



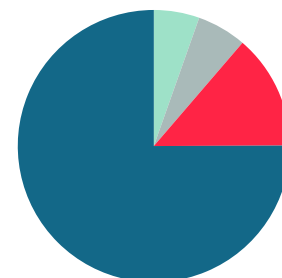
Area Delimited by Counties Atoka, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	November 2019	+/-%
Closed Listings	24	23	-4.17%
Pending Listings	27	25	-7.41%
New Listings	80	86	7.50%
Average List Price	144,321	115,922	-19.68%
Average Sale Price	131,892	109,022	-17.34%
Average Percent of Selling Price to List Price	88.98%	93.25%	4.80%
Average Days on Market to Sale	62.83	55.52	-11.64%
End of Month Inventory	330	319	-3.33%
Months Supply of Inventory	13.20	11.16	-15.45%



■ Closed (5.41%)
■ Pending (5.88%)
■ Other OffMarket (13.65%)
■ Active (75.06%)

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of November 30, 2019 = **319**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **3.33%** to 319 existing homes available for sale. Over the last 12 months this area has had an average of 29 closed sales per month. This represents an unsold inventory index of **11.16** 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 **17.34%** in November 2019 to \$109,022 versus the previous year at \$131,892.

Average Days on Market Shortens

The average number of **55.52** days that homes spent on the market before selling decreased by 7.31 days or **11.64%** in November 2019 compared to last year's same month at **62.83** DOM.

Sales Success for November 2019 is Positive

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

There were 86 New Listings in November 2019, up **7.50%** from last year at 80. Furthermore, there were 23 Closed Listings this month versus last year at 24, a **-4.17%** decrease.

Closed versus Listed trends yielded a **26.7%** ratio, down from previous year's, November 2018, at **30.0%**, a **10.85%** downswing. 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	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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



November 2019

Area Delimited by Counties Atoka, Choctaw, Marshall

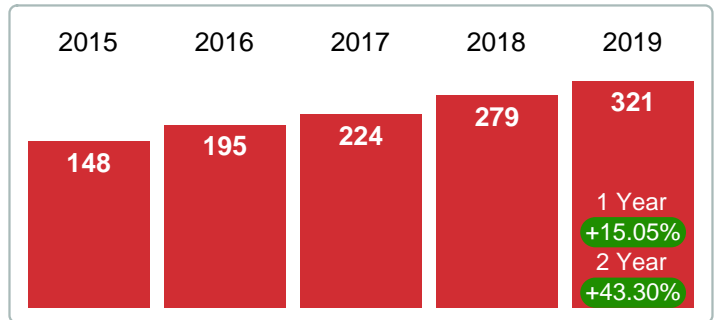
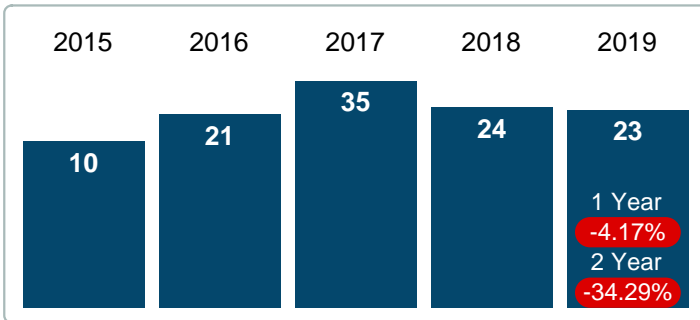


CLOSED LISTINGS

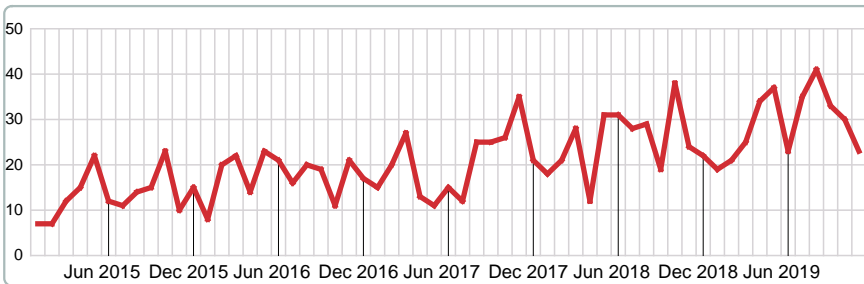
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NOVEMBER

YEAR TO DATE (YTD)

