

September 2020



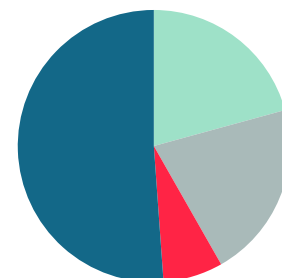
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	63	73	15.87%
Pending Listings	71	74	4.23%
New Listings	102	89	-12.75%
Average List Price	194,938	179,842	-7.74%
Average Sale Price	184,046	173,348	-5.81%
Average Percent of Selling Price to List Price	93.01%	95.85%	3.06%
Average Days on Market to Sale	54.35	32.11	-40.92%
End of Month Inventory	300	180	-40.00%
Months Supply of Inventory	4.79	3.03	-36.80%



■ Closed (20.74%)
■ Pending (21.02%)
■ Other OffMarket (7.10%)
■ Active (51.14%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of September 30, 2020 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **40.00%** to 180 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **3.03** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.81%** in September 2020 to \$173,348 versus the previous year at \$184,046.

Average Days on Market Shortens

The average number of **32.11** days that homes spent on the market before selling decreased by 22.24 days or **40.92%** in September 2020 compared to last year's same month at **54.35** DOM.

Sales Success for September 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 89 New Listings in September 2020, down **12.75%** from last year at 102. Furthermore, there were 73 Closed Listings this month versus last year at 63, a **15.87%** increase.

Closed versus Listed trends yielded a **82.0%** ratio, up from previous year's, September 2019, at **61.8%**, a **32.80%** 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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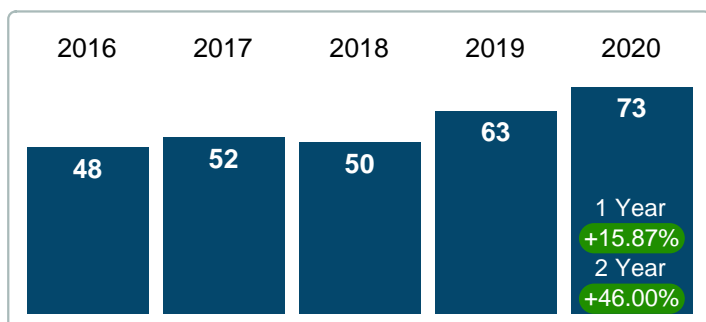
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



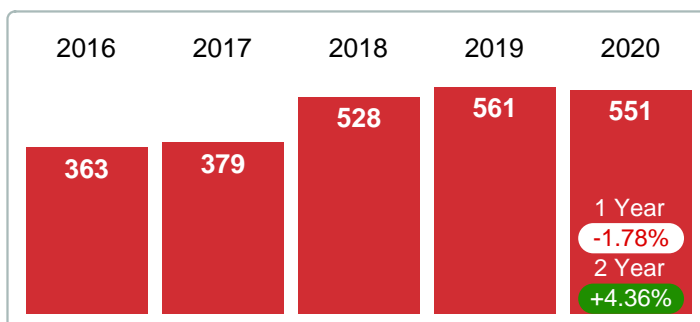
CLOSED LISTINGS

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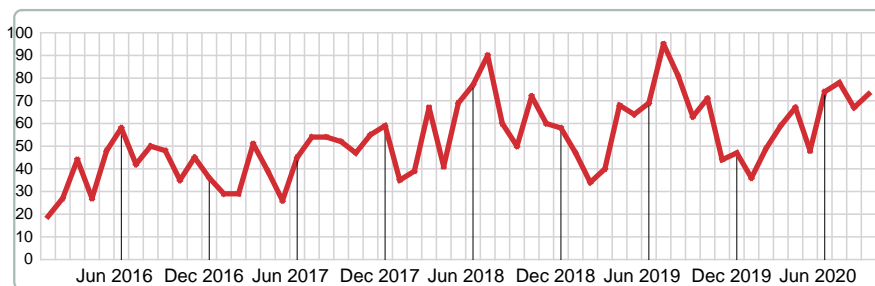
SEPTEMBER



YEAR TO DATE (YTD)

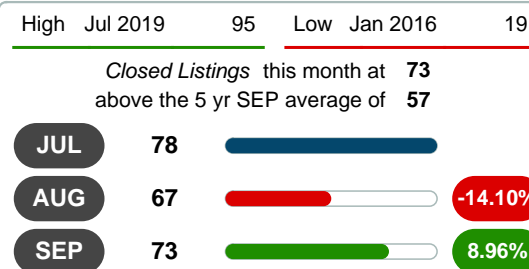


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.85%	60.4	3	2	0	0
\$50,001 - \$75,000	4	5.48%	68.5	3	1	0	0
\$75,001 - \$125,000	17	23.29%	26.3	5	10	2	0
\$125,001 - \$150,000	14	19.18%	29.1	4	9	1	0
\$150,001 - \$175,000	6	8.22%	35.5	1	4	1	0
\$175,001 - \$275,000	17	23.29%	12.2	0	14	3	0
\$275,001 and up	10	13.70%	49.3	0	6	3	1
Total Closed Units	73			16	46	10	1
Total Closed Volume	12,654,425	100%	32.1	1.53M	8.18M	2.60M	340.00K
Average Closed Price	\$173,348			\$95,530	\$177,868	\$260,400	\$340,000

