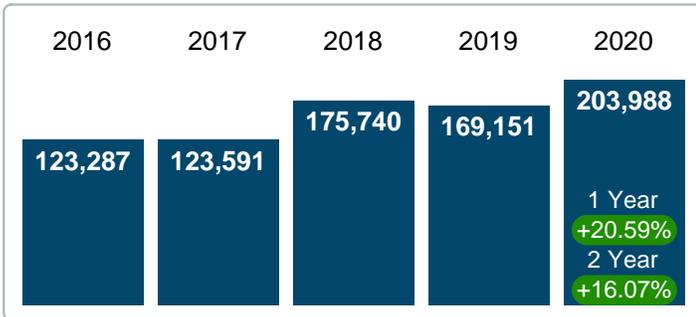
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



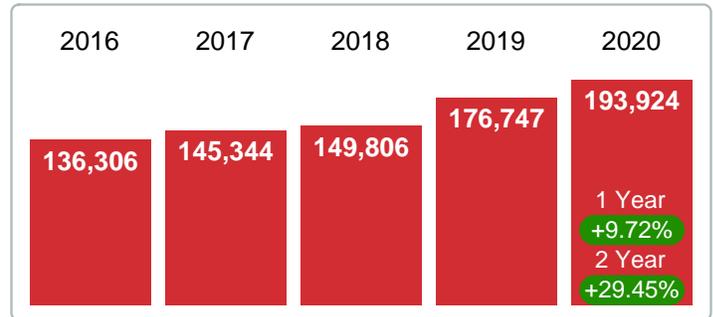
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

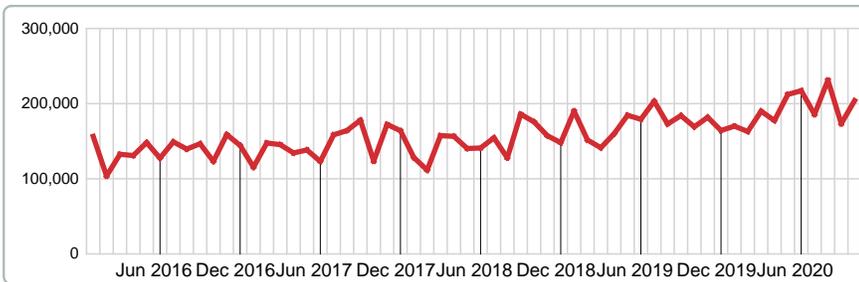
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 159,151

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

Average Sold Price at Closing this month at **203,988** above the 5 yr OCT average of **159,151**



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	9.21%	53,714	40,167	66,000	57,500	0
\$75,001 - \$100,000	7.89%	93,333	90,000	96,667	0	0
\$100,001 - \$125,000	13.16%	113,216	112,280	114,153	0	0
\$125,001 - \$175,000	26.32%	152,504	135,600	156,730	0	0
\$175,001 - \$250,000	21.05%	205,838	214,950	198,967	208,200	240,000
\$250,001 - \$375,000	13.16%	315,190	258,000	322,380	320,500	0
\$375,001 and up	9.21%	562,793	0	524,183	541,000	642,500
Average Sold Price		203,988	121,233	194,127	295,845	508,333
Total Closed Units	100%	203,988	18	44	11	3
Total Closed Volume		15,503,085	2.18M	8.54M	3.25M	1.53M

October 2020



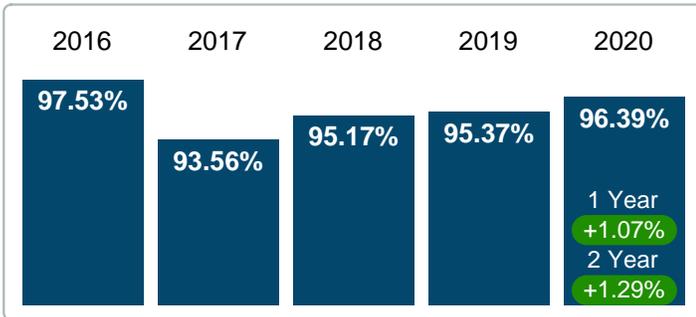
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



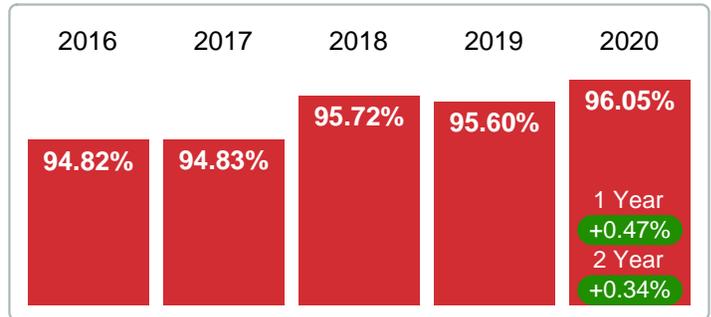
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

