

November 2019



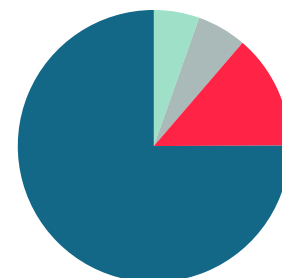
Area Delimited by Counties Atoka, Choctaw, Marshall



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%
Median List Price	79,950	90,000	12.57%
Median Sale Price	73,000	85,000	16.44%
Median Percent of Selling Price to List Price	91.02%	95.00%	4.37%
Median Days on Market to Sale	53.00	40.00	-24.53%
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.

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 **16.44%** in November 2019 to \$85,000 versus the previous year at \$73,000.

Median Days on Market Shortens

The median number of **40.00** days that homes spent on the market before selling decreased by 13.00 days or **24.53%** in November 2019 compared to last year's same month at **53.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices going up 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.

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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



November 2019

Area Delimited by Counties Atoka, Choctaw, Marshall

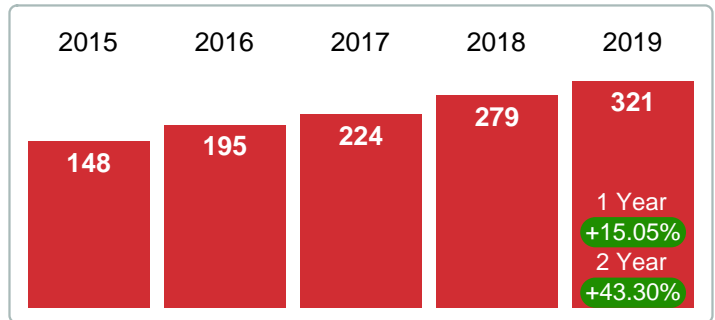
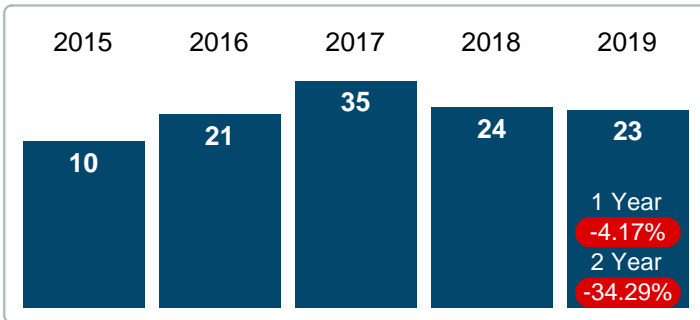


CLOSED LISTINGS

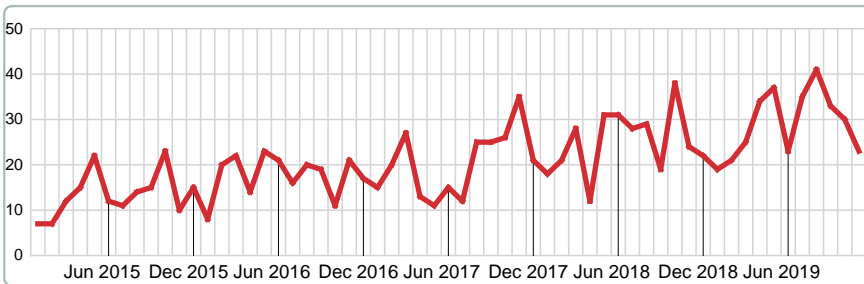
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NOVEMBER

YEAR TO DATE (YTD)

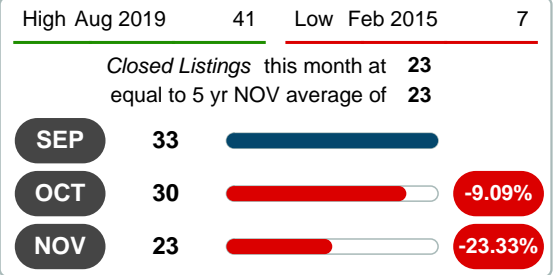


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	3.0	0	0	0	0
\$10,001 - \$70,000	6	26.09%	85.5	6	0	0	0
\$70,001 - \$90,000	8	34.78%	44.0	3	4	1	0
\$90,001 - \$130,000	1	4.35%	26.0	0	1	0	0
\$130,001 - \$200,000	4	17.39%	78.5	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%	40.0	417.50K	1.37M	725.00K	0.00B
Median Closed Price	\$85,000			\$16,500	\$100,000	\$160,000	\$0