September 2020



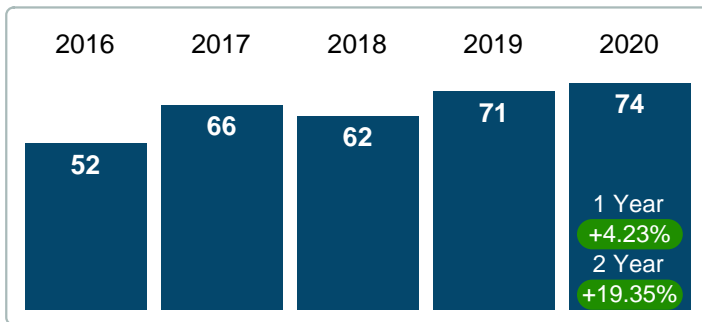
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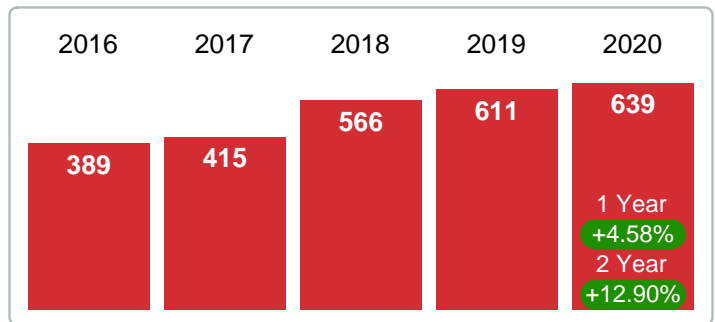
PENDING LISTINGS

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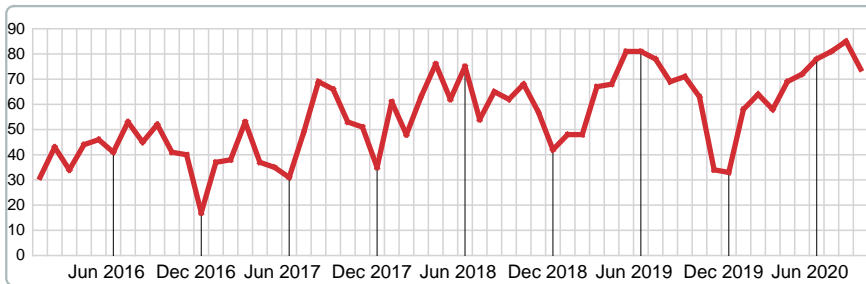
SEPTEMBER



YEAR TO DATE (YTD)

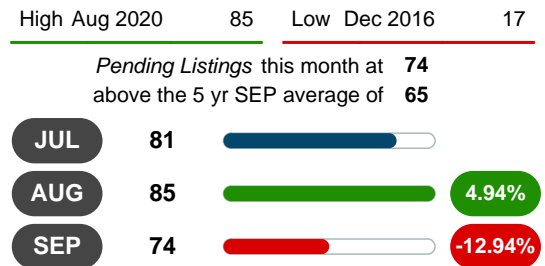


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 65



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	3	4.05%	42.7	0	3	0	0
\$75,001 - \$100,000	10	13.51%	23.2	2	7	1	0
\$100,001 - \$125,000	7	9.46%	47.1	2	4	1	0
\$125,001 - \$175,000	21	28.38%	17.8	5	15	1	0
\$175,001 - \$225,000	14	18.92%	41.6	0	12	1	1
\$225,001 - \$375,000	11	14.86%	40.0	2	4	4	1
\$375,001 and up	8	10.81%	88.0	0	3	2	3
Total Pending Units	74			11	48	10	5
Total Pending Volume	15,210,750	100%	37.9	1.62M	8.62M	2.69M	2.28M
Average Listing Price	\$204,134			\$147,191	\$179,649	\$269,150	\$455,400