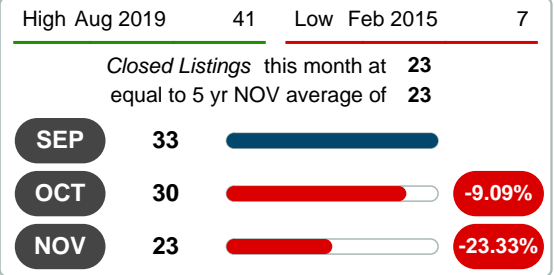


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	8.70%	3.0	2	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$70,000	6	26.09%	78.5	6	0	0	0
\$70,001 - \$90,000	8	34.78%	50.9	3	4	1	0
\$90,001 - \$130,000	1	4.35%	26.0	0	1	0	0
\$130,001 - \$200,000	4	17.39%	82.0	0	3	1	0
\$200,001 and up	2	8.70%	19.5	0	1	1	0
Total Closed Units	23			11	9	3	0
Total Closed Volume	2,507,500	100%	55.5	417.50K	1.37M	725.00K	0.00B
Average Closed Price	\$109,022			\$37,955	\$151,667	\$241,667	\$0



November 2019

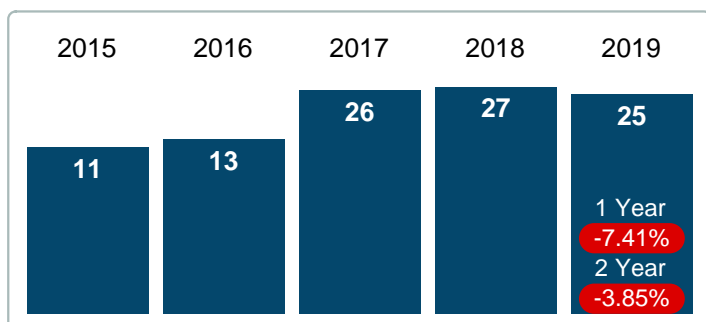
Area Delimited by Counties Atoka, Choctaw, Marshall



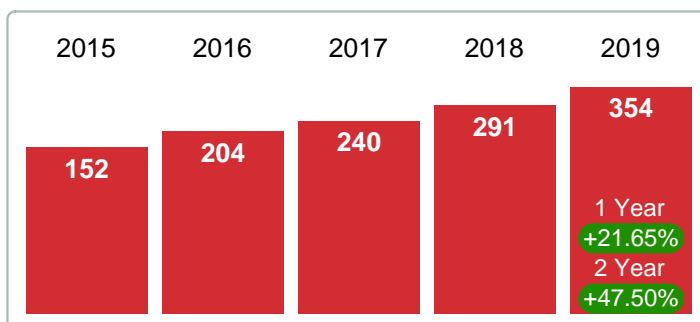
PENDING LISTINGS

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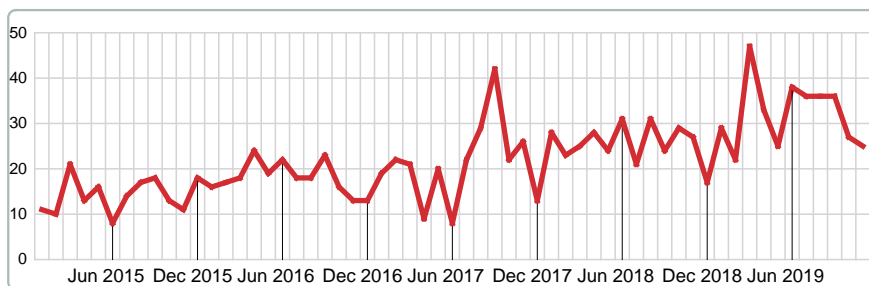
NOVEMBER



YEAR TO DATE (YTD)

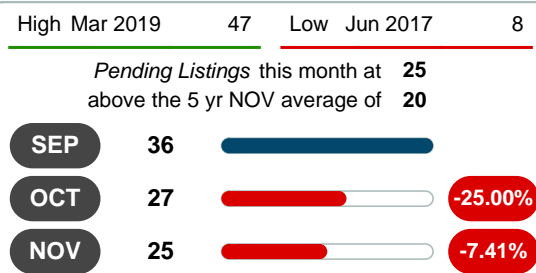


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 20



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$10,000	3	12.00%	47.0	3	0	0	0
\$10,001-\$70,000	6	24.00%	52.2	5	1	0	0
\$70,001-\$110,000	8	32.00%	94.1	3	4	0	1
\$110,001-\$160,000	2	8.00%	79.0	1	1	0	0
\$160,001-\$350,000	3	12.00%	62.3	1	0	1	1
\$350,001 and up	3	12.00%	32.3	1	0	2	0
Total Pending Units	25			14	6	3	2
Total Pending Volume	3,526,900	100%	44.6	1.08M	603.50K	1.39M	451.00K
Average Listing Price	\$38,980			\$77,329	\$100,583	\$463,267	\$225,500



November 2019

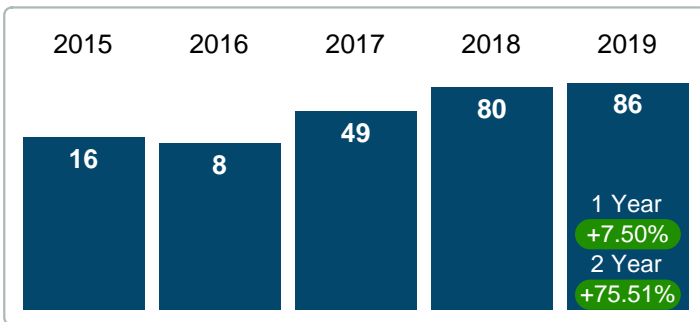
Area Delimited by Counties Atoka, Choctaw, Marshall



