

September 2019



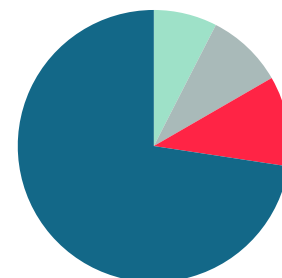
Area Delimited by Counties Atoka, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	September 2019	+/-%
Closed Listings	19	33	73.68%
Pending Listings	24	40	66.67%
New Listings	74	80	8.11%
Average List Price	143,592	139,064	-3.15%
Average Sale Price	136,166	127,554	-6.32%
Average Percent of Selling Price to List Price	93.26%	89.19%	-4.37%
Average Days on Market to Sale	51.47	81.24	57.83%
End of Month Inventory	364	318	-12.64%
Months Supply of Inventory	14.61	10.84	-25.79%



■ Closed (7.53%)
■ Pending (9.13%)
■ Other OffMarket (10.73%)
■ Active (72.60%)

Absorption: Last 12 months, an Average of **29** Sales/Month
Active Inventory as of September 30, 2019 = **318**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **12.64%** to 318 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 **10.84** 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 **6.32%** in September 2019 to \$127,554 versus the previous year at \$136,166.

Average Days on Market Lengthens

The average number of **81.24** days that homes spent on the market before selling increased by 29.77 days or **57.83%** in September 2019 compared to last year's same month at **51.47** DOM.

Sales Success for September 2019 is Positive

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

There were 80 New Listings in September 2019, up **8.11%** from last year at 74. Furthermore, there were 33 Closed Listings this month versus last year at 19, a **73.68%** increase.

Closed versus Listed trends yielded a **41.3%** ratio, up from previous year's, September 2018, at **25.7%**, a **60.66%** 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

September 2019



Area Delimited by Counties Atoka, Choctaw, Marshall

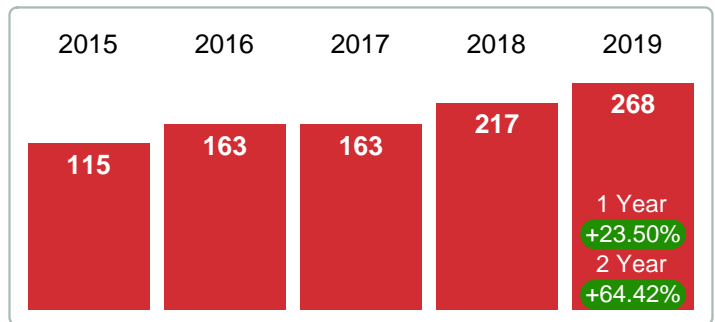
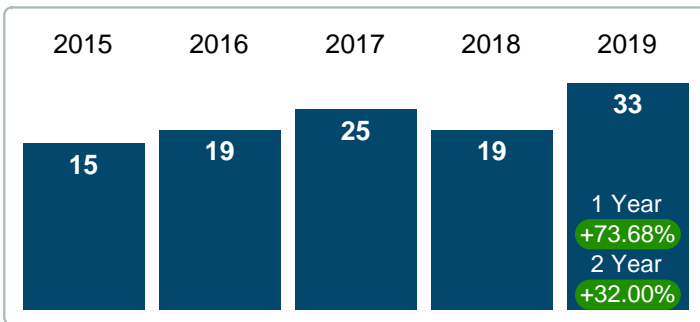


CLOSED LISTINGS

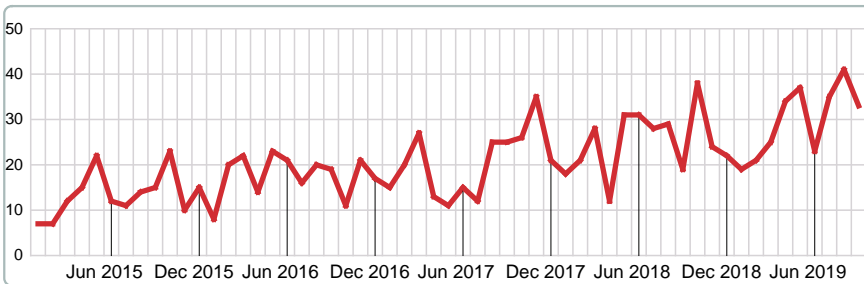
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