September 2020



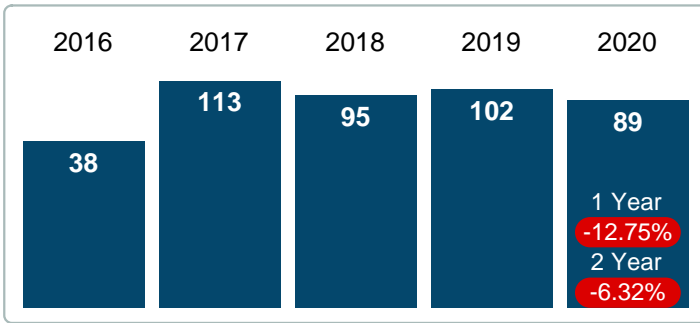
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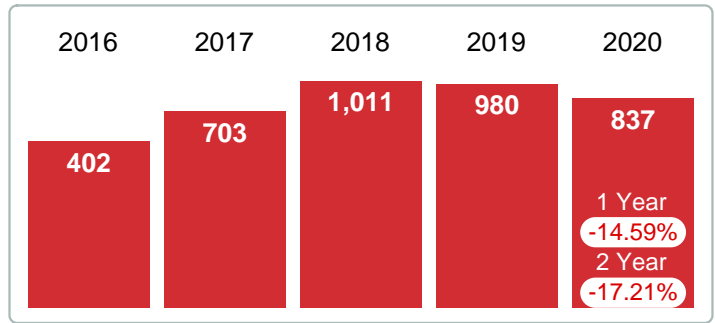
NEW LISTINGS

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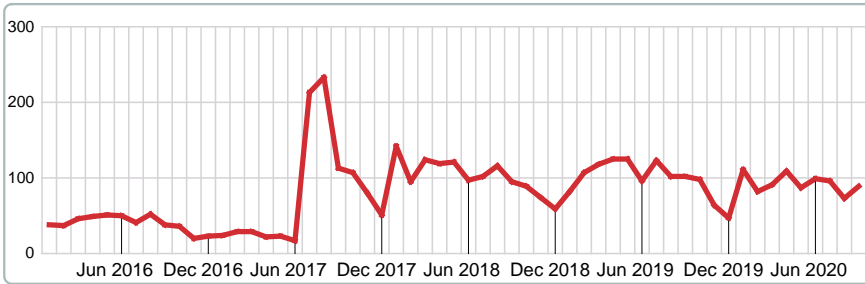
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YEAR TO DATE (YTD)

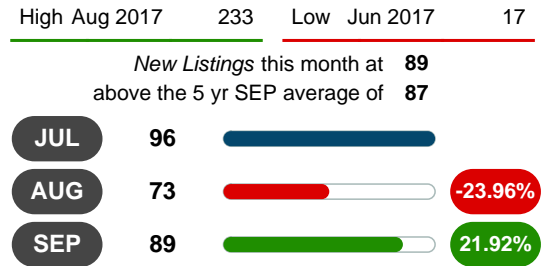


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 87



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	7	7.87%	3	4	0	0
\$50,001 - \$75,000	6	6.74%	1	4	1	0
\$75,001 - \$125,000	16	17.98%	2	12	2	0
\$125,001 - \$200,000	25	28.09%	3	19	3	0
\$200,001 - \$300,000	14	15.73%	2	5	7	0
\$300,001 - \$450,000	12	13.48%	0	5	5	2
\$450,001 and up	9	10.11%	0	6	1	2
Total New Listed Units	89		11	55	19	4
Total New Listed Volume	24,760,949	100%	1.30M	10.82M	4.69M	7.95M
Average New Listed Listing Price	\$195,020		\$117,791	\$196,695	\$246,953	\$1,988,725

September 2020



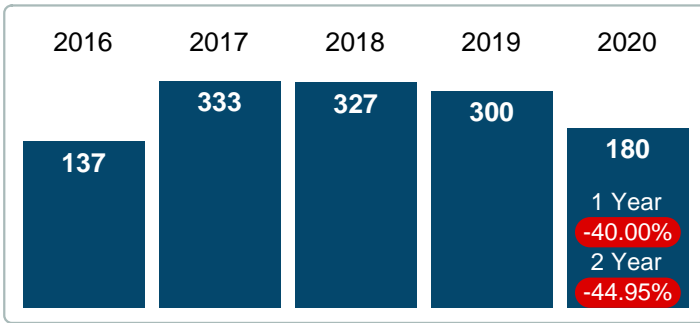
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



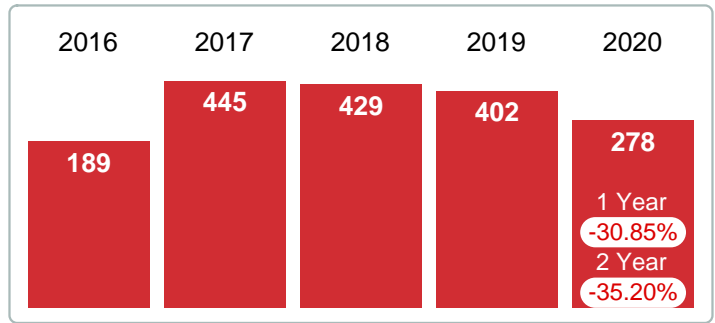
ACTIVE INVENTORY

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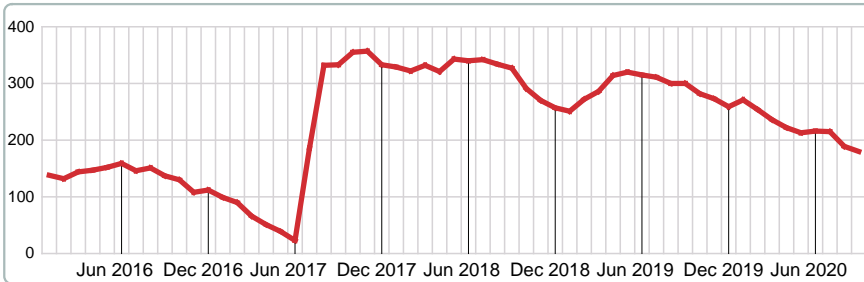
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

