

October 2020



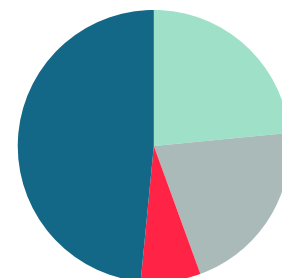
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



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%
Median List Price	157,000	172,400	9.81%
Median Sale Price	149,000	168,950	13.39%
Median Percent of Selling Price to List Price	96.94%	98.15%	1.26%
Median Days on Market to Sale	31.00	23.00	-25.81%
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.

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 **13.39%** in October 2020 to \$168,950 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 8.00 days or **25.81%** in October 2020 compared to last year's same month at **31.00** DOM.

Sales Success for October 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 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.

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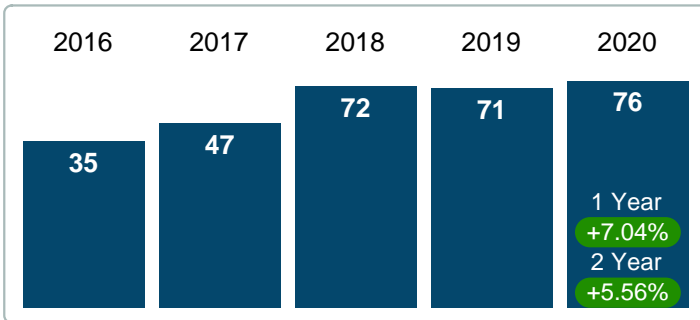
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



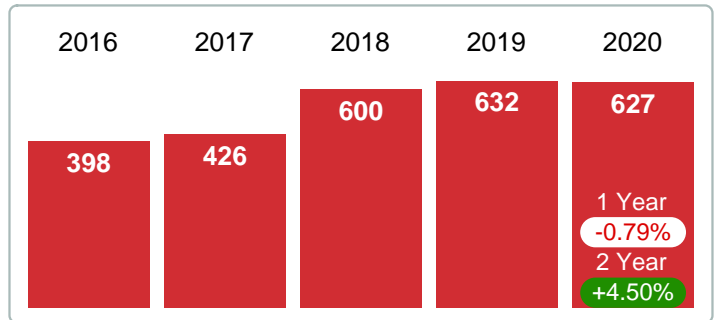
CLOSED LISTINGS

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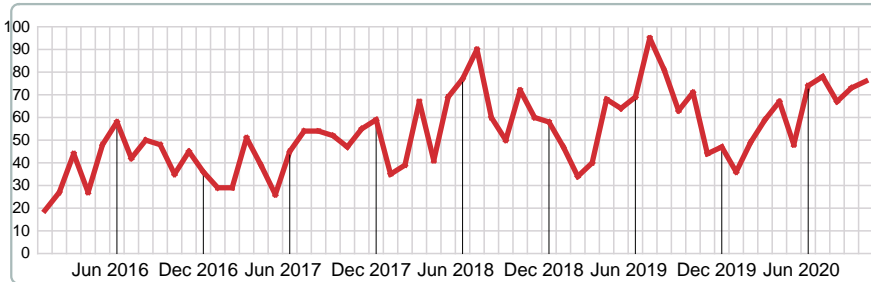
OCTOBER



YEAR TO DATE (YTD)

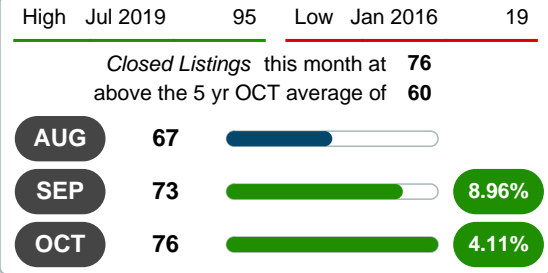


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.21%	25.0	3	3	1	0
\$75,001 - \$100,000	6	7.89%	12.5	3	3	0	0
\$100,001 - \$125,000	10	13.16%	16.5	5	5	0	0
\$125,001 - \$175,000	20	26.32%	7.0	4	16	0	0
\$175,001 - \$250,000	16	21.05%	26.0	2	9	4	1
\$250,001 - \$375,000	10	13.16%	45.0	1	5	4	0
\$375,001 and up	7	9.21%	120.0	0	3	2	2
Total Closed Units	76			18	44	11	3
Total Closed Volume	15,503,085	100%	23.0	2.18M	8.54M	3.25M	1.53M
Median Closed Price	\$168,950			\$114,950	\$168,950	\$260,000	\$635,000