November 2019

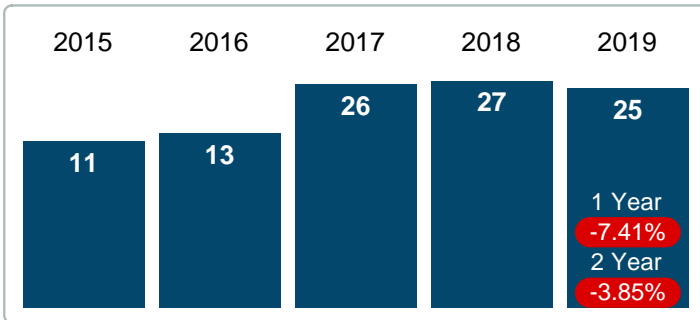
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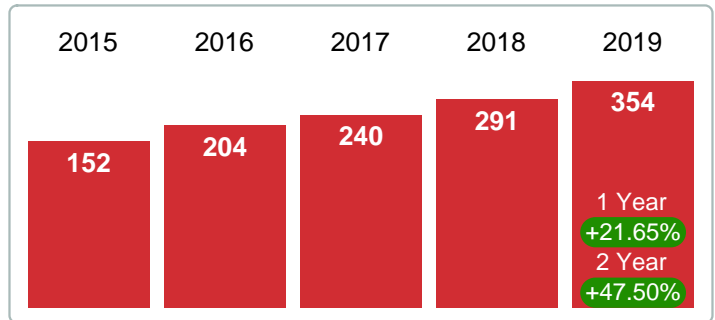
PENDING LISTINGS

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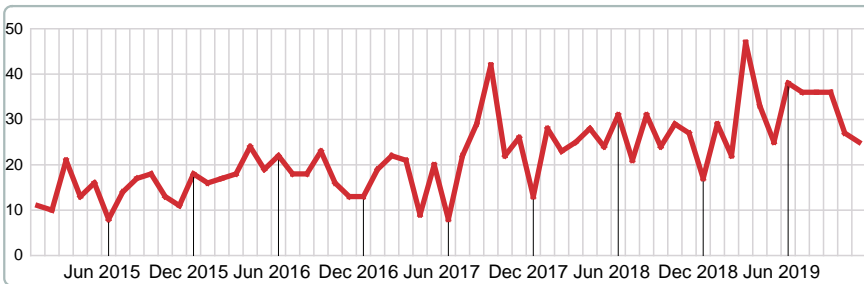
NOVEMBER



YEAR TO DATE (YTD)

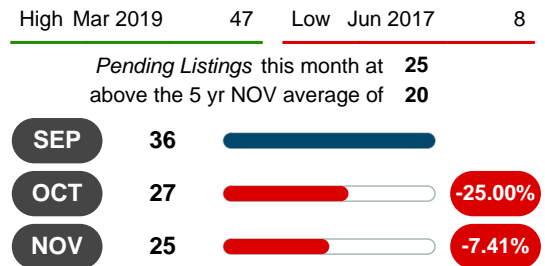


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 20



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	19.5	0	0	0	0
\$1-\$10,000	3	12.00%	5.0	3	0	0	0
\$10,001-\$70,000	6	24.00%	26.5	5	1	0	0
\$70,001-\$110,000	8	32.00%	88.5	3	4	0	1
\$110,001-\$160,000	2	8.00%	79.0	1	1	0	0
\$160,001-\$350,000	3	12.00%	75.0	1	0	1	1
\$350,001 and up	3	12.00%	31.0	1	0	2	0
Total Pending Units	25			14	6	3	2
Total Pending Volume	3,526,900	100%	56.0	1.08M	603.50K	1.39M	451.00K
Median Listing Price	\$89,500			\$53,950	\$99,750	\$359,900	\$225,500



November 2019

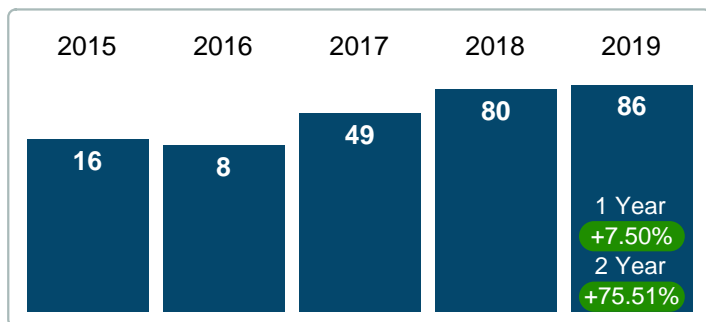
Area Delimited by Counties Atoka, Choctaw, Marshall