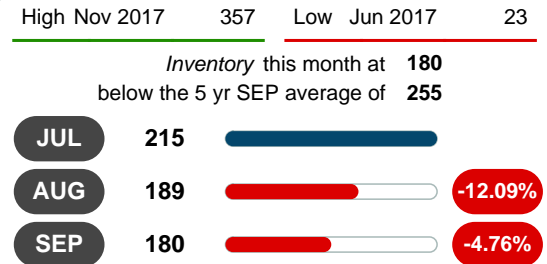


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 255



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	12	6.67%	52.8	4	8	0	0
\$50,001 - \$100,000	26	14.44%	94.9	8	15	3	0
\$100,001 - \$150,000	29	16.11%	98.8	5	20	3	1
\$150,001 - \$275,000	42	23.33%	85.6	2	30	10	0
\$275,001 - \$375,000	27	15.00%	80.8	1	14	11	1
\$375,001 - \$575,000	24	13.33%	87.6	2	9	6	7
\$575,001 and up	20	11.11%	128.5	0	4	8	8
Total Active Inventory by Units	180			22	100	41	17
Total Active Inventory by Volume	57,655,548	100%	91.2	3.06M	22.46M	17.03M	15.11M
Average Active Inventory Listing Price	\$320,309			\$138,914	\$224,584	\$415,295	\$889,053

September 2020



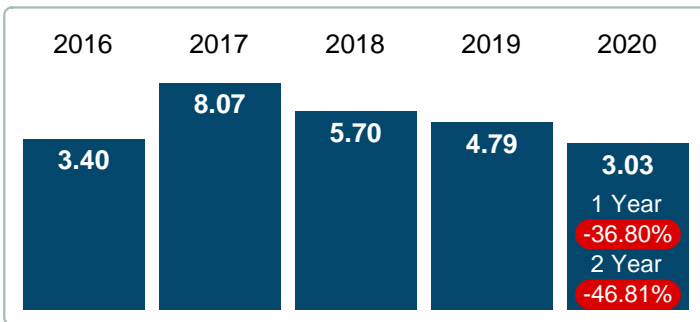
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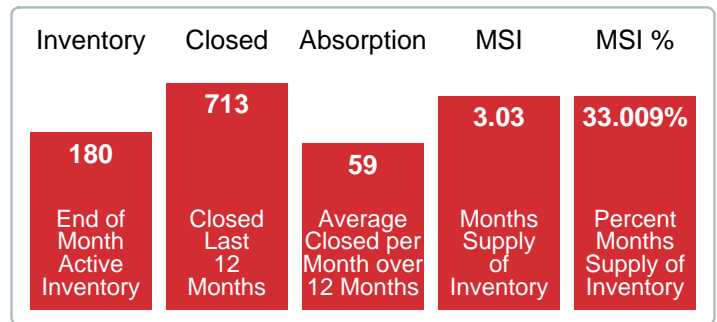
MONTHS SUPPLY of INVENTORY (MSI)

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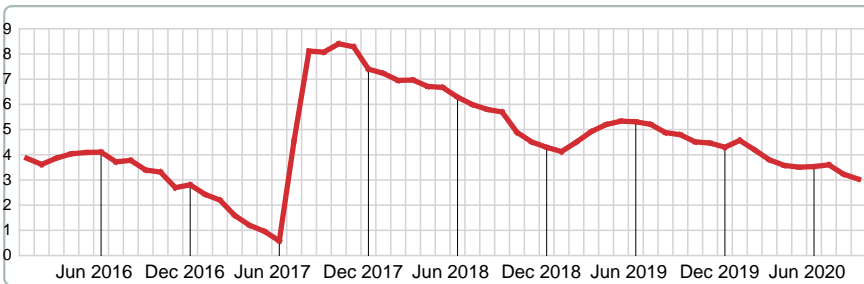
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