October 2020



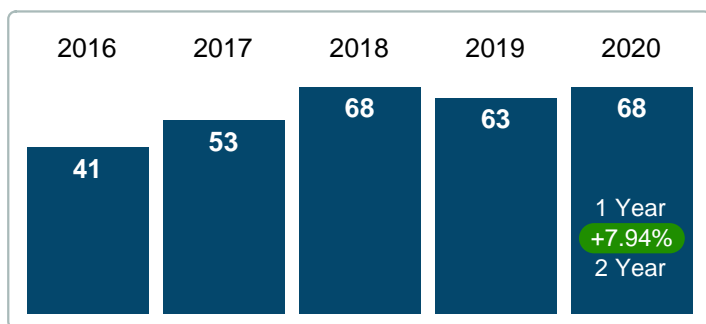
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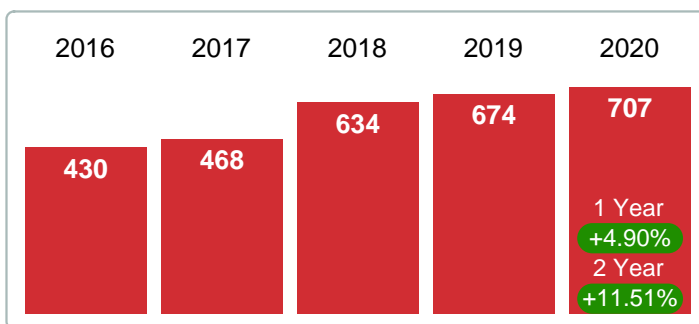
PENDING LISTINGS

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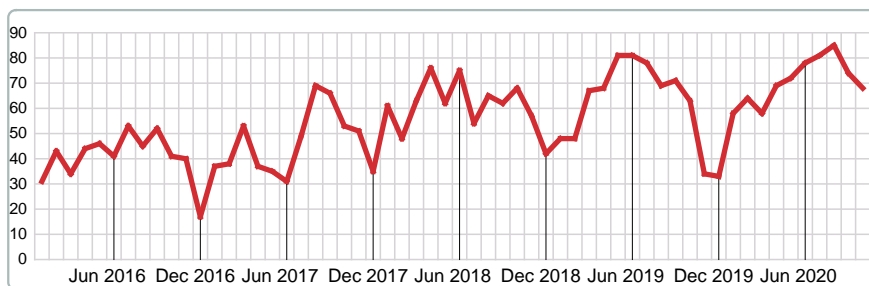
OCTOBER



YEAR TO DATE (YTD)

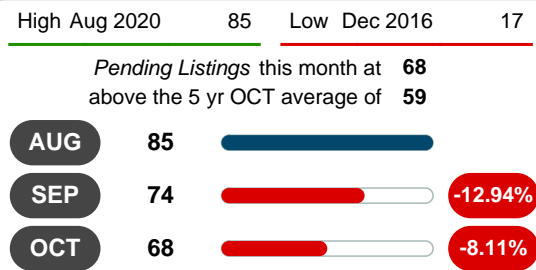


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.88%	20.0	2	2	0	0
\$50,001 - \$100,000	8	11.76%	43.0	2	5	1	0
\$100,001 - \$150,000	7	10.29%	82.0	2	4	1	0
\$150,001 - \$225,000	17	25.00%	13.0	3	12	2	0
\$225,001 - \$325,000	15	22.06%	49.0	0	10	5	0
\$325,001 - \$400,000	10	14.71%	55.0	2	4	4	0
\$400,001 and up	7	10.29%	45.0	0	1	3	3
Total Pending Units	68			11	38	16	3
Total Pending Volume	15,760,799	100%	48.5	1.83M	7.54M	4.80M	1.59M
Median Listing Price	\$224,950			\$135,000	\$190,750	\$307,450	\$580,000

October 2020



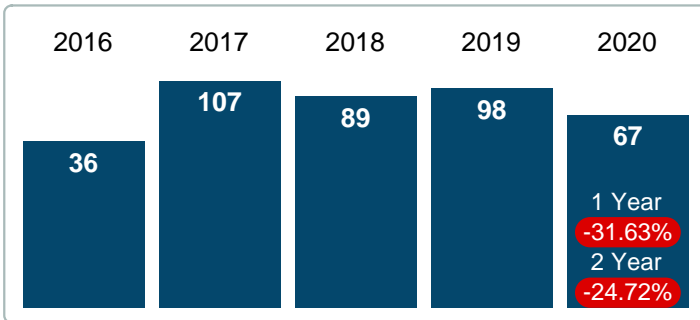
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