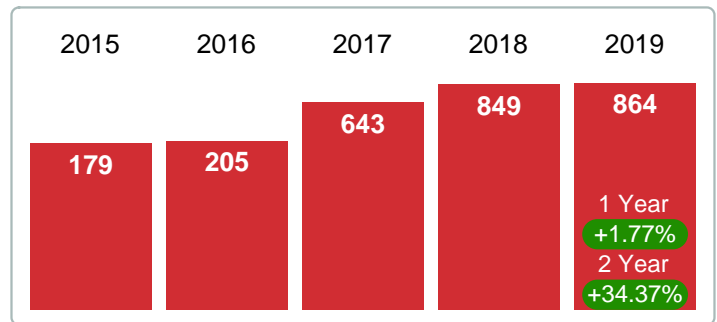
NEW LISTINGS

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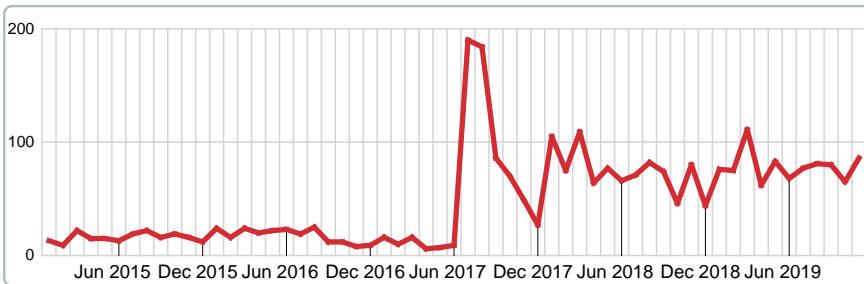
NOVEMBER



YEAR TO DATE (YTD)

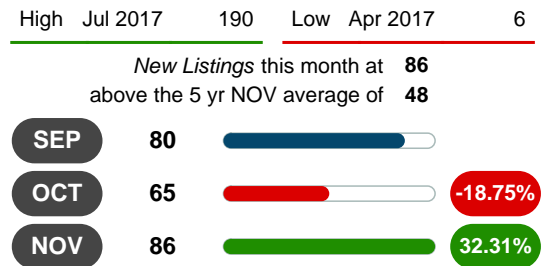


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	16	18.60%	16	0	0	0
\$20,001-\$30,000	31	36.05%	31	0	0	0
\$30,001-\$40,000	11	12.79%	11	0	0	0
\$40,001-\$80,000	9	10.47%	5	4	0	0
\$80,001-\$200,000	10	11.63%	3	6	0	1
\$200,001 and up	9	10.47%	3	2	3	1
Total New Listed Units	86		69	12	3	2
Total New Listed Volume	6,295,550	100%	3.03M	1.84M	973.90K	451.00K
Average New Listed Listing Price	\$6,667		\$43,962	\$153,104	\$324,633	\$225,500



November 2019

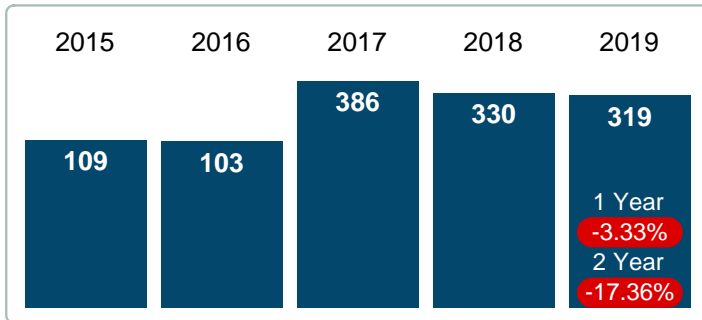
Area Delimited by Counties Atoka, Choctaw, Marshall