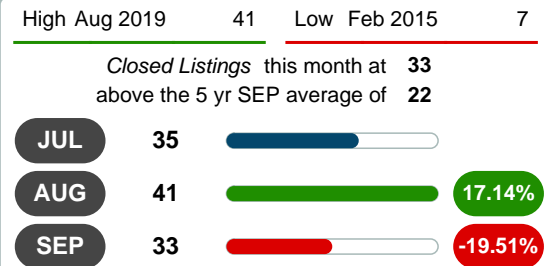


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



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	1	3.03%	67.0	1	0	0	0
\$10,001 - \$60,000	7	21.21%	84.0	7	0	0	0
\$60,001 - \$80,000	3	9.09%	87.7	1	2	0	0
\$80,001 - \$120,000	10	30.30%	89.4	3	5	2	0
\$120,001 - \$170,000	4	12.12%	85.0	3	1	0	0
\$170,001 - \$250,000	5	15.15%	54.0	2	2	1	0
\$250,001 and up	3	9.09%	86.3	0	2	1	0
Total Closed Units	33			17	12	4	0
Total Closed Volume	4,209,296	100%	81.2	1.41M	2.13M	671.50K	0.00B
Average Closed Price	\$127,554			\$83,076	\$177,125	\$167,875	\$0

September 2019



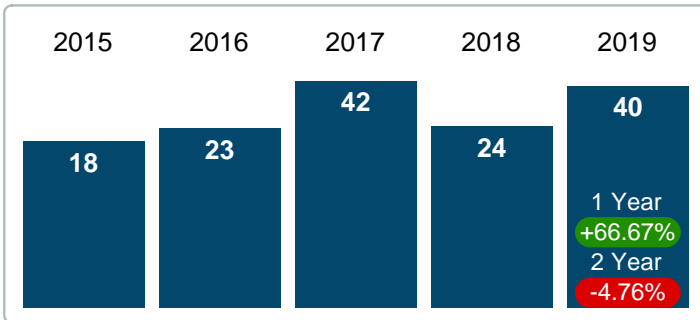
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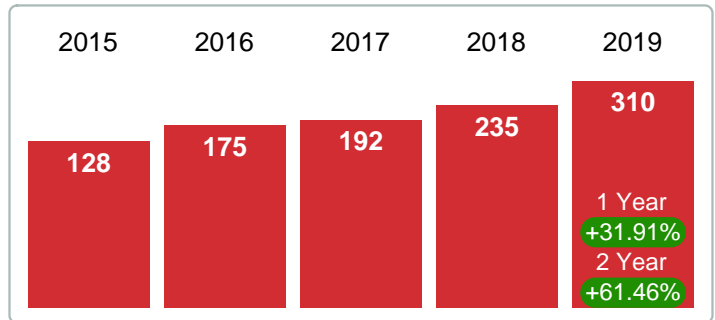
PENDING LISTINGS

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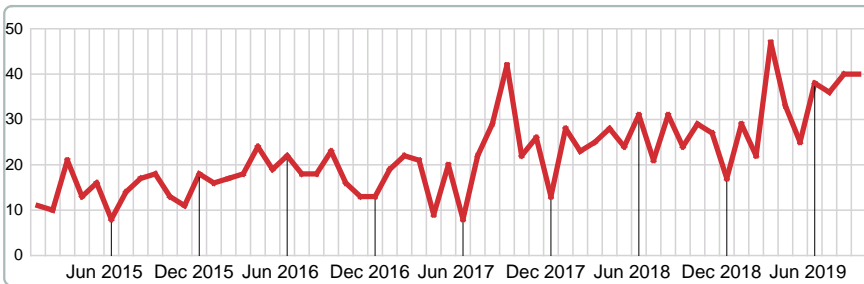
SEPTEMBER



YEAR TO DATE (YTD)