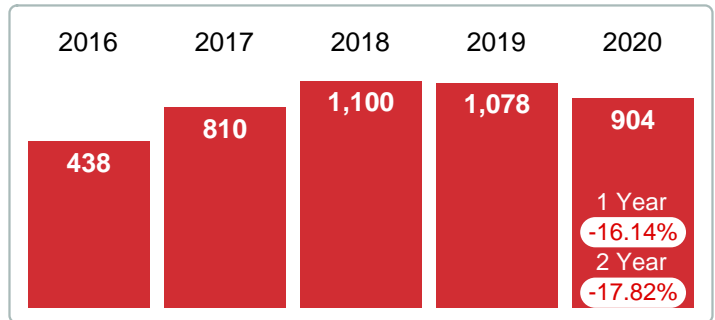
NEW LISTINGS

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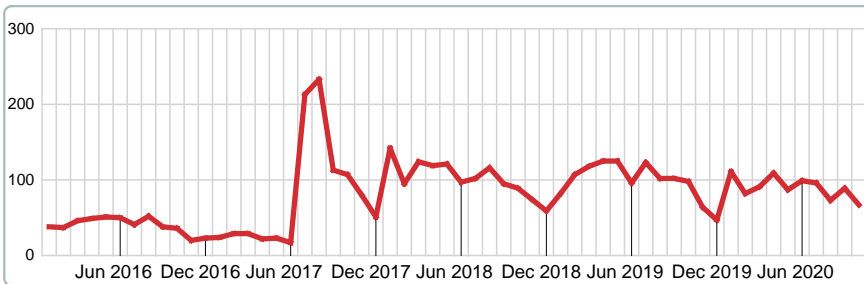
OCTOBER



YEAR TO DATE (YTD)

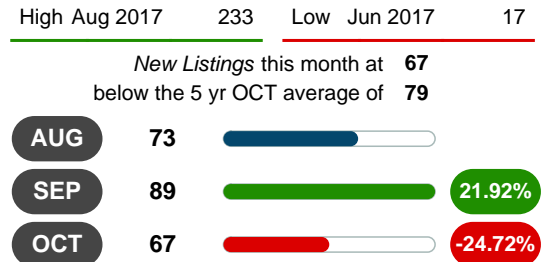


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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
Median New Listed Listing Price	\$184,000		\$113,500	\$198,500	\$228,500	\$585,000

October 2020



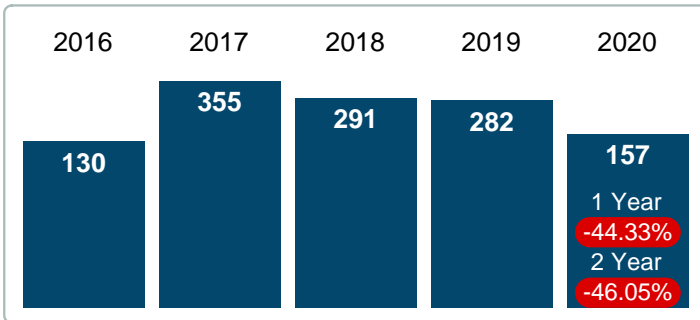
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



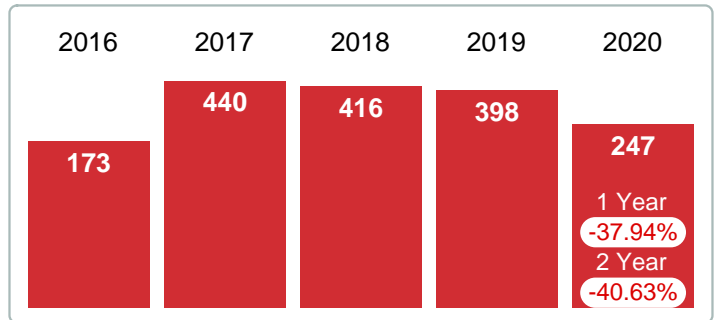
ACTIVE INVENTORY

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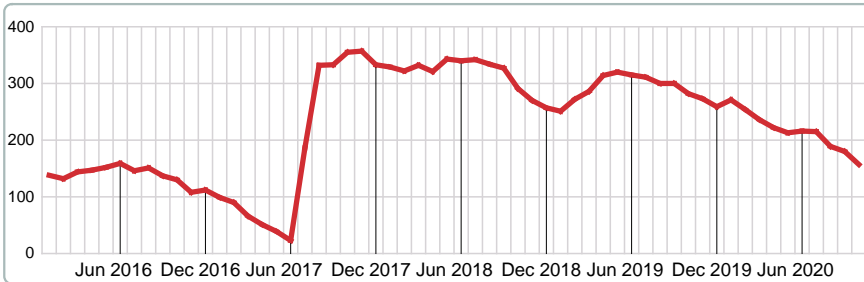
END OF OCTOBER



