

# September 2020



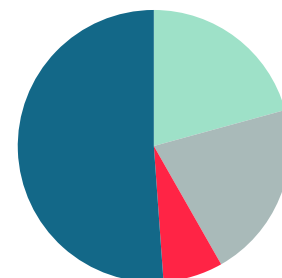
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## 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%
Median List Price	145,000	149,000	2.76%
Median Sale Price	135,400	140,000	3.40%
Median Percent of Selling Price to List Price	95.96%	98.63%	2.78%
Median Days on Market to Sale	37.00	10.00	-72.97%
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.

#### 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 **3.40%** in September 2020 to \$140,000 versus the previous year at \$135,400.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 27.00 days or **72.97%** in September 2020 compared to last year's same month at **37.00** DOM.

#### Sales Success for September 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 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.

### 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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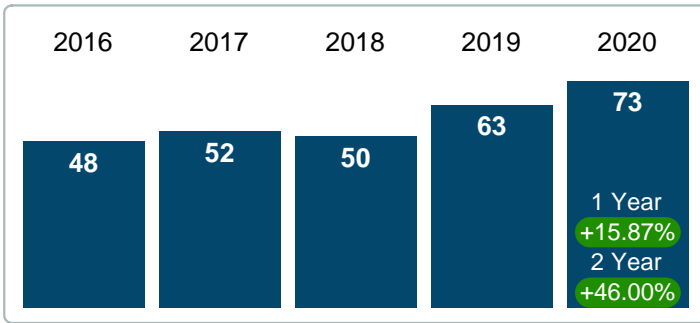
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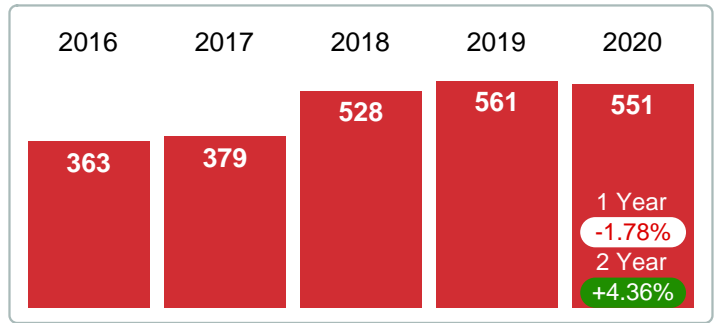
## CLOSED LISTINGS

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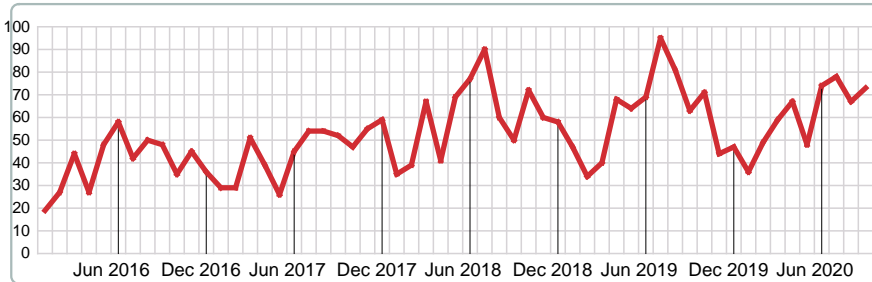
### SEPTEMBER



### YEAR TO DATE (YTD)

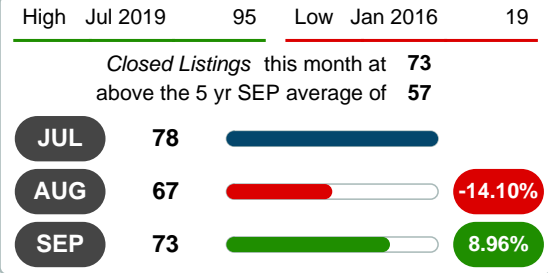


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.22%	65.5	4	2	0	0
\$60,001 - \$90,000	9	12.33%	45.0	4	4	1	0
\$90,001 - \$120,000	10	13.70%	10.5	3	6	1	0
\$120,001 - \$170,000	20	27.40%	10.5	5	13	2	0
\$170,001 - \$190,000	9	12.33%	1.0	0	8	1	0
\$190,001 - \$290,000	11	15.07%	7.0	0	8	3	0
\$290,001 and up	8	10.96%	17.5	0	5	2	1
<b>Total Closed Units</b>	<b>73</b>			<b>16</b>	<b>46</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,654,425</b>	<b>100%</b>	<b>10.0</b>	<b>1.53M</b>	<b>8.18M</b>	<b>2.60M</b>	<b>340.00K</b>
<b>Median Closed Price</b>	<b>\$140,000</b>			<b>\$94,450</b>	<b>\$159,375</b>	<b>\$185,500</b>	<b>\$340,000</b>