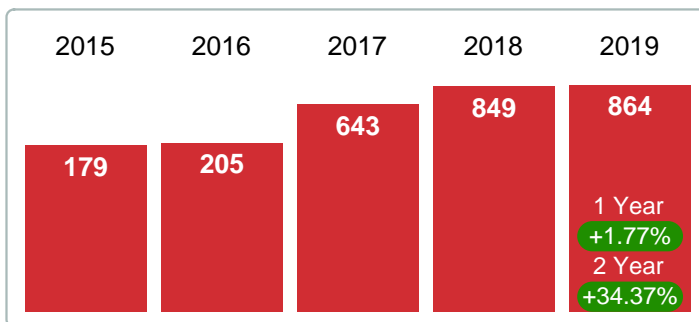
NEW LISTINGS

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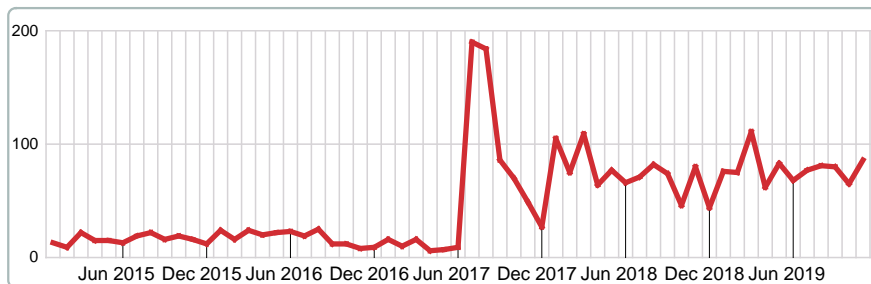
NOVEMBER



YEAR TO DATE (YTD)

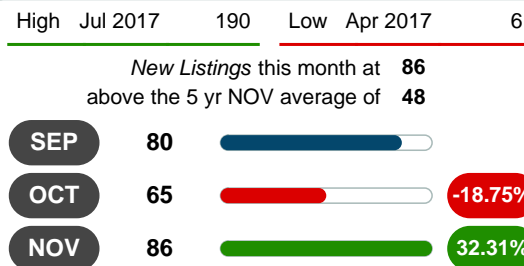


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Median New Listed Listing Price	\$30,000		\$30,000	\$134,450	\$359,900	\$225,500

November 2019



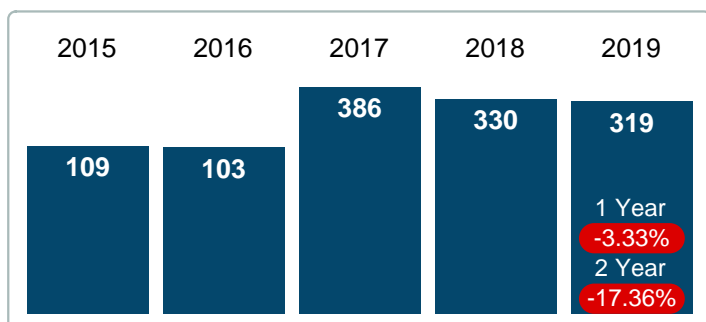
Area Delimited by Counties Atoka, Choctaw, Marshall



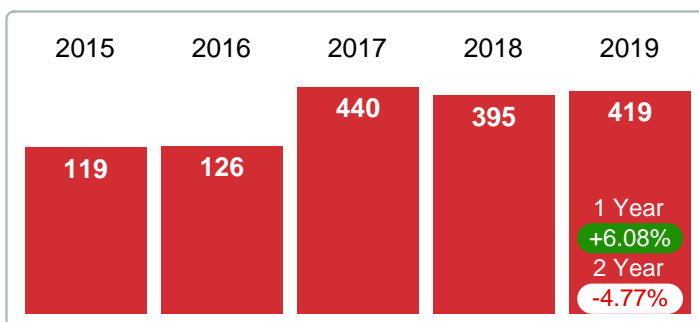
ACTIVE INVENTORY

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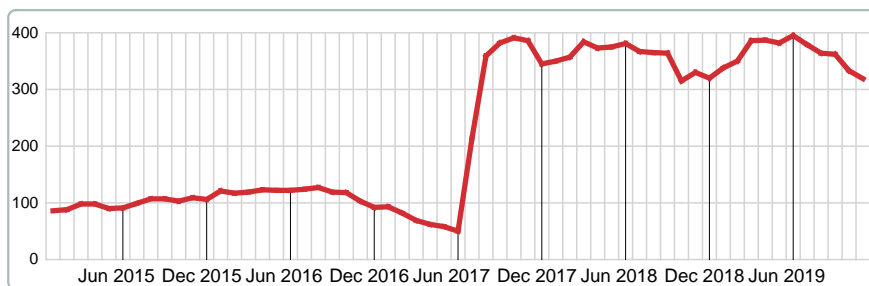
END OF NOVEMBER