ACTIVE DURING OCTOBER

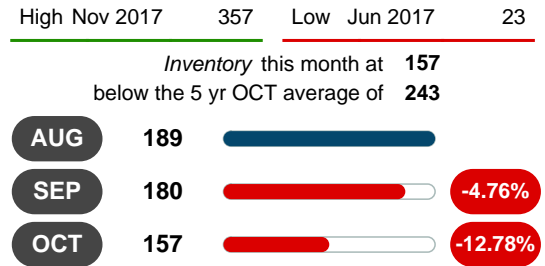


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 243



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	8.28%	46.0	5	7	1	0
\$50,001 - \$100,000	21	13.38%	61.0	7	10	3	1
\$100,001 - \$125,000	11	7.01%	80.0	4	7	0	0
\$125,001 - \$250,000	53	33.76%	47.0	3	36	14	0
\$250,001 - \$375,000	22	14.01%	53.0	1	12	8	1
\$375,001 - \$625,000	20	12.74%	103.0	2	6	5	7
\$625,001 and up	17	10.83%	93.0	0	4	7	6
Total Active Inventory by Units	157			22	82	38	15
Total Active Inventory by Volume	52,207,999	100%	61.0	2.82M	18.74M	16.85M	13.80M
Median Active Inventory Listing Price	\$200,000			\$82,000	\$190,750	\$259,450	\$585,000

October 2020



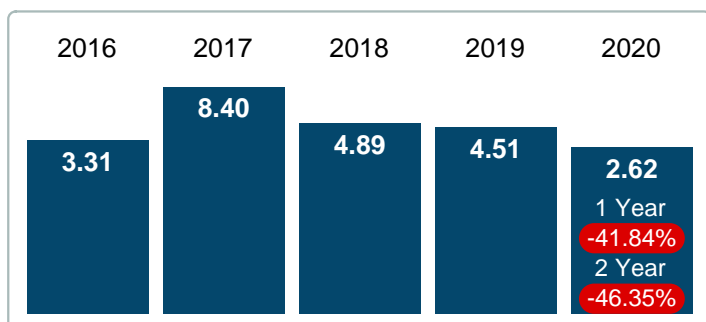
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



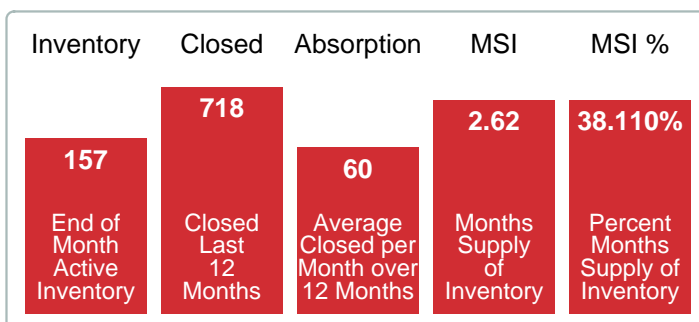
MONTHS SUPPLY of INVENTORY (MSI)

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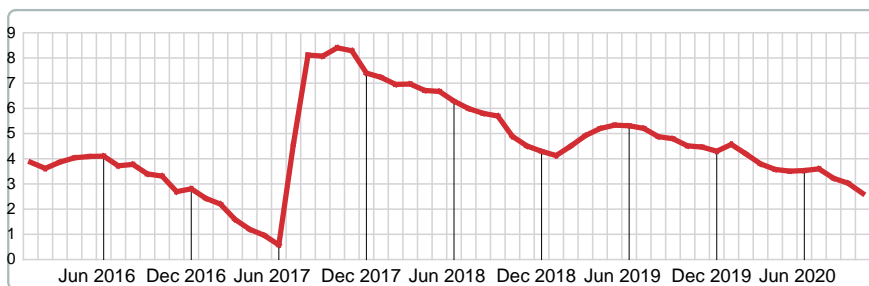
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