# September 2020



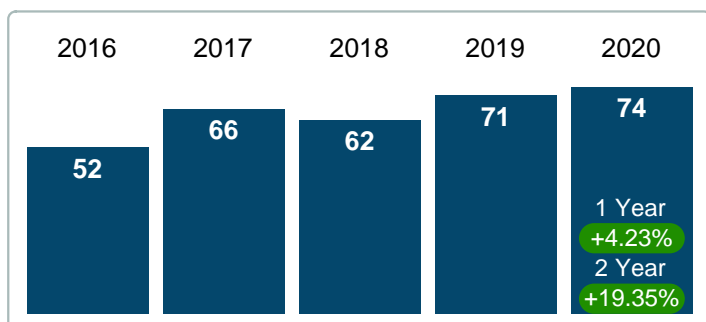
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



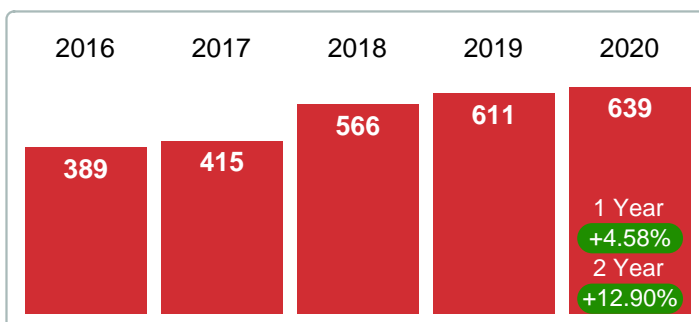
## PENDING LISTINGS

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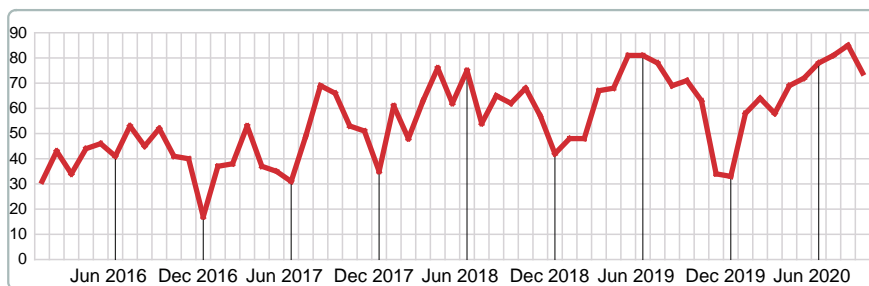
### SEPTEMBER



### YEAR TO DATE (YTD)

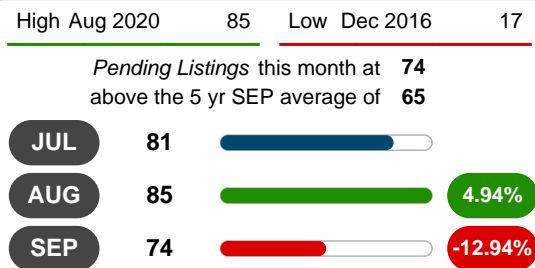


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 65



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.05%	4.0	0	3	0	0
\$75,001 - \$100,000	10	13.51%	5.0	2	7	1	0
\$100,001 - \$125,000	7	9.46%	58.0	2	4	1	0
\$125,001 - \$175,000	21	28.38%	7.0	5	15	1	0
\$175,001 - \$225,000	14	18.92%	14.0	0	12	1	1
\$225,001 - \$375,000	11	14.86%	31.0	2	4	4	1
\$375,001 and up	8	10.81%	90.5	0	3	2	3
<b>Total Pending Units</b>	<b>74</b>			<b>11</b>	<b>48</b>	<b>10</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>15,210,750</b>	<b>100%</b>	<b>15.5</b>	<b>1.62M</b>	<b>8.62M</b>	<b>2.69M</b>	<b>2.28M</b>
<b>Median Listing Price</b>	<b>\$169,900</b>			<b>\$139,500</b>	<b>\$164,900</b>	<b>\$256,250</b>	<b>\$489,000</b>