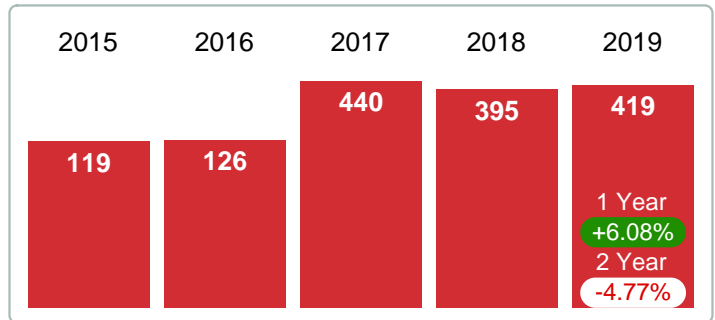
ACTIVE INVENTORY

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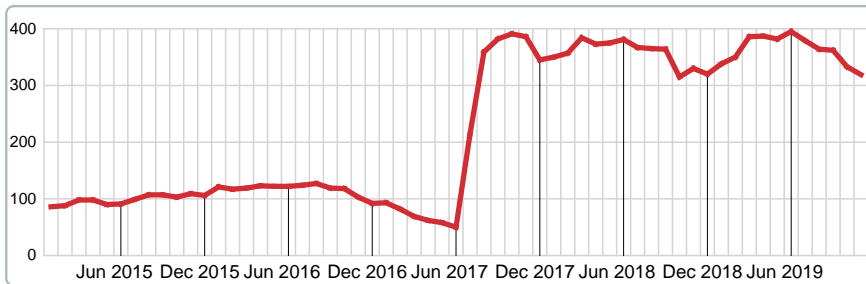
END OF NOVEMBER



ACTIVE DURING NOVEMBER

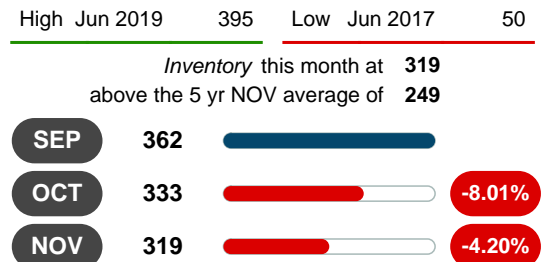


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 249



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	52	16.30%	109.8	52	0	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$125,000	131	41.07%	102.3	107	20	4	0
\$125,001-\$225,000	59	18.50%	123.7	27	27	5	0
\$225,001-\$375,000	42	13.17%	93.1	14	20	7	1
\$375,001 and up	35	10.97%	105.2	8	8	13	6
Total Active Inventory by Units	319			208	75	29	7
Total Active Inventory by Volume	56,255,948	100%	106.5	23.52M	16.60M	11.95M	4.19M
Average Active Inventory Listing Price	\$176,351			\$113,060	\$221,377	\$412,078	\$597,986



November 2019

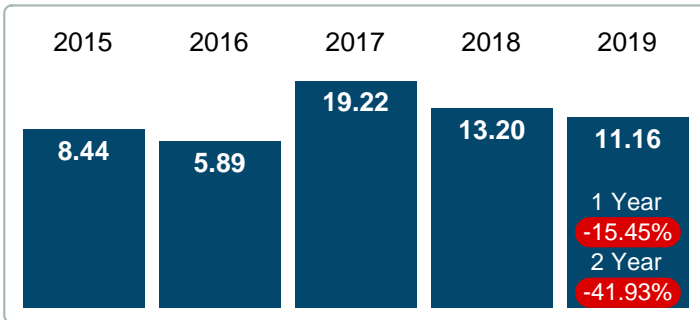
Area Delimited by Counties Atoka, Choctaw, Marshall



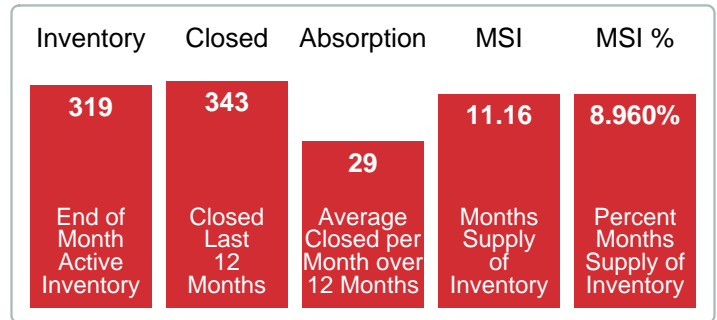
MONTHS SUPPLY of INVENTORY (MSI)

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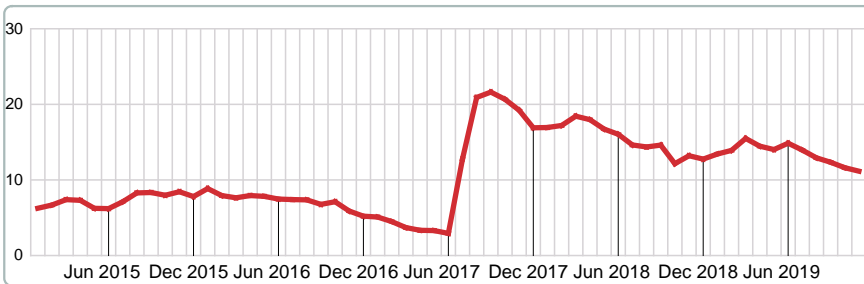
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