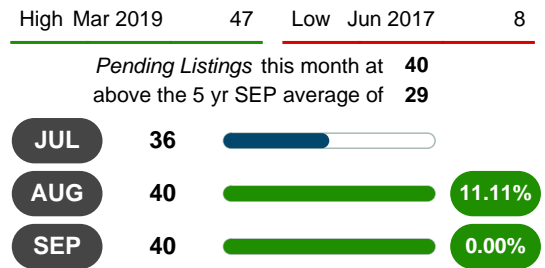


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 29



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	12.50%	77.0	5	0	0	0
\$50,001 - \$70,000	2	5.00%	92.0	1	1	0	0
\$70,001 - \$90,000	9	22.50%	66.8	4	5	0	0
\$90,001 - \$140,000	9	22.50%	99.0	3	3	3	0
\$140,001 - \$250,000	6	15.00%	53.3	2	2	1	1
\$250,001 - \$340,000	6	15.00%	96.5	0	6	0	0
\$340,001 and up	3	7.50%	62.0	1	1	1	0
Total Pending Units	40			16	18	5	1
Total Pending Volume	6,167,600	100%	123.0	1.59M	3.45M	968.90K	159.00K
Average Listing Price	\$119,025			\$99,469	\$191,567	\$193,780	\$159,000



September 2019

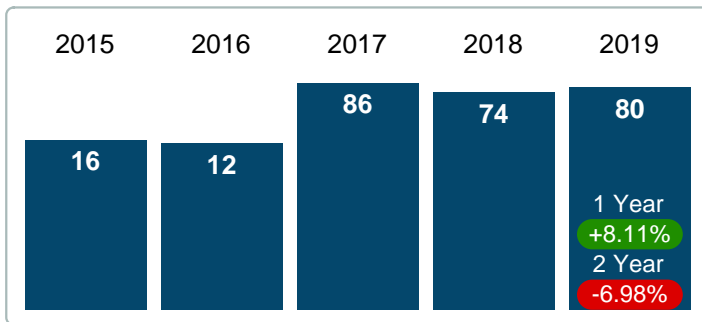
Area Delimited by Counties Atoka, Choctaw, Marshall



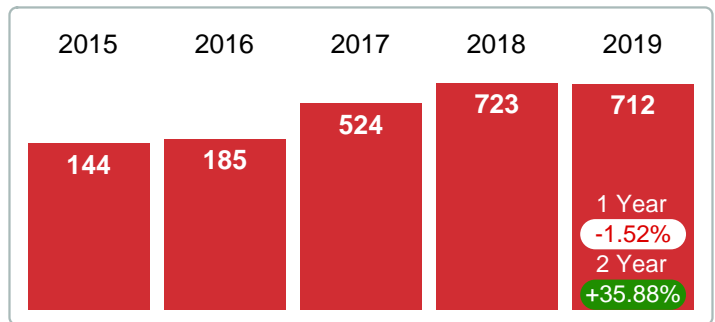
NEW LISTINGS

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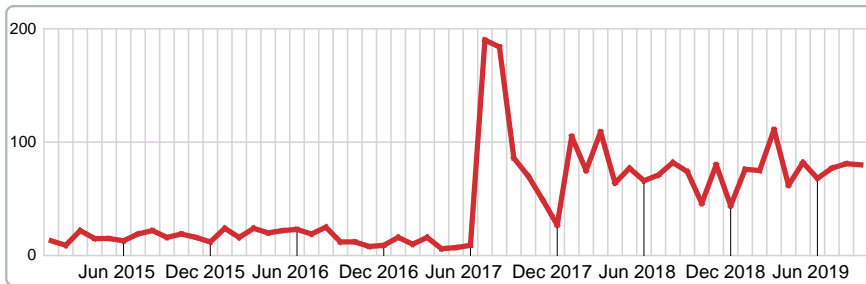
SEPTEMBER



YEAR TO DATE (YTD)