# September 2020



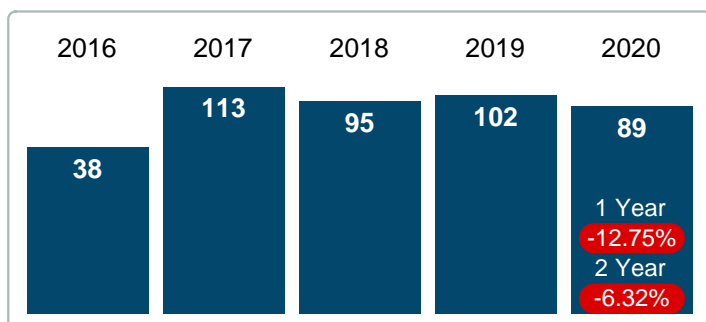
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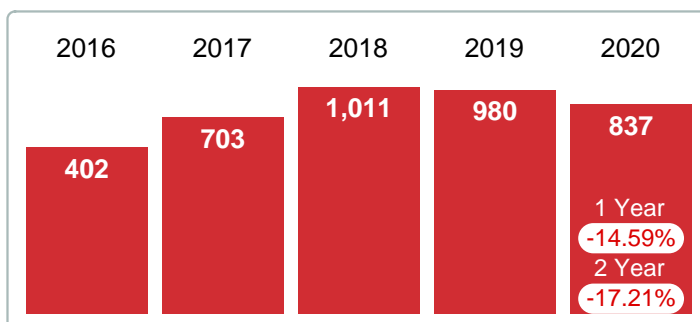
## NEW LISTINGS

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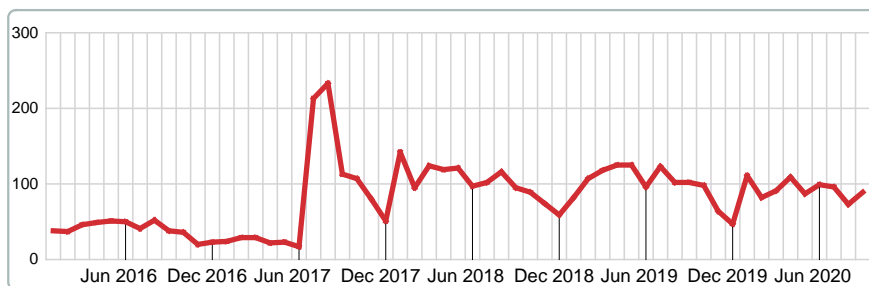
### SEPTEMBER



### YEAR TO DATE (YTD)

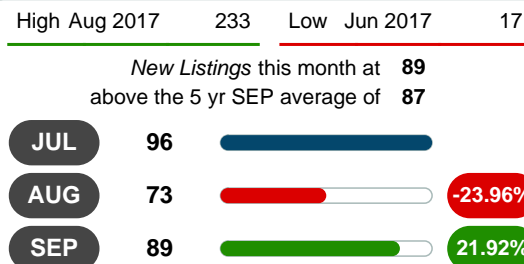


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>89</b>		<b>11</b>	<b>55</b>	<b>19</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>24,760,949</b>	<b>100%</b>	<b>1.30M</b>	<b>10.82M</b>	<b>4.69M</b>	<b>7.95M</b>
<b>Median New Listed Listing Price</b>	<b>\$169,900</b>		<b>\$105,000</b>	<b>\$145,000</b>	<b>\$235,000</b>	<b>\$1,329,950</b>

# September 2020



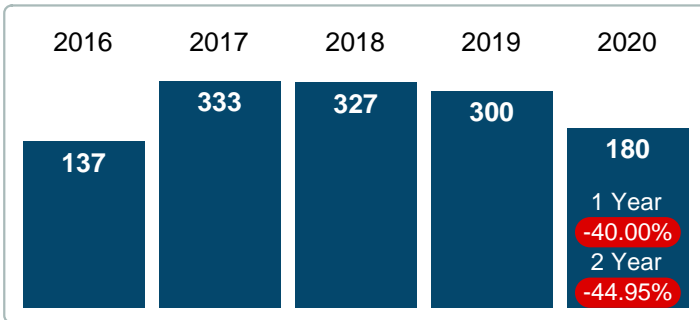
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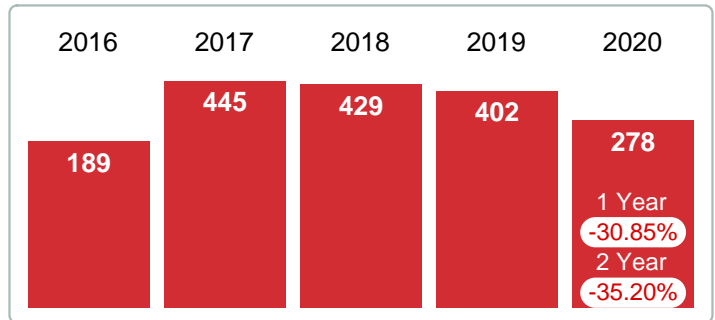
## ACTIVE INVENTORY