ACTIVE DURING NOVEMBER

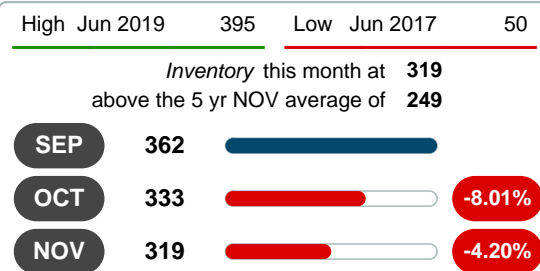


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 249



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	20	6.27%	103.0	20	0	0	0
\$10,001 - \$30,000	65	20.38%	17.0	65	0	0	0
\$30,001 - \$40,000	28	8.78%	52.0	27	1	0	0
\$40,001 - \$140,000	81	25.39%	88.0	51	26	4	0
\$140,001 - \$240,000	53	16.61%	85.0	26	21	6	0
\$240,001 - \$390,000	38	11.91%	79.0	11	19	7	1
\$390,001 and up	34	10.66%	104.0	8	8	12	6
Total Active Inventory by Units	319			208	75	29	7
Total Active Inventory by Volume	56,255,948	100%	75.0	23.52M	16.60M	11.95M	4.19M
Median Active Inventory Listing Price	\$89,500			\$40,000	\$179,900	\$314,900	\$495,000

November 2019



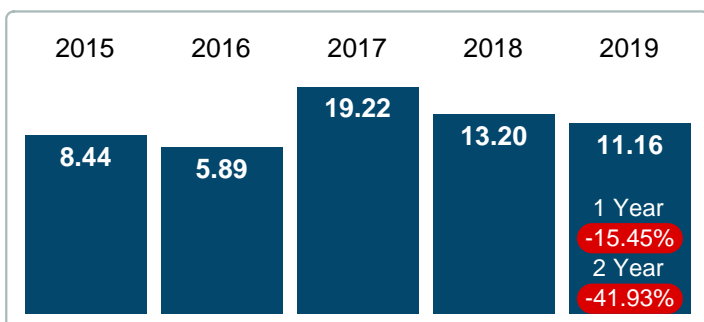
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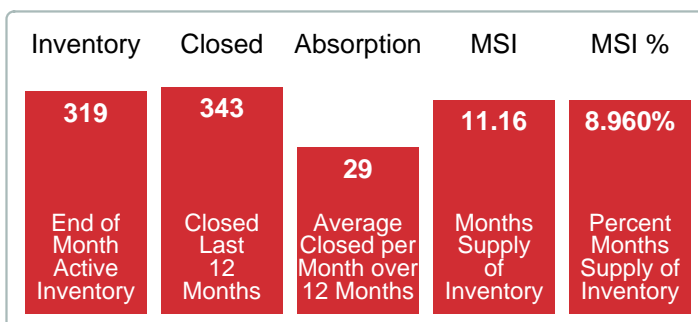
MONTHS SUPPLY of INVENTORY (MSI)

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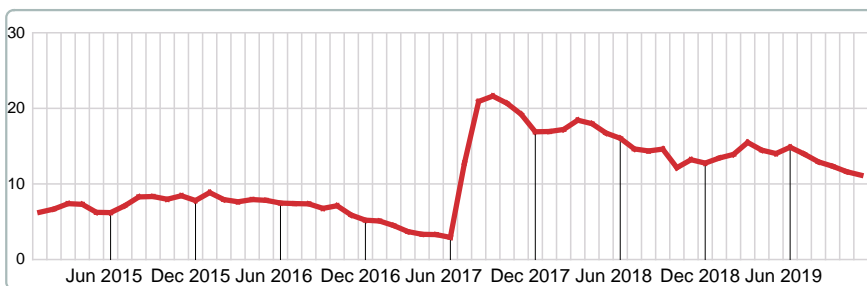
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