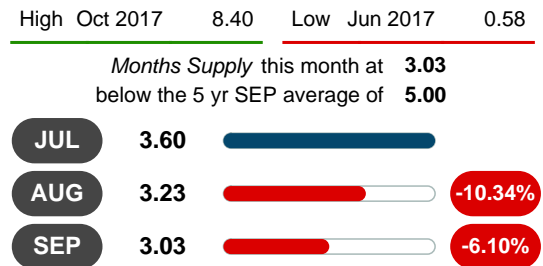


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.00



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	12	6.67%	2.94	2.40	3.84	0.00	0.00
\$50,001 - \$100,000	26	14.44%	2.58	2.46	2.54	4.50	0.00
\$100,001 - \$150,000	29	16.11%	2.20	2.22	2.12	2.25	6.00
\$150,001 - \$275,000	42	23.33%	1.85	1.85	1.82	2.11	0.00
\$275,001 - \$375,000	27	15.00%	5.31	2.40	5.79	6.29	2.00
\$375,001 - \$575,000	24	13.33%	8.23	0.00	8.31	4.80	12.00
\$575,001 and up	20	11.11%	15.00	0.00	9.60	12.00	32.00
Market Supply of Inventory (MSI)	3.03			2.54	2.64	3.81	7.85
Total Active Inventory by Units	180	100%	3.03	22	100	41	17

September 2020



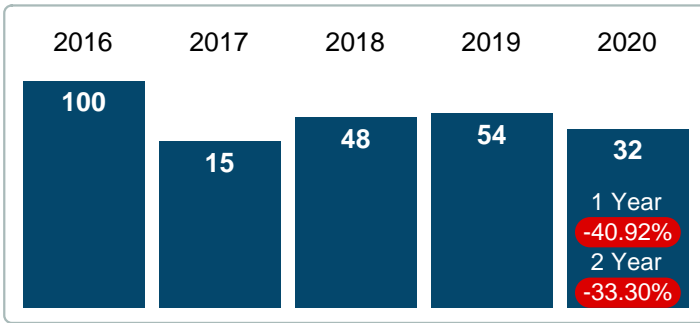
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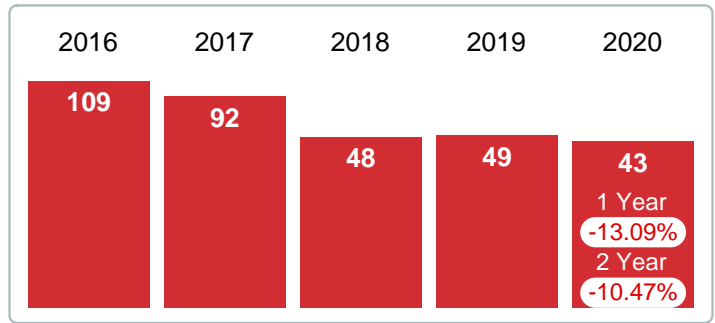
AVERAGE DAYS ON MARKET TO SALE

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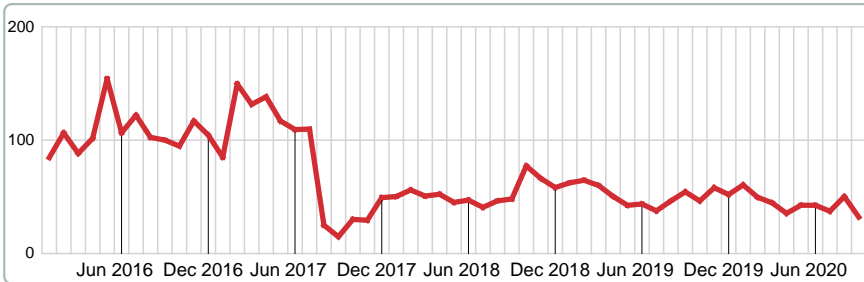
SEPTEMBER



YEAR TO DATE (YTD)

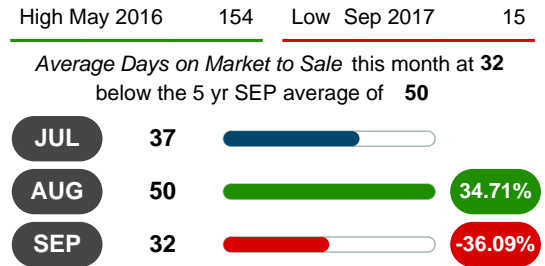


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 50



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
\$50,000 and less	6.85%	60	80	32	0	0
\$50,001 - \$75,000	5.48%	69	59	97	0	0
\$75,001 - \$125,000	23.29%	26	51	18	6	0
\$125,001 - \$150,000	19.18%	29	32	28	28	0
\$150,001 - \$175,000	8.22%	36	21	46	8	0
\$175,001 - \$275,000	23.29%	12	0	13	7	0
\$275,001 and up	13.70%	49	0	78	8	3
Average Closed DOM		32	51	31	9	3
Total Closed Units	100%	32	16	46	10	1
Total Closed Volume		12,654,425	1.53M	8.18M	2.60M	340.00K