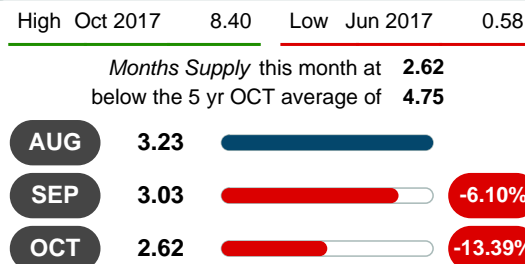


5 YEAR MARKET ACTIVITY TRENDS



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



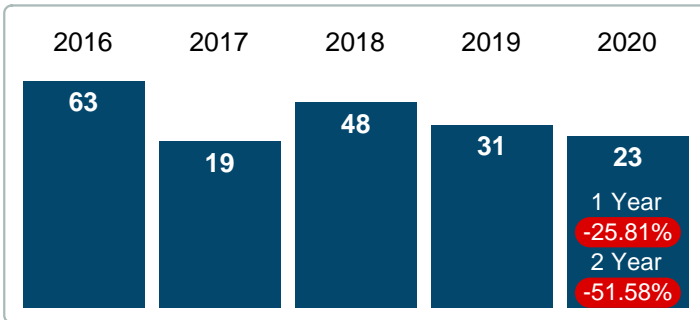
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



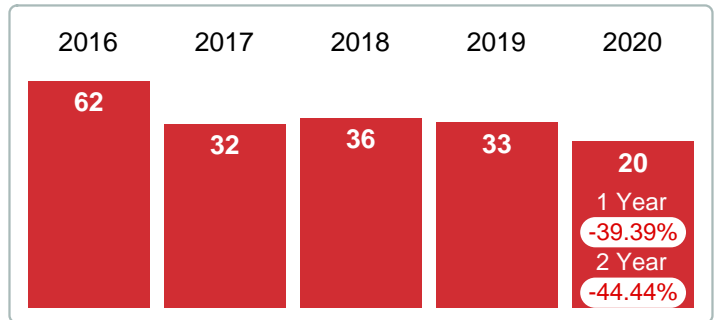
MEDIAN DAYS ON MARKET TO SALE

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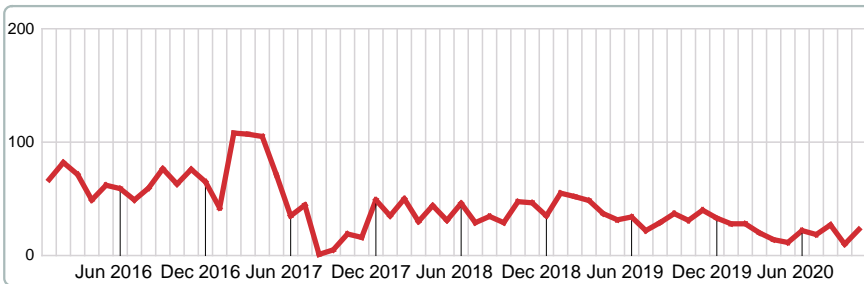
OCTOBER



YEAR TO DATE (YTD)

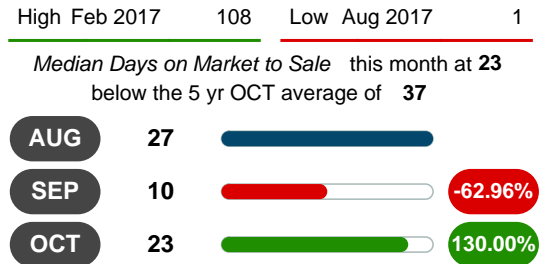


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 37



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	9.21%	25	25	24	108	0
\$75,001 - \$100,000	7.89%	13	4	65	0	0
\$100,001 - \$125,000	13.16%	17	11	17	0	0
\$125,001 - \$175,000	26.32%	7	5	8	0	0
\$175,001 - \$250,000	21.05%	26	16	22	26	179
\$250,001 - \$375,000	13.16%	45	1	68	30	0
\$375,001 and up	9.21%	120	0	118	186	106
Median Closed DOM		23	8	25	51	120
Total Closed Units	100%	76	18	44	11	3
Total Closed Volume		15,503,085	2.18M	8.54M	3.25M	1.53M

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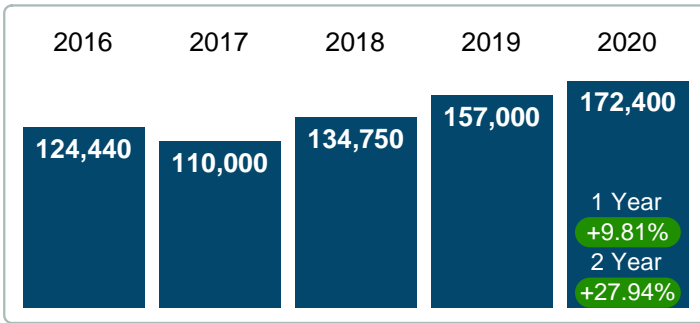
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