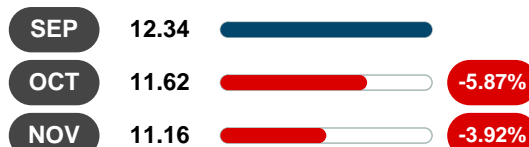


3 MONTHS

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

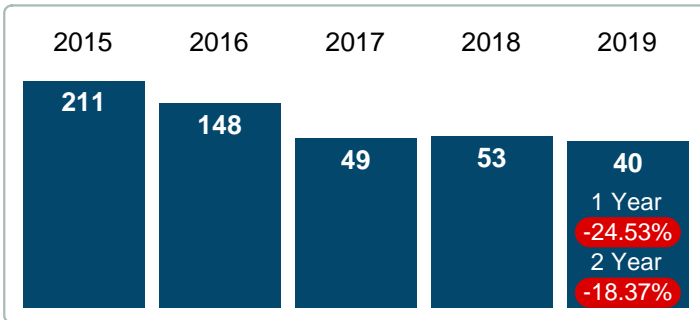
Area Delimited by Counties Atoka, Choctaw, Marshall



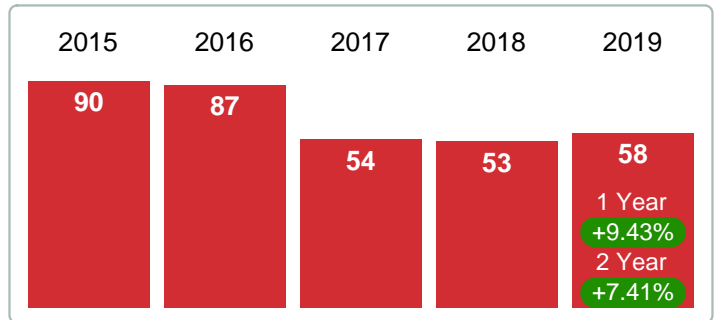
MEDIAN DAYS ON MARKET TO SALE

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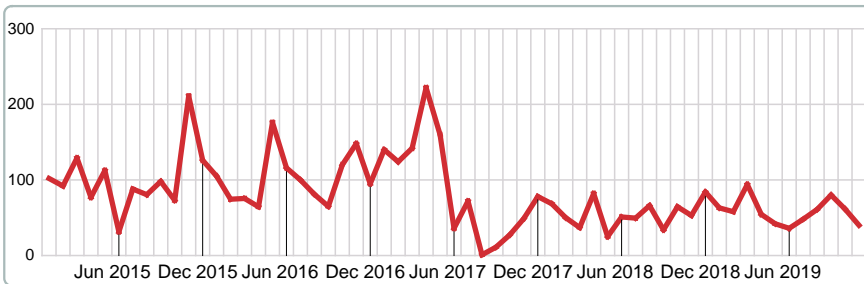
NOVEMBER



YEAR TO DATE (YTD)

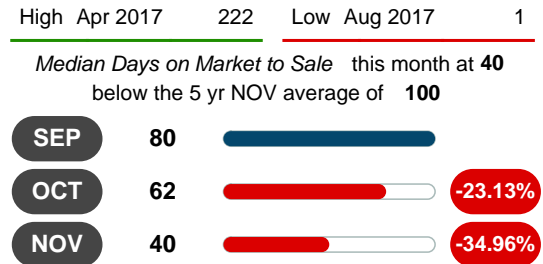


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100



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
\$10,000 and less	2	8.70%	3	3	0	0	0
\$10,001 - \$10,000	0	0.00%	3	0	0	0	0
\$10,001 - \$70,000	6	26.09%	86	86	0	0	0
\$70,001 - \$90,000	8	34.78%	44	40	32	161	0
\$90,001 - \$130,000	1	4.35%	26	0	26	0	0
\$130,001 - \$200,000	4	17.39%	79	0	95	3	0
\$200,001 and up	2	8.70%	20	0	24	15	0
Median Closed DOM			40	40	48	15	0
Total Closed Units		100%	40.0	11	9	3	
Total Closed Volume			2,507,500	417.50K	1.37M	725.00K	0.00B



November 2019

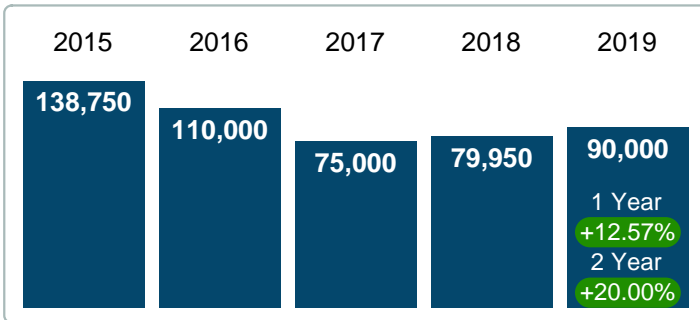
Area Delimited by Counties Atoka, Choctaw, Marshall