September 2020



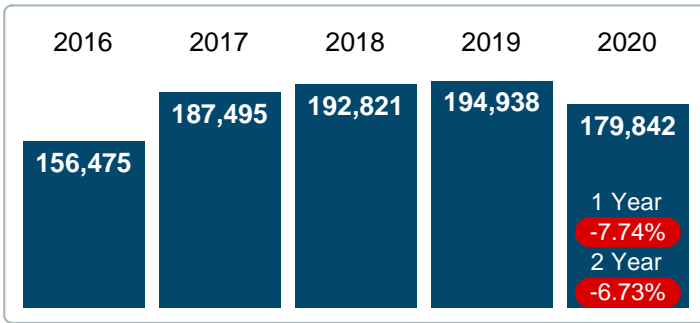
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



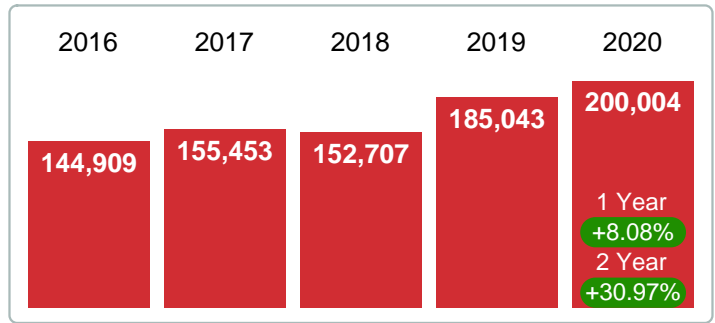
AVERAGE LIST PRICE AT CLOSING

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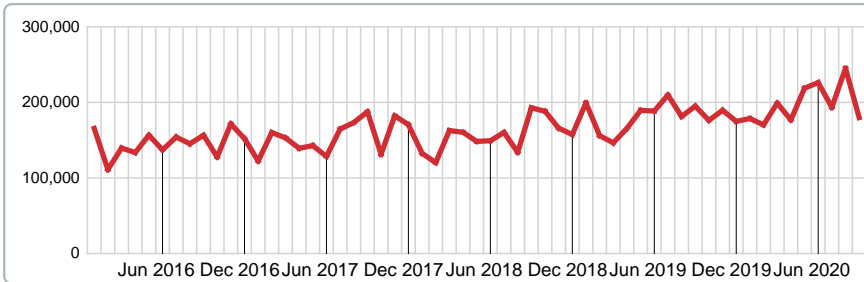
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

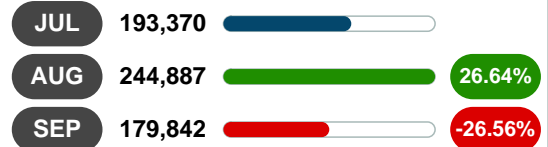


3 MONTHS

5 year SEP AVG = 182,314

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

Average List Price at Closing this month at **179,842**
below the 5 yr SEP average of **182,314**



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
\$50,000 and less	6.85%	39,900	44,000	33,750	0	0
\$50,001 - \$75,000	5.48%	68,675	66,567	75,000	0	0
\$75,001 - \$125,000	20.55%	104,153	109,080	108,830	98,750	0
\$125,001 - \$150,000	21.92%	140,688	139,475	141,689	155,000	0
\$150,001 - \$175,000	5.48%	159,188	225,000	165,663	149,000	0
\$175,001 - \$275,000	26.03%	207,647	0	209,457	202,333	0
\$275,001 and up	13.70%	425,890	0	390,917	521,467	349,000
Average List Price		179,842	103,750	183,621	267,290	349,000
Total Closed Units	100%	179,842	16	46	10	1
Total Closed Volume		13,128,450	1.66M	8.45M	2.67M	349.00K

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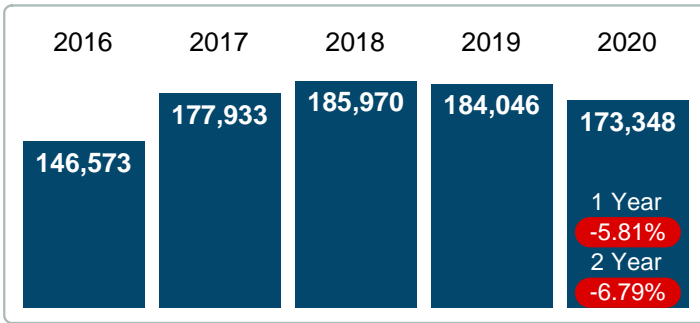
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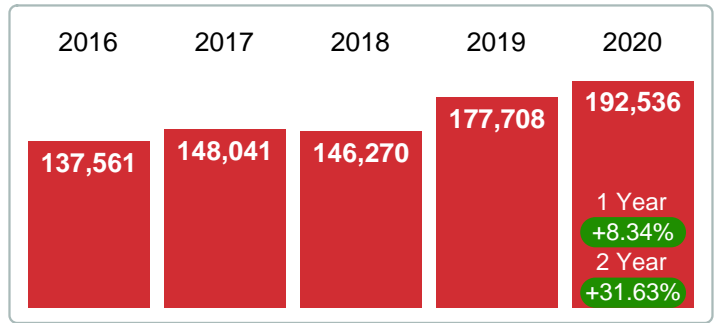
AVERAGE SOLD PRICE AT CLOSING