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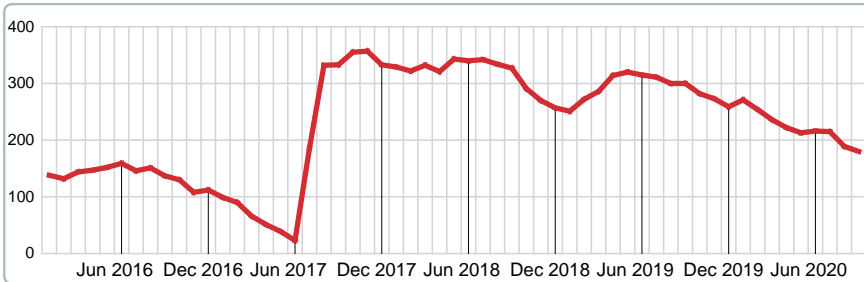
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

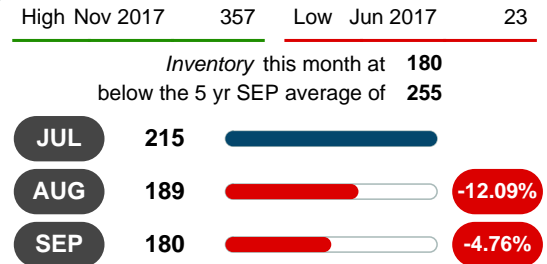


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 255



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	6.67%	29.5	4	8	0	0
\$50,001 - \$100,000	26	14.44%	75.0	8	15	3	0
\$100,001 - \$150,000	29	16.11%	71.0	5	20	3	1
\$150,001 - \$275,000	42	23.33%	81.5	2	30	10	0
\$275,001 - \$375,000	27	15.00%	65.0	1	14	11	1
\$375,001 - \$575,000	24	13.33%	87.5	2	9	6	7
\$575,001 and up	20	11.11%	112.0	0	4	8	8
<b>Total Active Inventory by Units</b>	<b>180</b>			<b>22</b>	<b>100</b>	<b>41</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>57,655,548</b>	<b>100%</b>	<b>73.5</b>	<b>3.06M</b>	<b>22.46M</b>	<b>17.03M</b>	<b>15.11M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$225,000</b>			<b>\$82,000</b>	<b>\$180,000</b>	<b>\$319,900</b>	<b>\$485,000</b>

# September 2020



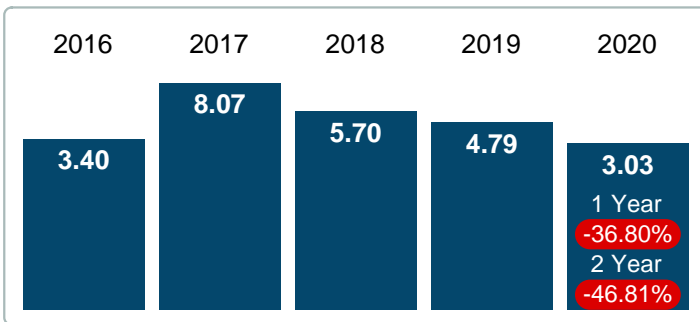
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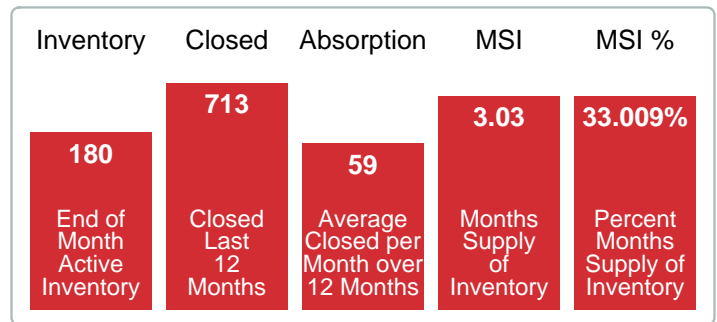
## MONTHS SUPPLY of INVENTORY (MSI)

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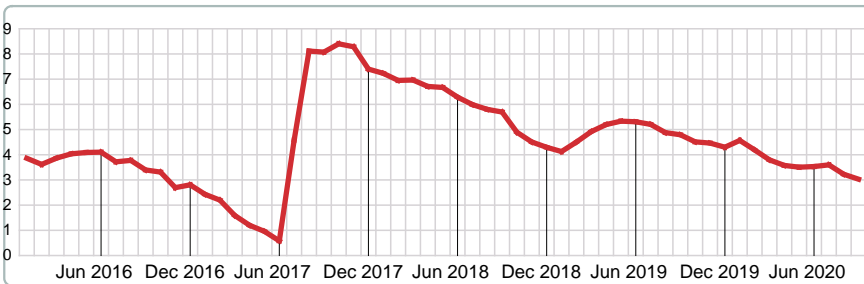
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