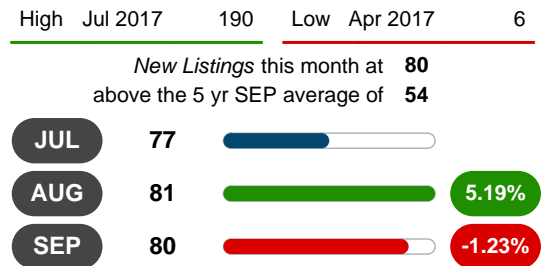


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	3.75%	3	0	0	0
\$10,001 - \$50,000	15	18.75%	14	1	0	0
\$50,001 - \$110,000	12	15.00%	5	7	0	0
\$110,001 - \$190,000	21	26.25%	12	8	1	0
\$190,001 - \$290,000	10	12.50%	3	7	0	0
\$290,001 - \$510,000	11	13.75%	5	4	1	1
\$510,001 and up	8	10.00%	2	0	5	1
Total New Listed Units	80		44	27	7	2
Total New Listed Volume	20,256,750	100%	8.87M	4.96M	5.55M	878.00K
Average New Listed Listing Price	\$0		\$201,661	\$183,728	\$792,143	\$439,000

September 2019



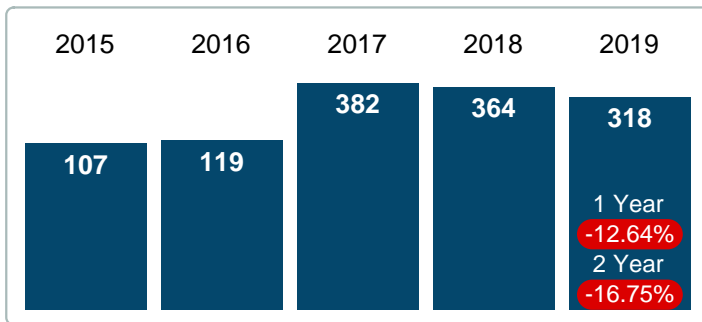
Area Delimited by Counties Atoka, Choctaw, Marshall



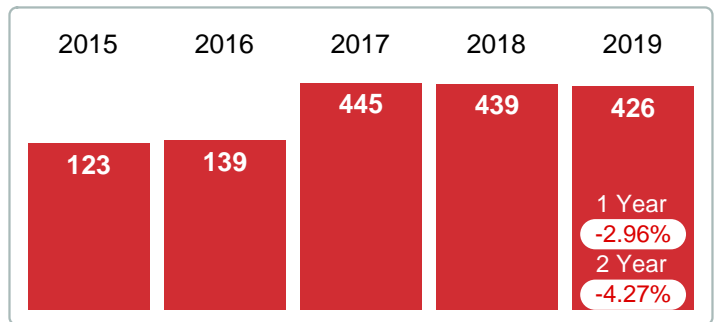
ACTIVE INVENTORY

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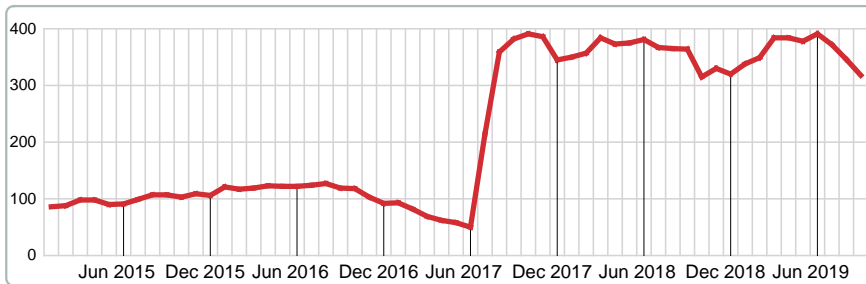
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

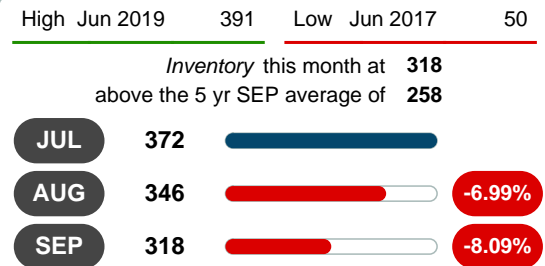


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 258



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	16.35%	139.3	52	0	0	0
\$25,001-\$50,000	54	16.98%	228.9	51	3	0	0
\$50,001-\$150,000	90	28.30%	96.5	54	33	3	0
\$150,001-\$250,000	48	15.09%	77.9	15	25	8	0
\$250,001-\$425,000	42	13.21%	69.8	13	17	8	4
\$425,001 and up	32	10.06%	63.4	8	7	13	4
Total Active Inventory by Units	318			193	85	32	8
Total Active Inventory by Volume	61,097,809	100%	116.3	24.32M	18.11M	14.21M	4.45M
Average Active Inventory Listing Price	\$192,131			\$126,029	\$213,070	\$444,141	\$556,350