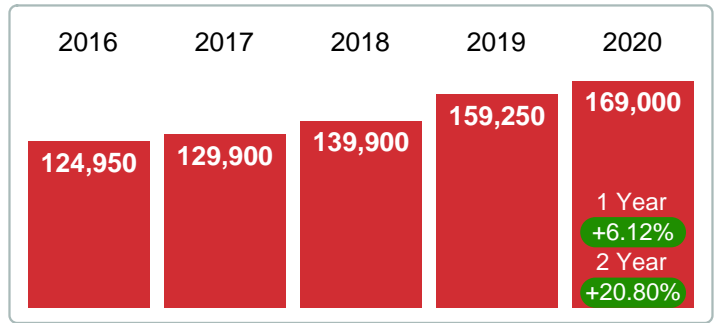
MEDIAN LIST PRICE AT CLOSING

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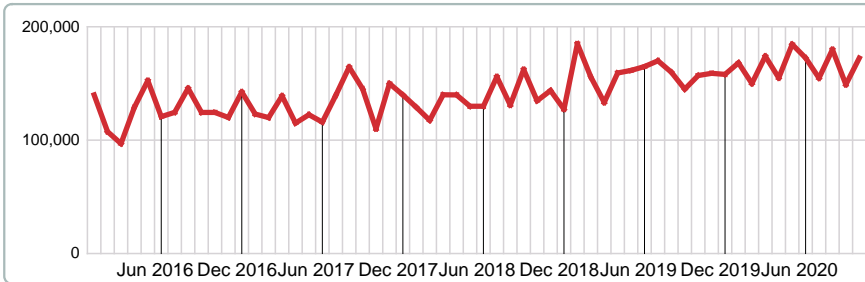
OCTOBER



YEAR TO DATE (YTD)

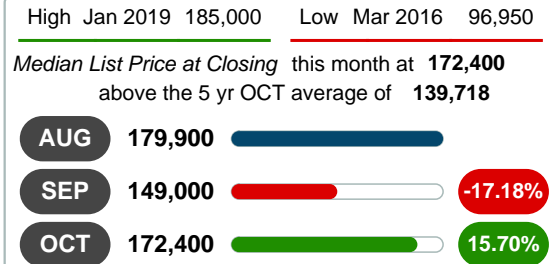


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 139,718



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	7.89%	52,450	40,000	68,700	59,900	0
\$75,001 - \$100,000	8	10.53%	95,400	86,250	99,450	0	0
\$100,001 - \$125,000	7	9.21%	119,000	113,400	122,500	0	0
\$125,001 - \$175,000	19	25.00%	157,000	139,700	159,900	0	0
\$175,001 - \$250,000	17	22.37%	190,000	214,950	189,900	212,500	0
\$250,001 - \$375,000	11	14.47%	325,000	270,000	325,000	339,500	253,000
\$375,001 and up	8	10.53%	573,750	0	492,500	557,000	633,750
Median List Price			172,400	113,400	172,400	275,000	568,500
Total Closed Units		100%	172,400	18	44	11	3
Total Closed Volume			16,212,200	2.19M	9.16M	3.35M	1.52M

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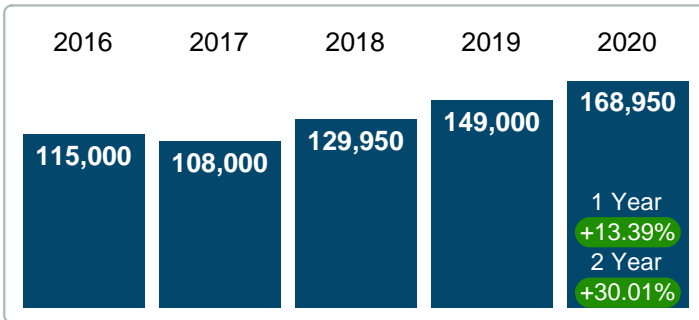
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