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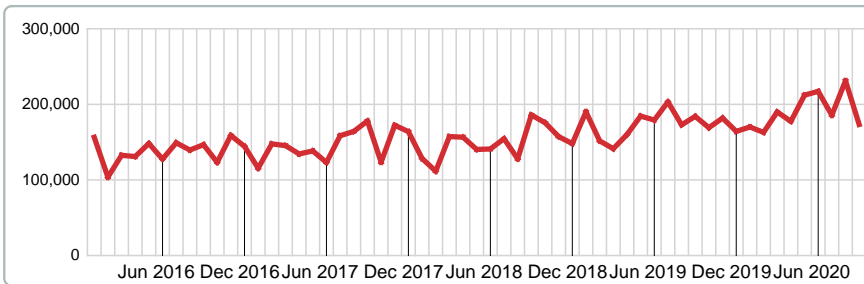
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

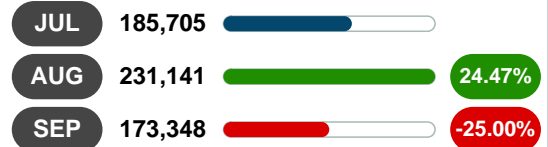


3 MONTHS

5 year SEP AVG = 173,574

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

Average Sold Price at Closing this month at **173,348**
 below the 5 yr SEP average of **173,574**



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
\$50,000 and less	5	6.85%	34,655	37,092	31,000	0	0
\$50,001 - \$75,000	4	5.48%	64,600	63,967	66,500	0	0
\$75,001 - \$125,000	17	23.29%	101,876	100,380	103,400	98,000	0
\$125,001 - \$150,000	14	19.18%	136,479	138,350	135,256	140,000	0
\$150,001 - \$175,000	6	8.22%	162,708	170,000	163,563	152,000	0
\$175,001 - \$275,000	17	23.29%	205,641	0	207,136	198,667	0
\$275,001 and up	10	13.70%	410,800	0	374,667	506,667	340,000
Average Sold Price			173,348	95,530	177,868	260,400	340,000
Total Closed Units		100%	73	16	46	10	1
Total Closed Volume			12,654,425	1.53M	8.18M	2.60M	340.00K

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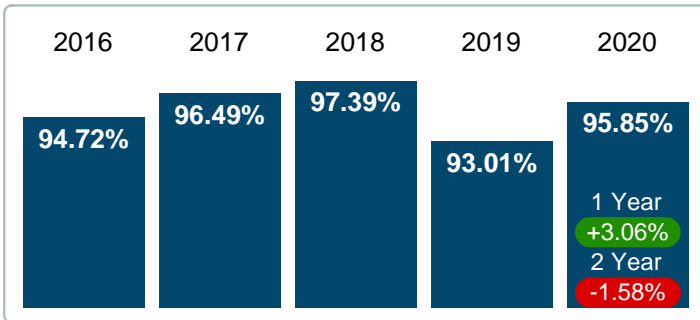
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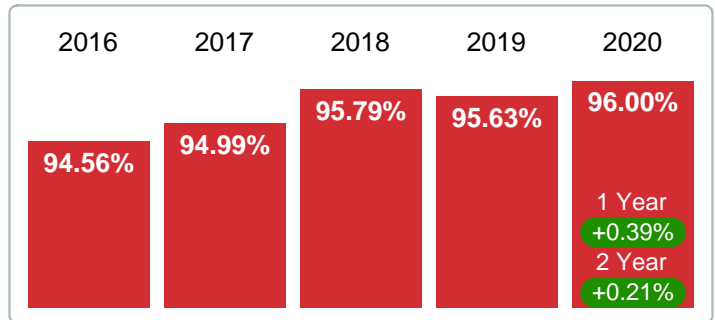
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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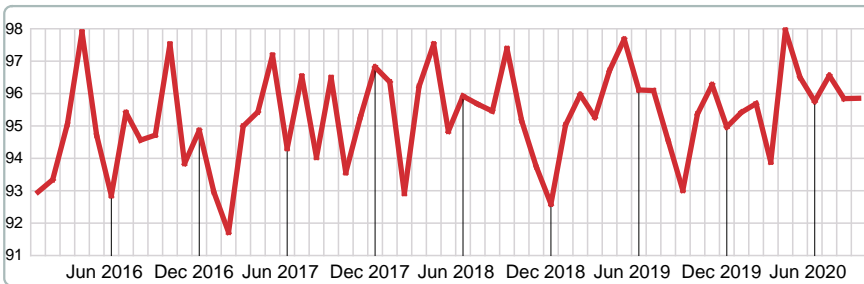
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