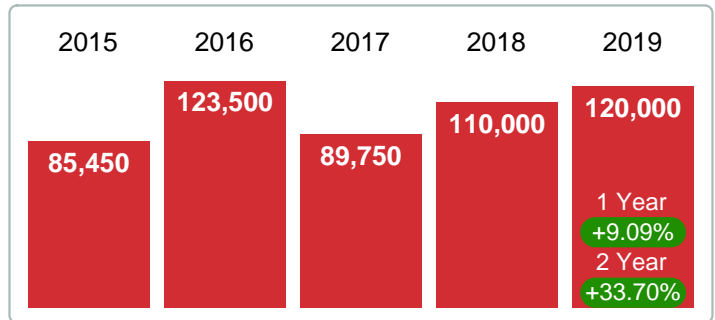
MEDIAN LIST PRICE AT CLOSING

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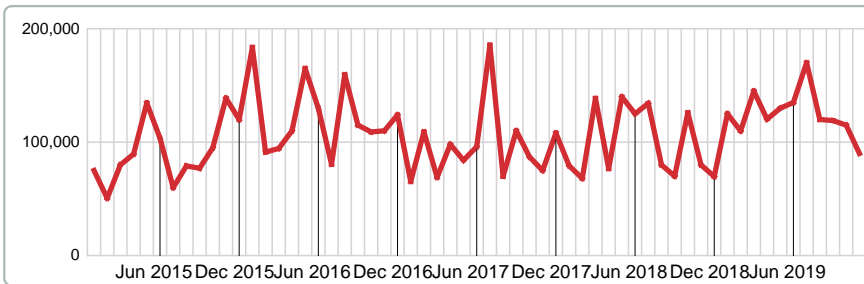
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

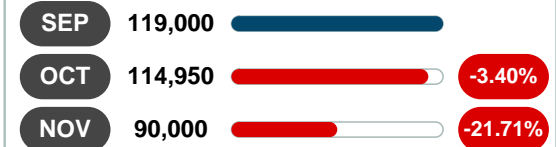


3 MONTHS

5 year NOV AVG = 98,740

High Jul 2017 185,500 Low Feb 2015 50,600

Median List Price at Closing this month at **90,000**
below the 5 yr NOV average of **98,740**



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
\$10,000 and less	8.70%	3,750	3,750	0	0	0
\$10,001 - \$10,000	0.00%	3,750	0	0	0	0
\$10,001 - \$70,000	21.74%	17,500	17,500	0	0	0
\$70,001 - \$90,000	30.43%	89,900	89,900	80,000	90,000	0
\$90,001 - \$130,000	13.04%	99,500	100,000	99,500	0	0
\$130,001 - \$200,000	13.04%	139,000	0	137,000	165,000	0
\$200,001 and up	13.04%	499,500	0	359,250	515,000	0
Median List Price		90,000	18,000	99,500	165,000	0
Total Closed Units	100%	90,000	11	9	3	0
Total Closed Volume		2,666,200	455.20K	1.44M	770.00K	0.00B



November 2019

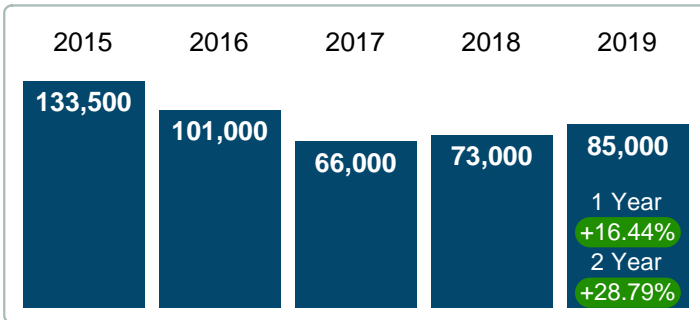
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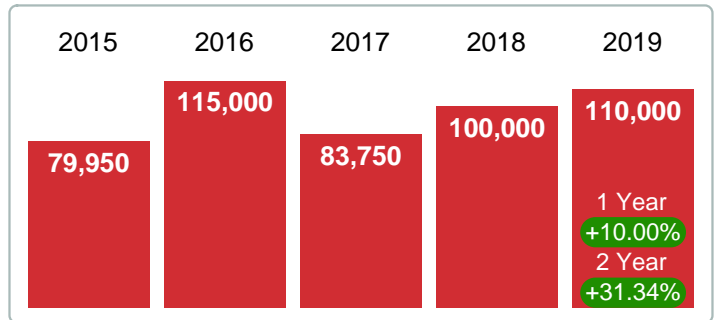
MEDIAN SOLD PRICE AT CLOSING