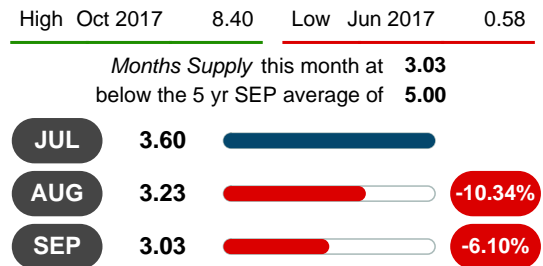


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



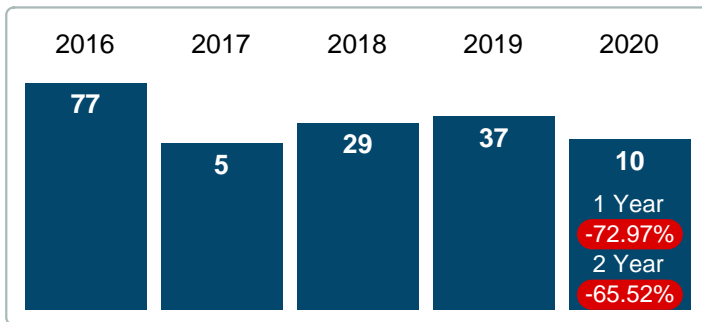
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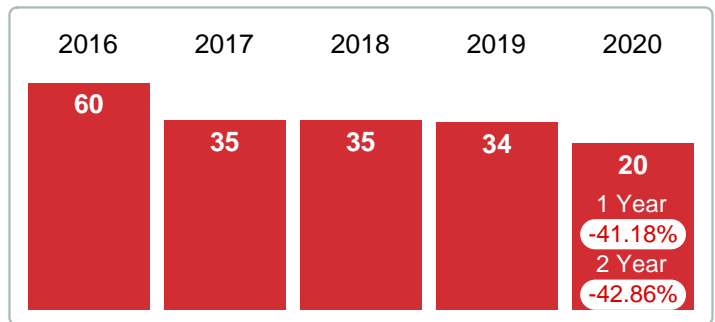
## MEDIAN DAYS ON MARKET TO SALE

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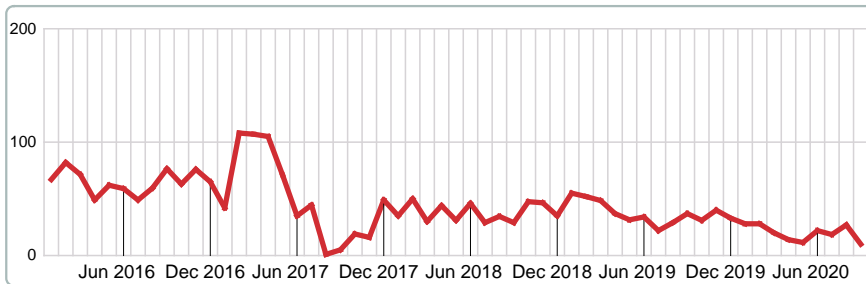
### SEPTEMBER



### YEAR TO DATE (YTD)

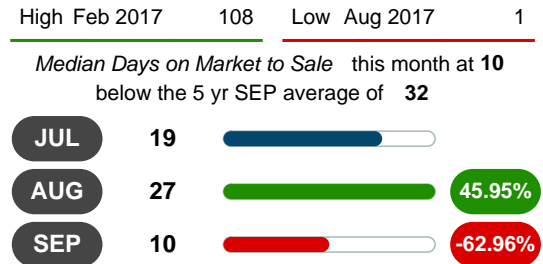


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 32



### 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
\$60,000 and less	8.22%	66	74	32	0	0
\$60,001 - \$90,000	12.33%	45	54	33	1	0
\$90,001 - \$120,000	13.70%	11	56	1	11	0
\$120,001 - \$170,000	27.40%	11	7	13	18	0
\$170,001 - \$190,000	12.33%	1	0	1	5	0
\$190,001 - \$290,000	15.07%	7	0	7	7	0
\$290,001 and up	10.96%	18	0	59	12	3
Median Closed DOM		10	51	9	8	3
Total Closed Units	100%	73	16	46	10	1
Total Closed Volume		12,654,425	1.53M	8.18M	2.60M	340.00K