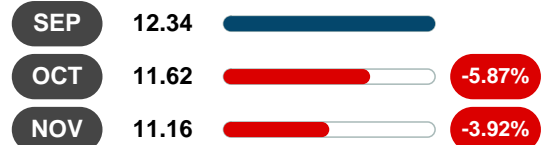


3 MONTHS

5 year NOV AVG = 11.58

High Sep 2017 21.62 Low Jun 2017 2.93

Months Supply this month at 11.16 below the 5 yr NOV average of 11.58



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
\$10,000 and less	20	6.27%	30.00	30.00	0.00	0.00	0.00
\$10,001 - \$30,000	65	20.38%	22.29	25.16	0.00	0.00	0.00
\$30,001 - \$40,000	28	8.78%	24.00	32.40	3.00	0.00	0.00
\$40,001 - \$140,000	81	25.39%	6.19	9.27	4.00	4.00	0.00
\$140,001 - \$240,000	53	16.61%	8.26	14.86	5.86	6.00	0.00
\$240,001 - \$390,000	38	11.91%	13.82	16.50	12.67	14.00	12.00
\$390,001 and up	34	10.66%	21.47	32.00	12.00	24.00	36.00
Market Supply of Inventory (MSI)			11.16	16.98	5.81	9.67	16.80
Total Active Inventory by Units		100%	11.16	208	75	29	7

November 2019



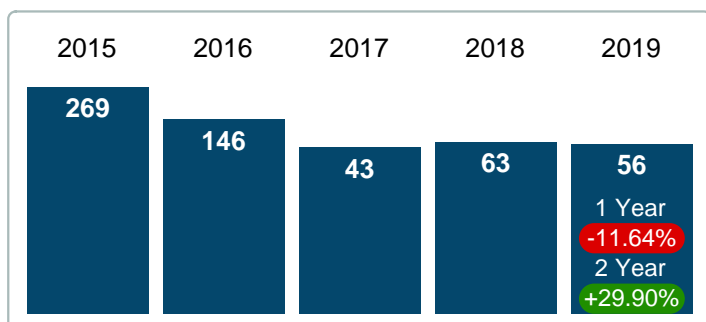
Area Delimited by Counties Atoka, Choctaw, Marshall



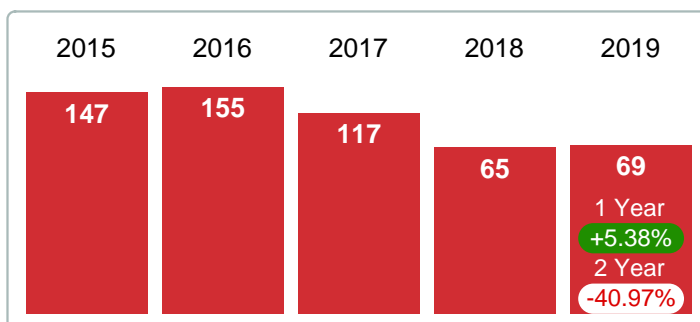
AVERAGE DAYS ON MARKET TO SALE

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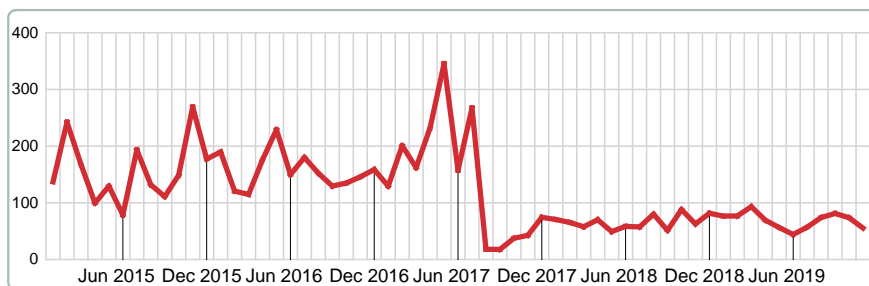
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

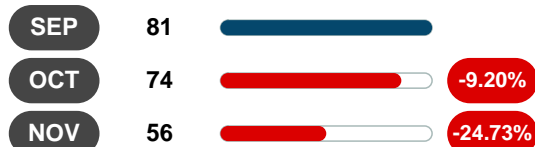


3 MONTHS

5 year NOV AVG = 115

High May 2017 345 Low Sep 2017 18

Average Days on Market to Sale this month at 56 below the 5 yr NOV average of 115



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
\$10,000 and less	8.70%	3	3	0	0	0
\$10,001 - \$10,000	0.00%	0	0	0	0	0
\$10,001 - \$70,000	26.09%	79	79	0	0	0
\$70,001 - \$90,000	34.78%	51	36	34	161	0
\$90,001 - \$130,000	4.35%	26	0	26	0	0
\$130,001 - \$200,000	17.39%	82	0	108	3	0
\$200,001 and up	8.70%	20	0	24	15	0
Average Closed DOM		56	53	57	60	0
Total Closed Units	100%	56	11	9	3	0
Total Closed Volume		2,507,500	417.50K	1.37M	725.00K	0.00B