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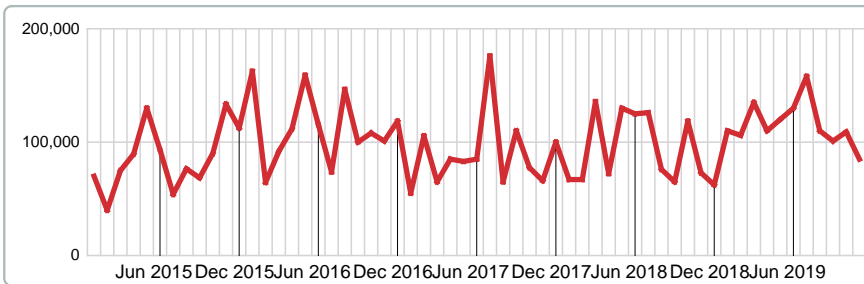
NOVEMBER



YEAR TO DATE (YTD)

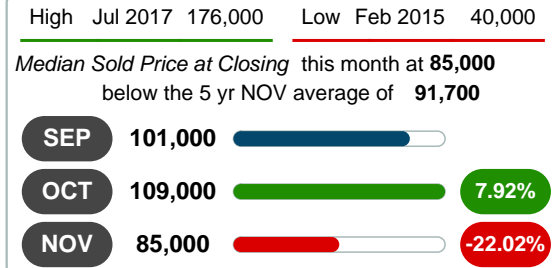


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91,700



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
\$10,000 and less	2	8.70%	3,750	3,750	0	0	0
\$10,001 - \$10,000	0	0.00%	3,750	0	0	0	0
\$10,001 - \$70,000	6	26.09%	15,750	15,750	0	0	0
\$70,001 - \$90,000	8	34.78%	85,000	87,000	78,750	90,000	0
\$90,001 - \$130,000	1	4.35%	100,000	0	100,000	0	0
\$130,001 - \$200,000	4	17.39%	149,500	0	139,000	160,000	0
\$200,001 and up	2	8.70%	475,000	0	475,000	475,000	0
Median Sold Price			85,000	16,500	100,000	160,000	0
Total Closed Units		100%	85,000	11	9	3	
Total Closed Volume			2,507,500	417.50K	1.37M	725.00K	0.00B

November 2019



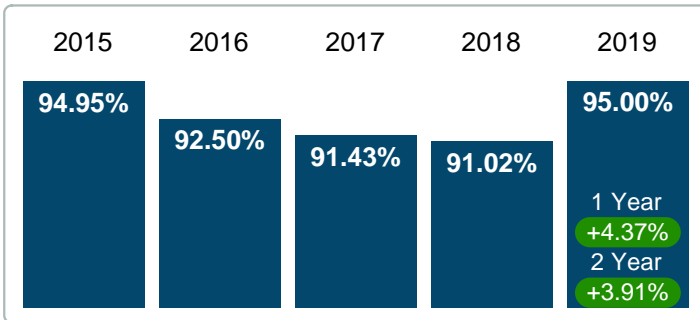
Area Delimited by Counties Atoka, Choctaw, Marshall



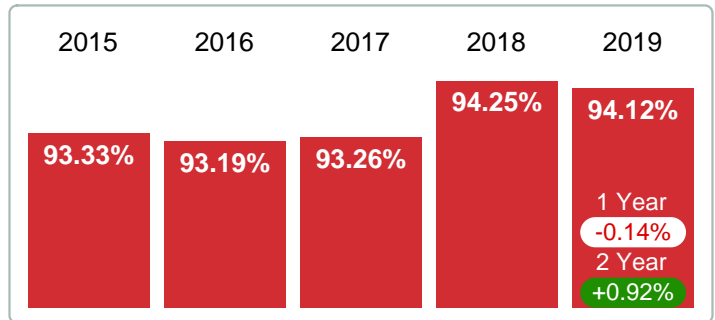
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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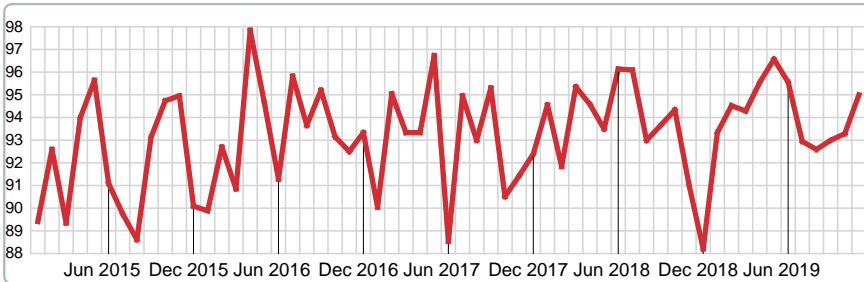
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