# September 2020



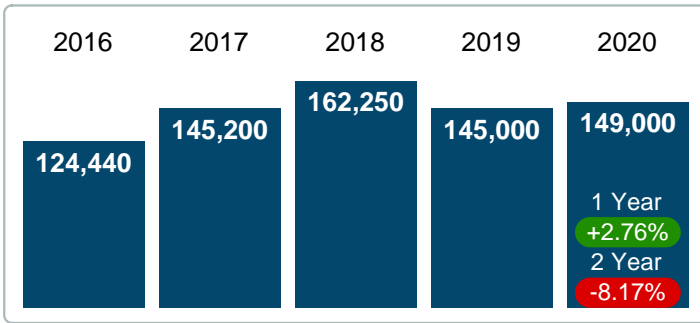
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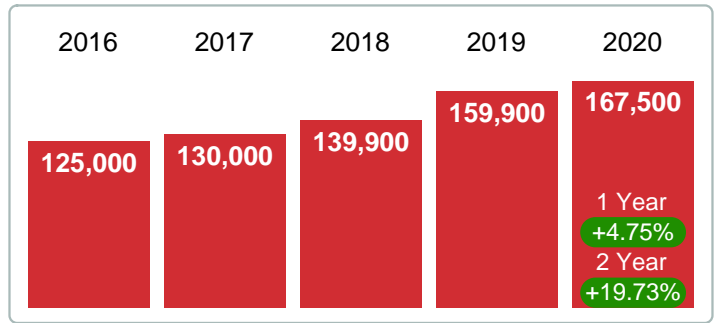
## MEDIAN LIST PRICE AT CLOSING

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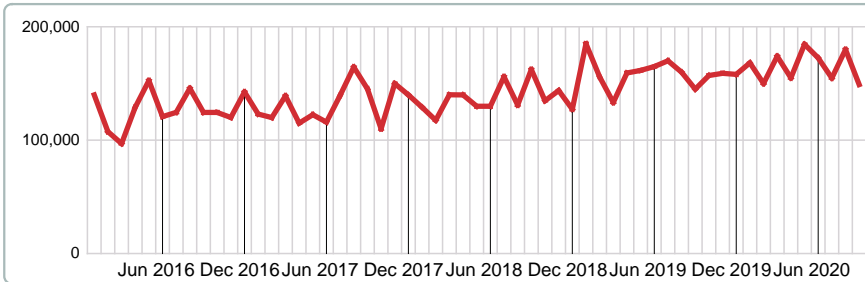
### SEPTEMBER



### YEAR TO DATE (YTD)

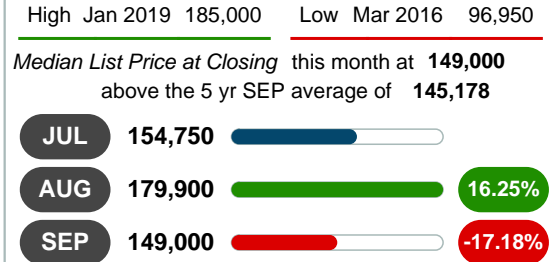


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 145,178



### 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
\$60,000 and less	8.22%	42,500	46,000	33,750	0	0
\$60,001 - \$90,000	10.96%	85,000	81,200	82,500	87,500	0
\$90,001 - \$120,000	10.96%	110,000	104,000	112,500	110,000	0
\$120,001 - \$170,000	30.14%	142,250	139,000	144,700	152,000	0
\$170,001 - \$190,000	10.96%	184,750	0	185,000	179,000	0
\$190,001 - \$290,000	15.07%	225,000	225,000	216,500	214,000	0
\$290,001 and up	13.70%	357,000	0	381,250	365,000	349,000
<b>Median List Price</b>		<b>149,000</b>	<b>96,950</b>	<b>159,375</b>	<b>189,000</b>	<b>349,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,000</b>	<b>16</b>	<b>46</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,128,450</b>	<b>1.66M</b>	<b>8.45M</b>	<b>2.67M</b>	<b>349.00K</b>



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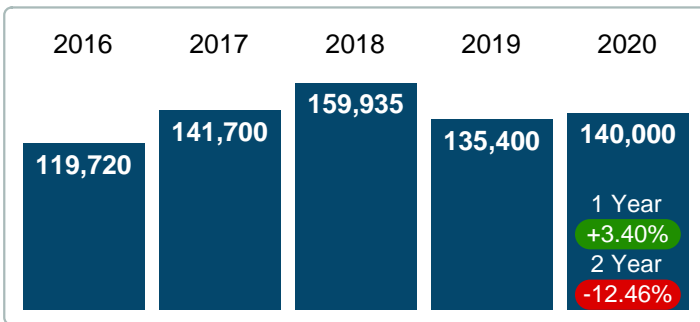
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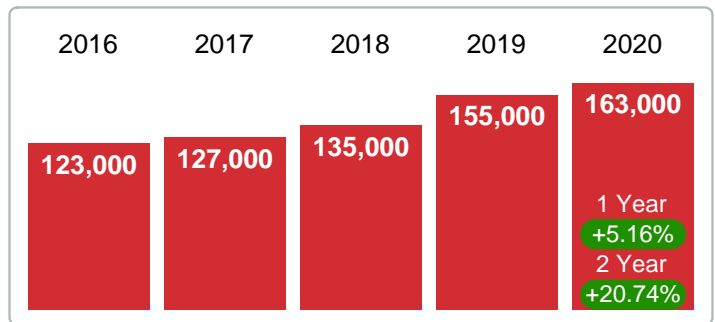
## MEDIAN SOLD PRICE AT CLOSING