November 2019

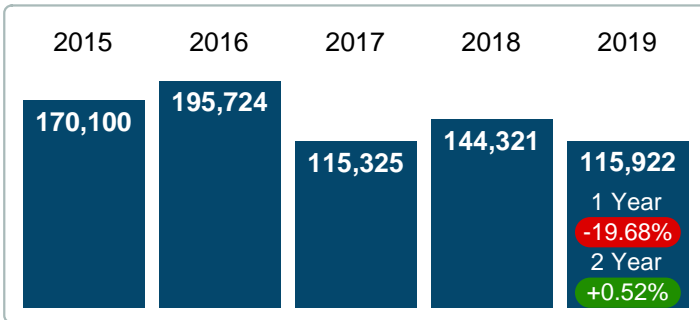
Area Delimited by Counties Atoka, Choctaw, Marshall



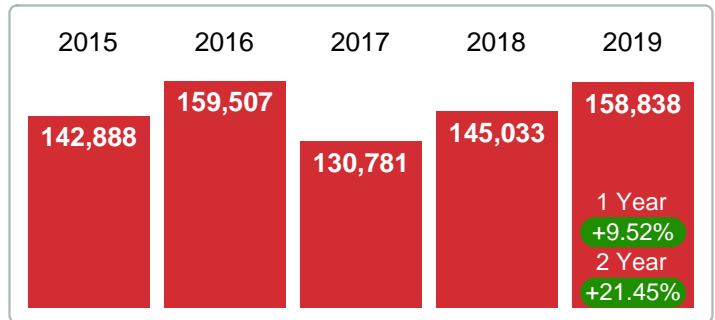
AVERAGE LIST PRICE AT CLOSING

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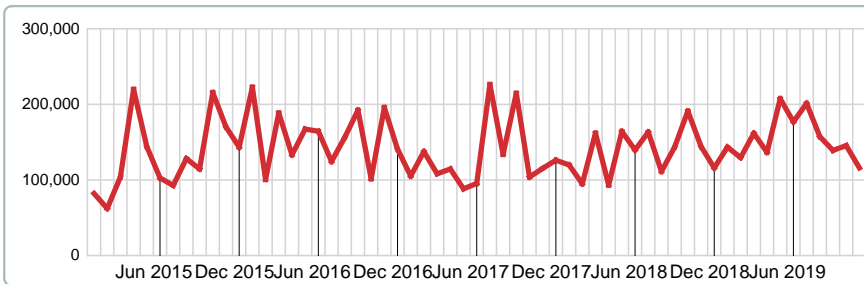
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

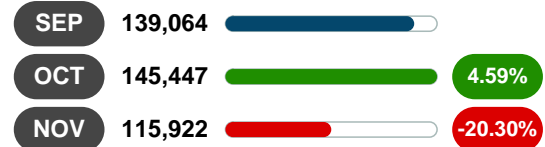


3 MONTHS

5 year NOV AVG = 148,278

High Jul 2017 226,202 Low Feb 2015 62,286

Average List Price at Closing this month at **115,922**
below the 5 yr NOV average of **148,278**



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
\$10,000 and less	2	8.70%	3,750	3,750	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0	0
\$10,001 - \$70,000	5	21.74%	18,580	27,967	0	0	0
\$70,001 - \$90,000	7	30.43%	84,900	93,300	87,250	90,000	0
\$90,001 - \$130,000	3	13.04%	99,667	0	99,500	0	0
\$130,001 - \$200,000	3	13.04%	146,333	0	164,333	165,000	0
\$200,001 and up	3	13.04%	411,167	0	499,500	515,000	0
Average List Price			115,922	41,382	160,111	256,667	0
Total Closed Units		100%	115,922	11	9	3	
Total Closed Volume			2,666,200	455.20K	1.44M	770.00K	0.00B



November 2019

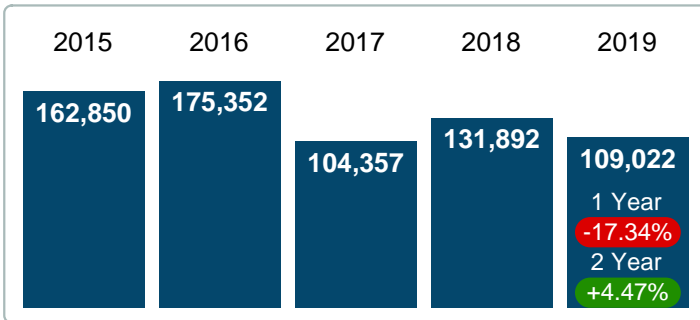
Area Delimited by Counties Atoka, Choctaw, Marshall