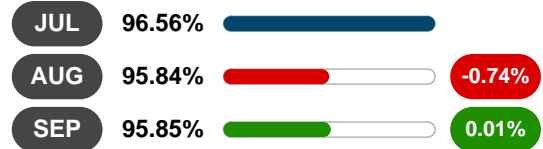


3 MONTHS

5 year SEP AVG = 95.49%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.85%** above the 5 yr SEP average of **95.49%**



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
\$50,000 and less	5	6.85%	86.90%	84.28%	90.83%	0.00%	0.00%
\$50,001 - \$75,000	4	5.48%	94.23%	96.08%	88.67%	0.00%	0.00%
\$75,001 - \$125,000	17	23.29%	95.19%	92.96%	95.48%	99.32%	0.00%
\$125,001 - \$150,000	14	19.18%	96.31%	99.19%	95.69%	90.32%	0.00%
\$150,001 - \$175,000	6	8.22%	95.49%	75.56%	98.84%	102.01%	0.00%
\$175,001 - \$275,000	17	23.29%	98.87%	0.00%	99.00%	98.25%	0.00%
\$275,001 and up	10	13.70%	96.57%	0.00%	96.05%	97.35%	97.42%
Average Sold/List Ratio		95.90%		92.39%	96.61%	97.78%	97.42%
Total Closed Units		73	100%	16	46	10	1
Total Closed Volume		12,654,425		1.53M	8.18M	2.60M	340.00K

September 2020



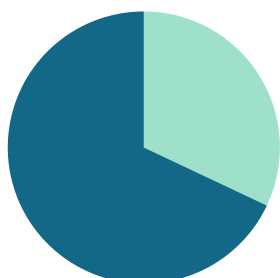
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

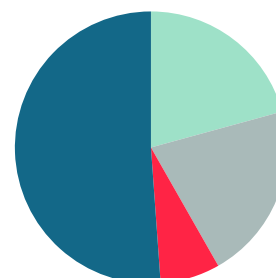


Inventory
 New Listings **89 = 32.01%**
 Start Inventory **189**
 Total Inventory Units **278**
 Volume **\$81,151,397**

Market Activity

Closed Sales **73 = 20.74%**
 Pending Sales **74 = 21.02%**
 Other Off Market **25 = 7.10%**
 Active Inventory **180 = 51.14%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	73	15.87%	561	551	-1.78%
Pending Sales	71	74	4.23%	611	639	4.58%
New Listings	102	89	-12.75%	980	837	-14.59%
Average List Price	194,938	179,842	-7.74%	185,043	200,004	8.08%
Average Sale Price	184,046	173,348	-5.81%	177,708	192,536	8.34%
Average Percent of Selling Price to List Price	93.01%	95.85%	3.06%	95.63%	96.00%	0.39%
Average Days on Market to Sale	54.35	32.11	-40.92%	48.94	42.53	-13.09%
Monthly Inventory	300	180	-40.00%	300	180	-40.00%
Months Supply of Inventory	4.79	3.03	-36.80%	4.79	3.03	-36.80%

Absorption: Last 12 months, an Average of **59** Sales/Month

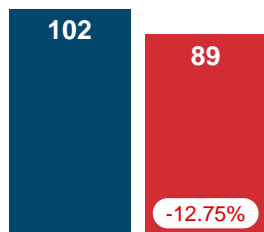
Inventory on September 30, 2020 = **180**

2019 **2020**

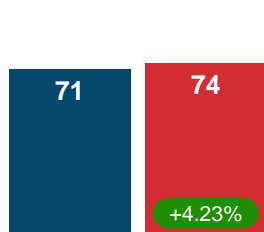
SEPTEMBER MARKET

AVERAGE PRICES

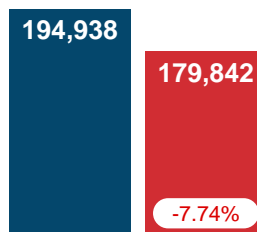
New Listings



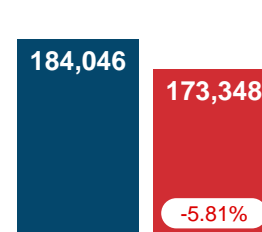
Pending Listings



List Price



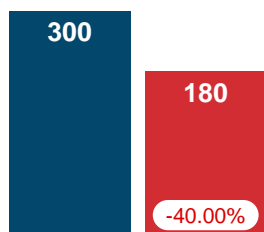
Sale Price



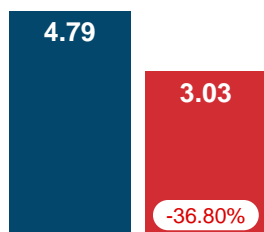
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

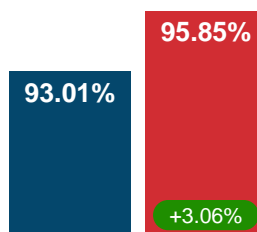
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