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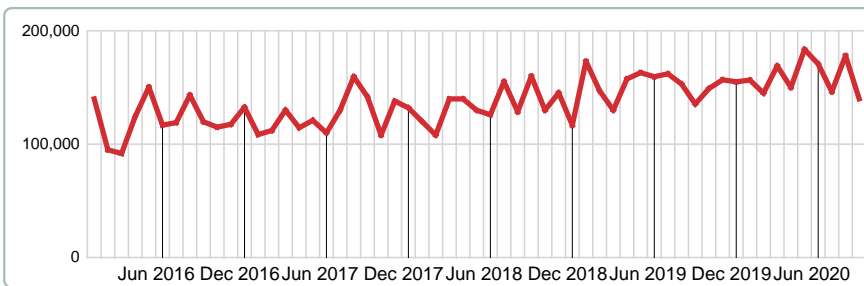
### SEPTEMBER



### YEAR TO DATE (YTD)

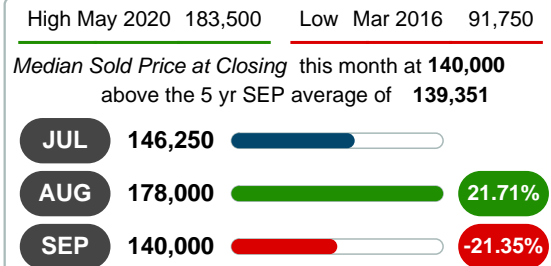


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 139,351



### 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
\$60,000 and less	6	8.22%	37,888	39,138	31,000	0	0
\$60,001 - \$90,000	9	12.33%	86,100	78,950	88,050	87,500	0
\$90,001 - \$120,000	10	13.70%	109,250	115,000	107,500	108,500	0
\$120,001 - \$170,000	20	27.40%	140,000	140,000	135,000	146,000	0
\$170,001 - \$190,000	9	12.33%	185,000	0	185,450	179,000	0
\$190,001 - \$290,000	11	15.07%	225,000	0	237,500	225,000	0
\$290,001 and up	8	10.96%	380,000	0	400,000	615,000	340,000
Median Sold Price			140,000	94,450	159,375	185,500	340,000
Total Closed Units		100%	140,000	16	46	10	1
Total Closed Volume			12,654,425	1.53M	8.18M	2.60M	340.00K

# September 2020



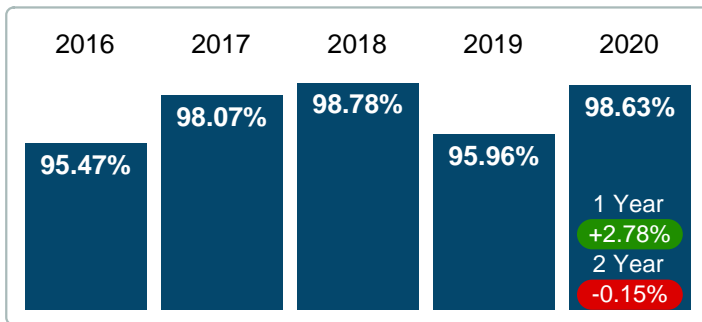
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



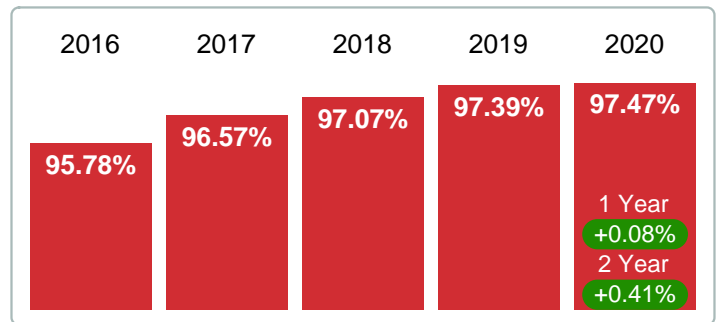
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