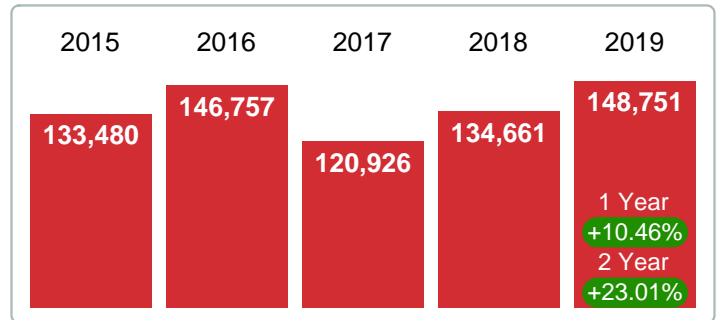
AVERAGE SOLD PRICE AT CLOSING

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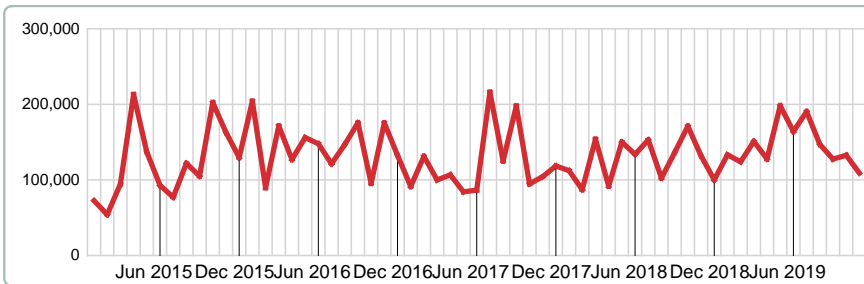
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

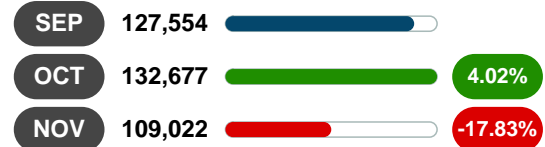


3 MONTHS

5 year NOV AVG = 136,695

High Jul 2017 216,010 Low Feb 2015 54,143

Average Sold Price at Closing this month at **109,022**
below the 5 yr NOV average of **136,695**



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
\$10,000 and less	8.70%	3,750	3,750	0	0	0
\$10,001 - \$10,000	0.00%	0	0	0	0	0
\$10,001 - \$70,000	26.09%	24,667	24,667	0	0	0
\$70,001 - \$90,000	34.78%	83,813	87,333	79,625	90,000	0
\$90,001 - \$130,000	4.35%	100,000	0	100,000	0	0
\$130,001 - \$200,000	17.39%	157,875	0	157,167	160,000	0
\$200,001 and up	8.70%	475,000	0	475,000	475,000	0
Average Sold Price		109,022	37,955	151,667	241,667	0
Total Closed Units	100%	109,022	11	9	3	
Total Closed Volume		2,507,500	417.50K	1.37M	725.00K	0.00B

November 2019



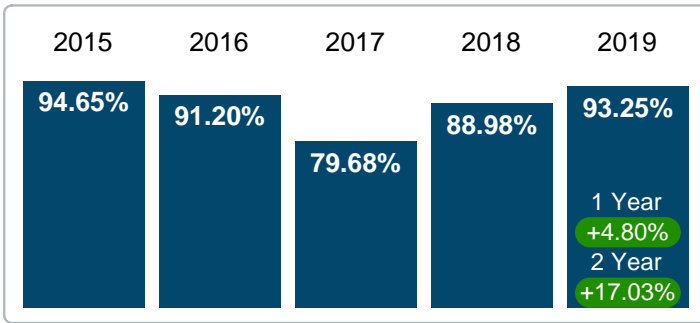
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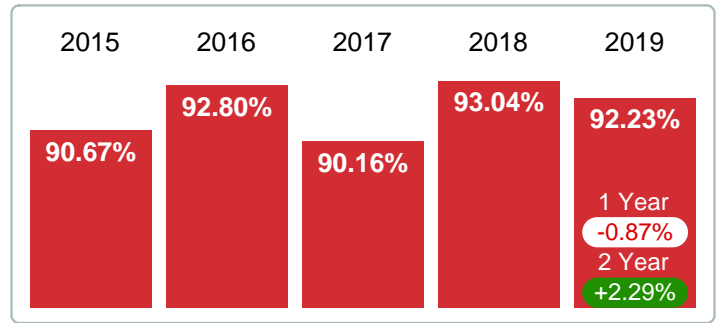
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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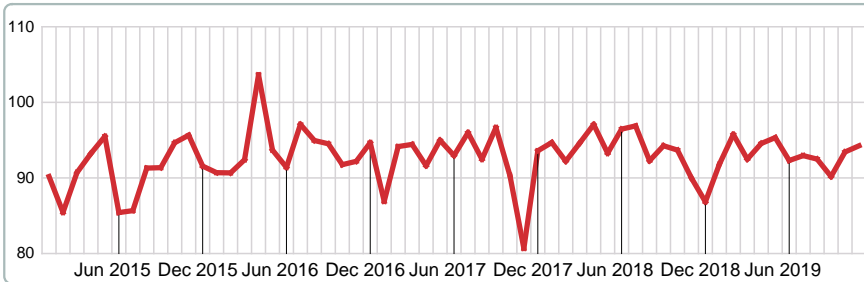
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