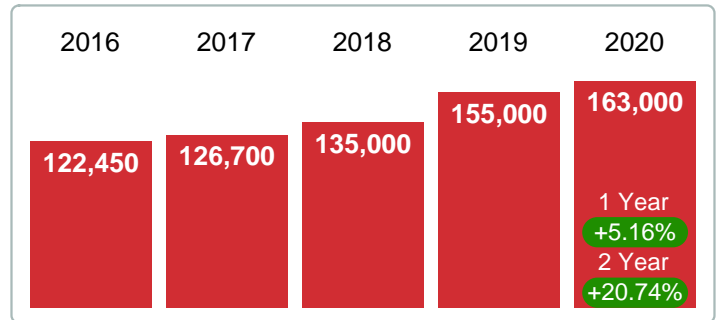
MEDIAN SOLD PRICE AT CLOSING

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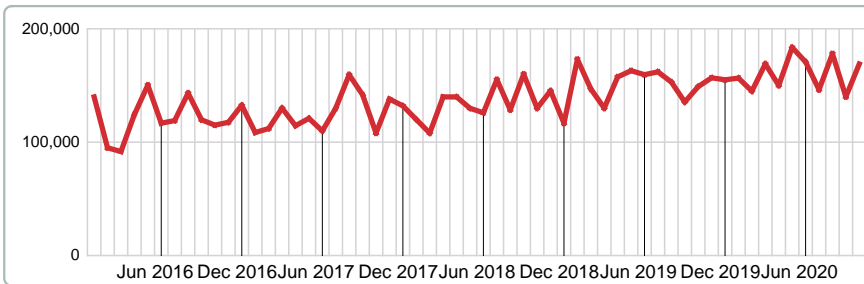
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,180

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

Median Sold Price at Closing this month at **168,950** above the 5 yr OCT average of **134,180**



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	7	9.21%	57,500	40,000	65,000	57,500	0
\$75,001 - \$100,000	6	7.89%	95,000	92,500	97,000	0	0
\$100,001 - \$125,000	10	13.16%	112,500	109,900	115,000	0	0
\$125,001 - \$175,000	20	26.32%	156,500	135,250	158,500	0	0
\$175,001 - \$250,000	16	21.05%	193,550	214,950	191,600	202,500	240,000
\$250,001 - \$375,000	10	13.16%	315,000	258,000	315,000	332,500	0
\$375,001 and up	7	9.21%	577,000	0	499,000	541,000	642,500
Median Sold Price			168,950	114,950	168,950	260,000	635,000
Total Closed Units		100%	168,950	18	44	11	3
Total Closed Volume			15,503,085	2.18M	8.54M	3.25M	1.53M

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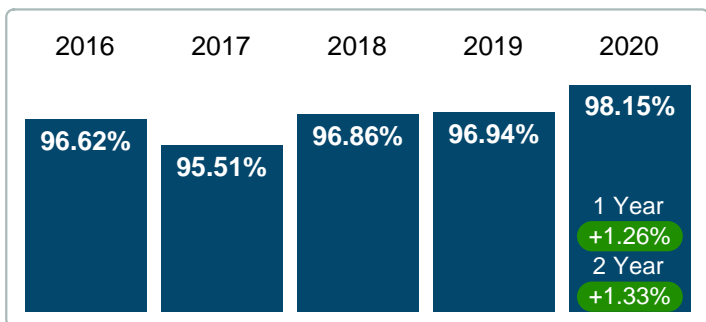
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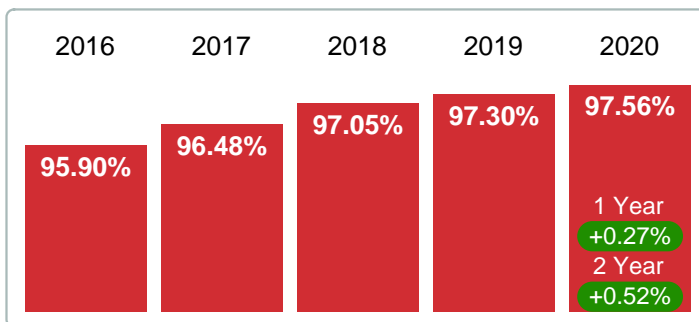
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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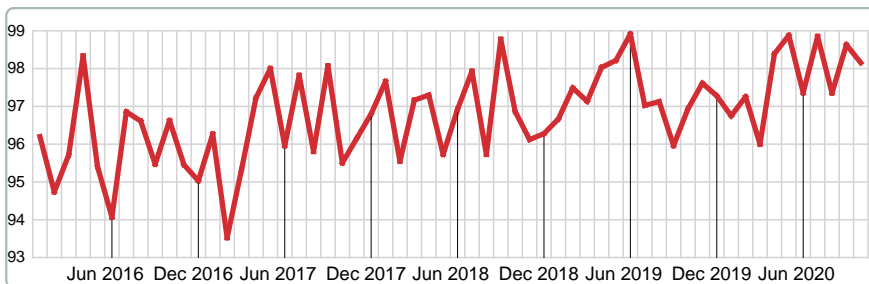
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