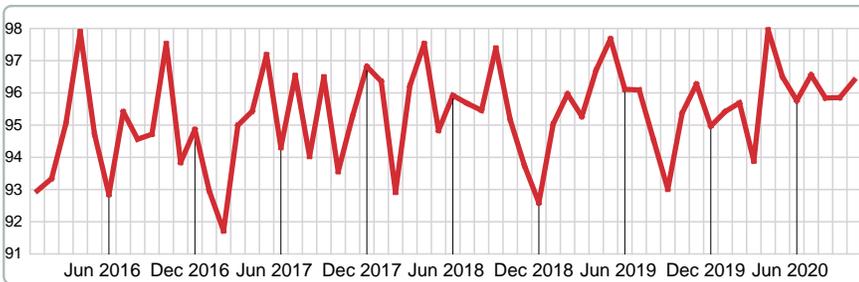
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 95.60%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.39%** equal to 5 yr OCT average of **95.60%**



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	7	9.21%	91.90%	96.51%	85.93%	95.99%	0.00%
\$75,001 - \$100,000	6	7.89%	93.62%	101.01%	86.23%	0.00%	0.00%
\$100,001 - \$125,000	10	13.16%	98.77%	104.85%	92.69%	0.00%	0.00%
\$125,001 - \$175,000	20	26.32%	95.69%	98.37%	95.02%	0.00%	0.00%
\$175,001 - \$250,000	16	21.05%	99.34%	100.00%	100.42%	97.71%	94.86%
\$250,001 - \$375,000	10	13.16%	96.04%	95.56%	95.46%	96.89%	0.00%
\$375,001 and up	7	9.21%	95.64%	0.00%	90.21%	97.08%	102.34%
Average Sold/List Ratio		96.40%		100.33%	94.36%	97.14%	99.85%
Total Closed Units		76	100%	18	44	11	3
Total Closed Volume		15,503,085		2.18M	8.54M	3.25M	1.53M

October 2020



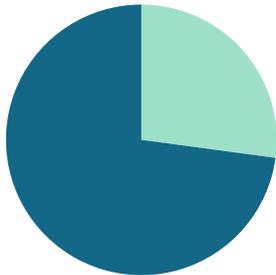
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

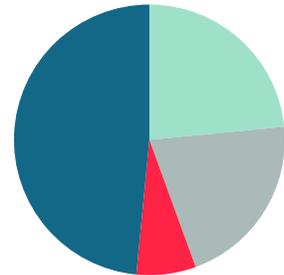


Inventory
 New Listings
67 = 27.13%
 Start Inventory
180
 Total Inventory Units
247
 Volume
\$75,414,198

Market Activity

Closed Sales
76 = 23.46%
 Pending Sales
68 = 20.99%
 Other Off Market
23 = 7.10%
 Active Inventory
157 = 48.46%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	71	76	7.04%	632	627	-0.79%
Pending Sales	63	68	7.94%	674	707	4.90%
New Listings	98	67	-31.63%	1,078	904	-16.14%
Average List Price	176,205	213,318	21.06%	184,050	201,618	9.54%
Average Sale Price	169,151	203,988	20.59%	176,747	193,924	9.72%
Average Percent of Selling Price to List Price	95.37%	96.39%	1.07%	95.60%	96.05%	0.47%
Average Days on Market to Sale	46.39	49.97	7.71%	48.65	43.43	-10.72%
Monthly Inventory	282	157	-44.33%	282	157	-44.33%
Months Supply of Inventory	4.51	2.62	-41.84%	4.51	2.62	-41.84%

Absorption: Last 12 months, an Average of **60** Sales/Month

Inventory on October 31, 2020 = **157**

2019 **2020**

OCTOBER MARKET

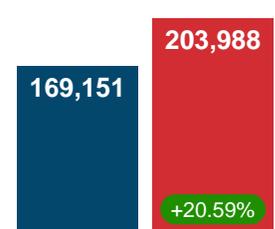
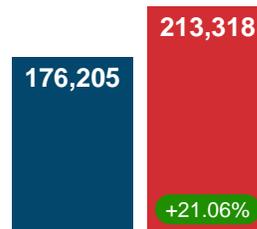
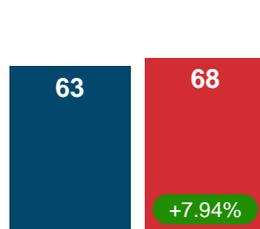
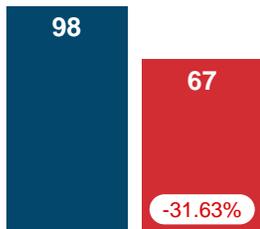
AVERAGE PRICES

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