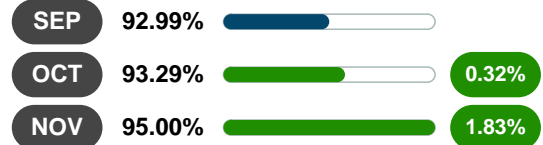


3 MONTHS

5 year NOV AVG = 92.98%

High Apr 2016 97.85% Low Dec 2018 88.21%

Median Sold/List Ratio this month at **95.00%**
above the 5 yr NOV average of **92.98%**



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
\$10,000 and less	2	8.70%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 - \$10,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$70,000	6	26.09%	87.67%	87.67%	0.00%	0.00%	0.00%
\$70,001 - \$90,000	8	34.78%	95.89%	96.77%	90.83%	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%	97.56%	0.00%	98.15%	96.97%	0.00%
\$200,001 and up	2	8.70%	93.66%	0.00%	95.10%	92.23%	0.00%
Median Sold/List Ratio		95.00%		93.46%	95.10%	96.97%	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

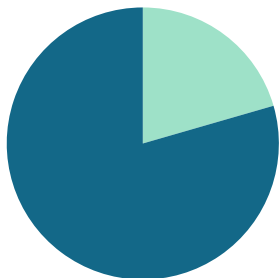
Area Delimited by Counties Atoka, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY



Inventory

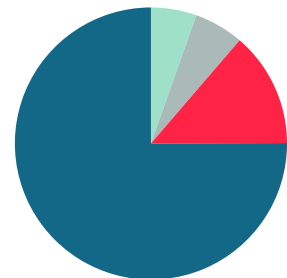
- New Listings **86 = 20.53%**
- Start Inventory **333**
- Total Inventory Units **419**
- Volume **\$70,005,648**

Market Activity

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%
Median List Price	79,950	90,000	12.57%	110,000	120,000	9.09%
Median Sale Price	73,000	85,000	16.44%	100,000	110,000	10.00%
Median Percent of Selling Price to List Price	91.02%	95.00%	4.37%	94.25%	94.12%	-0.14%
Median Days on Market to Sale	53.00	40.00	-24.53%	53.00	58.00	9.43%
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

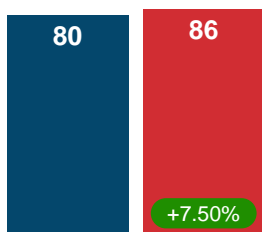
Inventory on November 30, 2019 = **319**

2018 **2019**

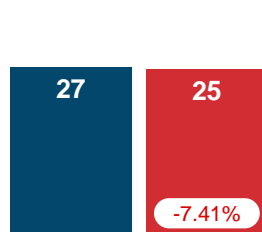
NOVEMBER MARKET

MEDIAN PRICES

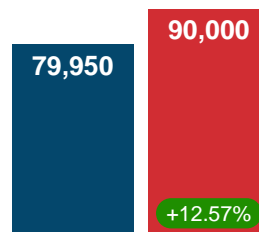
New Listings



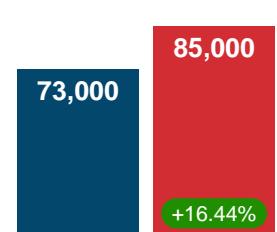
Pending Listings



List Price



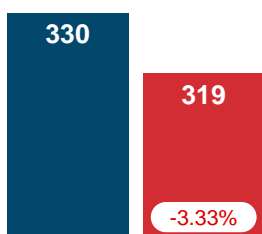
Sale Price



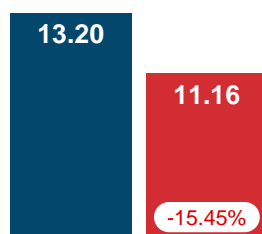
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

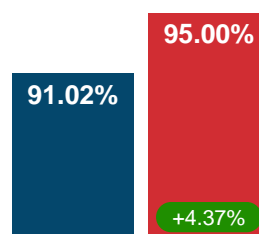
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