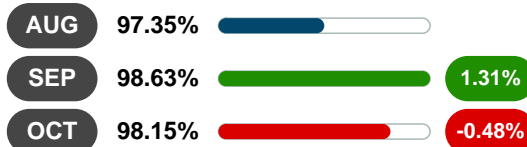


3 MONTHS

5 year OCT AVG = 96.82%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.15%**
above the 5 yr OCT average of **96.82%**



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	7	9.21%	93.98%	95.56%	86.78%	95.99%	0.00%
\$75,001 - \$100,000	6	7.89%	95.79%	97.47%	93.00%	0.00%	0.00%
\$100,001 - \$125,000	10	13.16%	99.74%	100.00%	97.60%	0.00%	0.00%
\$125,001 - \$175,000	20	26.32%	99.58%	98.57%	99.58%	0.00%	0.00%
\$175,001 - \$250,000	16	21.05%	100.00%	100.00%	100.17%	98.65%	94.86%
\$250,001 - \$375,000	10	13.16%	95.57%	95.56%	95.59%	95.84%	0.00%
\$375,001 and up	7	9.21%	96.19%	0.00%	86.18%	97.08%	102.34%
Median Sold/List Ratio		98.15%		100.00%	98.63%	97.14%	94.86%
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



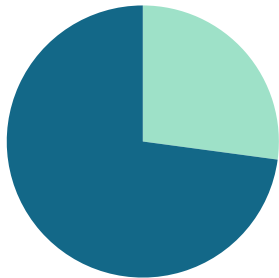
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

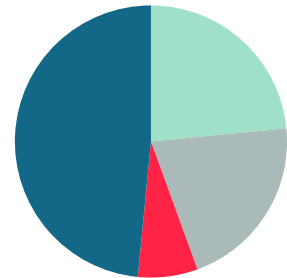


Inventory
 New Listings
67 = 27.13%
 Start Inventory
180
 Total Inventory Units
247
 Volume
\$75,414,198

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%
Median List Price	157,000	172,400	9.81%	159,250	169,000	6.12%
Median Sale Price	149,000	168,950	13.39%	155,000	163,000	5.16%
Median Percent of Selling Price to List Price	96.94%	98.15%	1.26%	97.30%	97.56%	0.27%
Median Days on Market to Sale	31.00	23.00	-25.81%	33.00	20.00	-39.39%
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

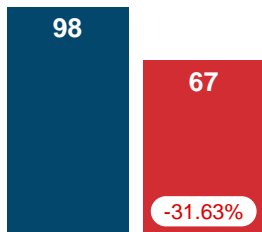
Inventory on October 31, 2020 = **157**

2019 **2020**

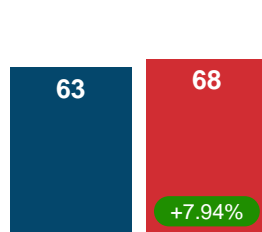
OCTOBER MARKET

MEDIAN PRICES

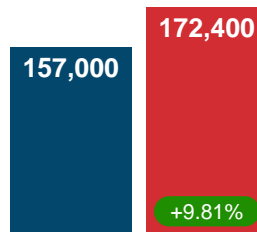
New Listings



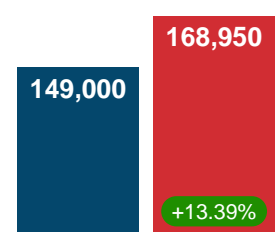
Pending Listings



List Price



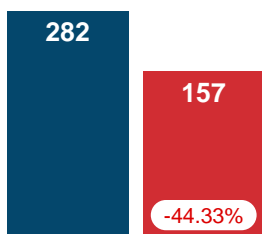
Sale Price



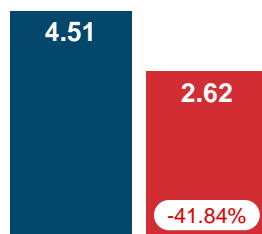
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

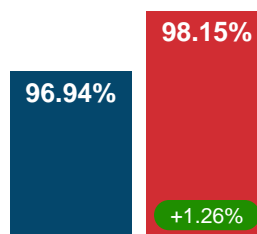
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