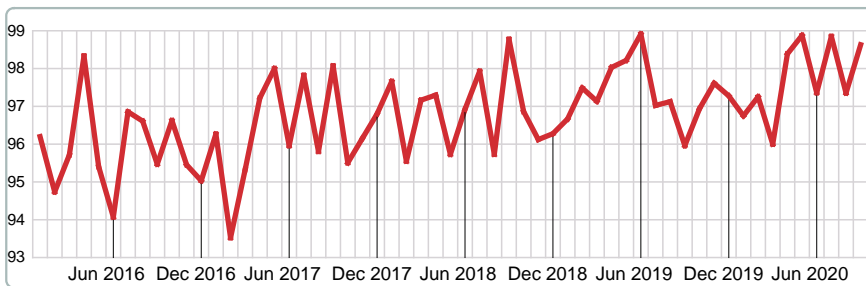
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

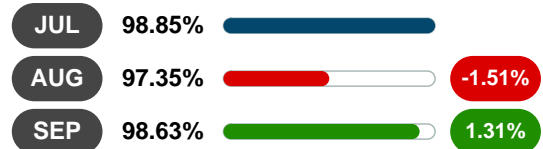


### 3 MONTHS

5 year SEP AVG = 97.38%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.63%**  
above the 5 yr SEP average of **97.38%**



## 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
\$60,000 and less	6	8.22%	83.62%	83.62%	90.83%	0.00%	0.00%
\$60,001 - \$90,000	9	12.33%	100.00%	100.00%	94.33%	100.00%	0.00%
\$90,001 - \$120,000	10	13.70%	93.60%	92.00%	93.97%	98.64%	0.00%
\$120,001 - \$170,000	20	27.40%	100.00%	100.00%	100.00%	96.17%	0.00%
\$170,001 - \$190,000	9	12.33%	100.00%	0.00%	100.00%	100.00%	0.00%
\$190,001 - \$290,000	11	15.07%	98.31%	0.00%	99.12%	96.70%	0.00%
\$290,001 and up	8	10.96%	97.07%	0.00%	94.23%	97.68%	97.42%
Median Sold/List Ratio		98.63%		95.02%	100.00%	98.44%	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



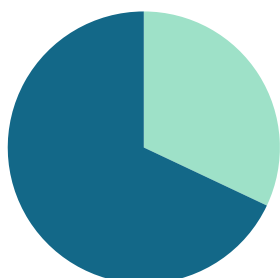
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

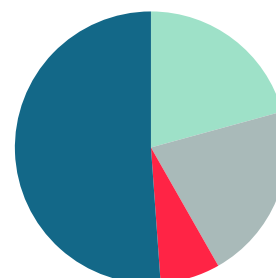


**Inventory**  
 New Listings  
**89 = 32.01%**  
 Start Inventory  
**189**  
 Total Inventory Units  
**278**  
 Volume  
**\$81,151,397**

### 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%
Median List Price	145,000	149,000	2.76%	159,900	167,500	4.75%
Median Sale Price	135,400	140,000	3.40%	155,000	163,000	5.16%
Median Percent of Selling Price to List Price	95.96%	98.63%	2.78%	97.39%	97.47%	0.08%
Median Days on Market to Sale	37.00	10.00	-72.97%	34.00	20.00	-41.18%
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

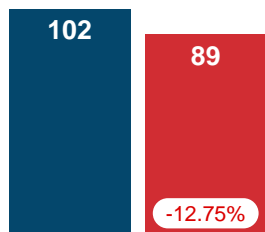
**Inventory** on September 30, 2020 = **180**

**2019** **2020**

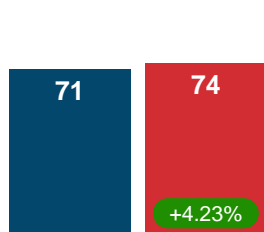
### SEPTEMBER MARKET

### MEDIAN PRICES

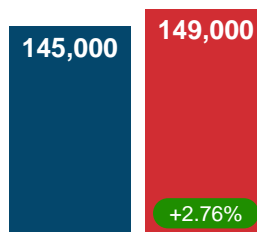
#### New Listings



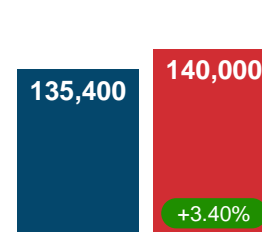
#### Pending Listings



#### List Price



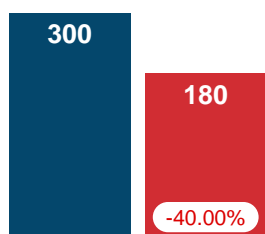
#### Sale Price



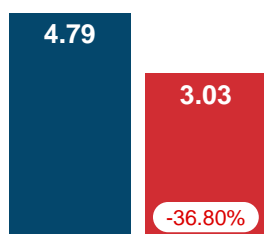
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

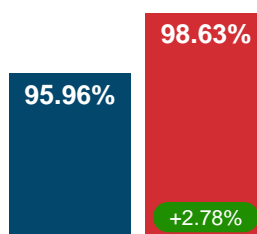
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