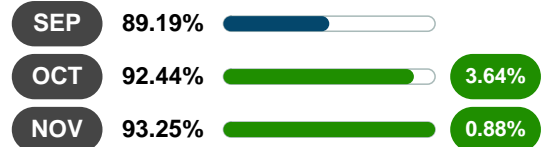


3 MONTHS

5 year NOV AVG = 89.55%

High Apr 2016 102.64% Low Nov 2017 79.68%

Average Sold/List Ratio this month at **93.25%**
above the 5 yr NOV average of **89.55%**



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
\$10,000 and less	2	8.70%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$70,000	6	26.09%	86.94%	86.94%	0.00%	0.00%	0.00%
\$70,001 - \$90,000	8	34.78%	93.61%	93.92%	91.77%	100.00%	0.00%
\$90,001 - \$130,000	1	4.35%	100.50%	0.00%	100.50%	0.00%	0.00%
\$130,001 - \$200,000	4	17.39%	96.61%	0.00%	96.49%	96.97%	0.00%
\$200,001 and up	2	8.70%	93.66%	0.00%	95.10%	92.23%	0.00%
Average Sold/List Ratio		93.30%		91.22%	94.68%	96.40%	0.00%
Total Closed Units		23	100%	11	9	3	
Total Closed Volume		2,507,500		417.50K	1.37M	725.00K	0.00B

November 2019



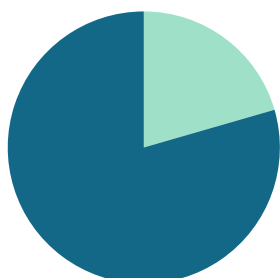
Area Delimited by Counties Atoka, Choctaw, Marshall



MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

INVENTORY

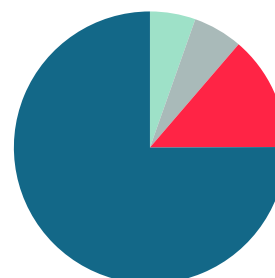


Inventory
 New Listings
86 = 20.53%
 Start Inventory
333
 Total Inventory Units
419
 Volume
\$70,005,648

Market Activity

Closed Sales
23 = 5.41%
 Pending Sales
25 = 5.88%
 Other Off Market
58 = 13.65%
 Active Inventory
319 = 75.06%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	24	23	-4.17%	279	321	15.05%
Pending Sales	27	25	-7.41%	291	354	21.65%
New Listings	80	86	7.50%	849	864	1.77%
Average List Price	144,321	115,922	-19.68%	145,033	158,838	9.52%
Average Sale Price	131,892	109,022	-17.34%	134,661	148,751	10.46%
Average Percent of Selling Price to List Price	88.98%	93.25%	4.80%	93.04%	92.23%	-0.87%
Average Days on Market to Sale	62.83	55.52	-11.64%	65.26	68.77	5.38%
Monthly Inventory	330	319	-3.33%	330	319	-3.33%
Months Supply of Inventory	13.20	11.16	-15.45%	13.20	11.16	-15.45%

Absorption: Last 12 months, an Average of **29** Sales/Month

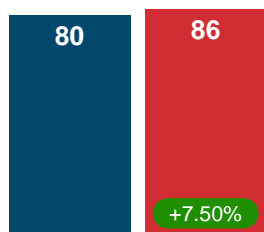
Inventory on November 30, 2019 = **319**

2018 **2019**

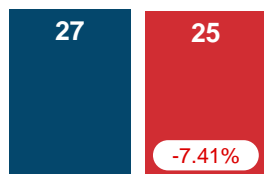
NOVEMBER MARKET

AVERAGE PRICES

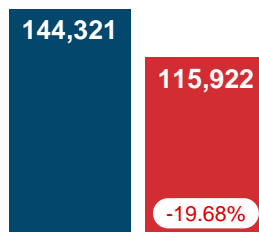
New Listings



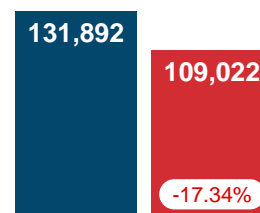
Pending Listings



List Price



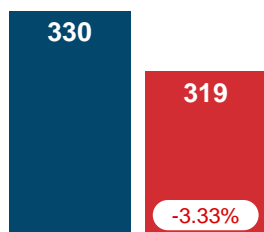
Sale Price



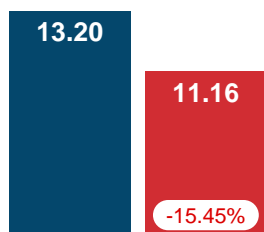
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

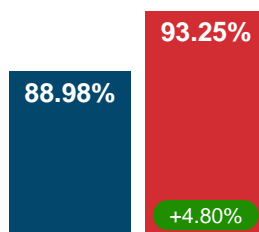
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