September 2019



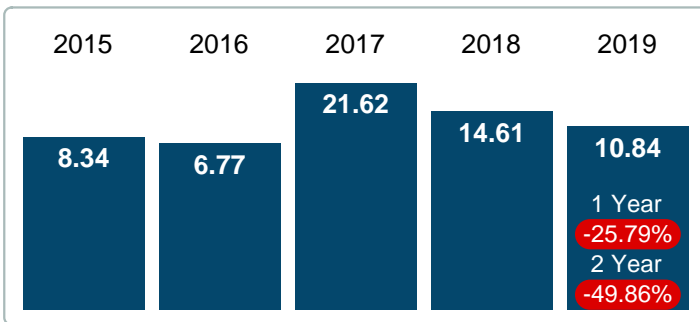
Area Delimited by Counties Atoka, Choctaw, Marshall



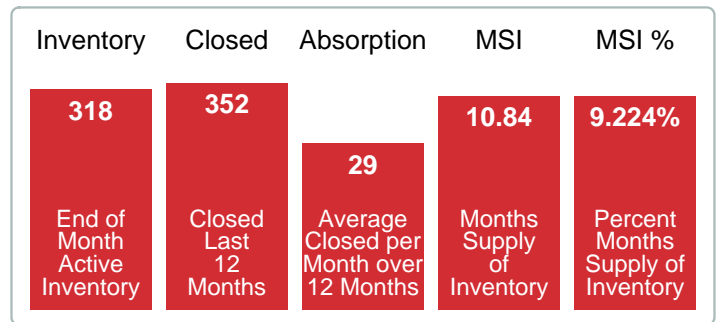
MONTHS SUPPLY of INVENTORY (MSI)

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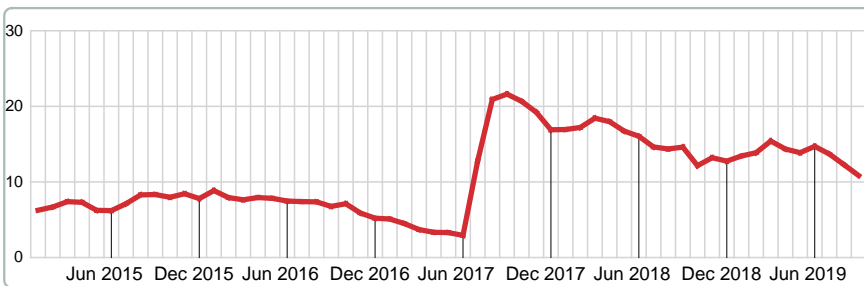
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

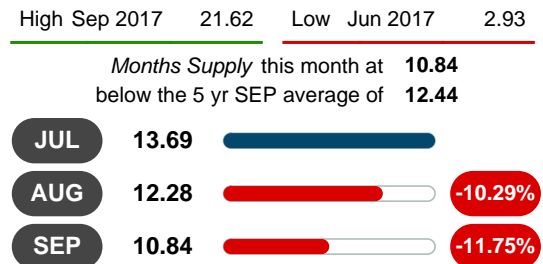


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 12.44



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
\$20,000 and less	32	10.06%	24.00	24.00	0.00	0.00	0.00
\$20,001 - \$30,000	41	12.89%	23.43	30.75	0.00	0.00	0.00
\$30,001 - \$70,000	47	14.78%	8.06	12.30	2.57	0.00	0.00
\$70,001 - \$150,000	76	23.90%	7.18	10.75	5.90	2.12	0.00
\$150,001 - \$250,000	48	15.09%	8.11	11.25	7.32	7.38	0.00
\$250,001 - \$420,000	41	12.89%	15.38	22.29	10.67	19.20	24.00
\$420,001 and up	33	10.38%	26.40	32.00	16.00	39.00	24.00
Market Supply of Inventory (MSI)			10.84	15.86	6.42	9.37	16.00
Total Active Inventory by Units		100%	10.84	193	85	32	8

September 2019



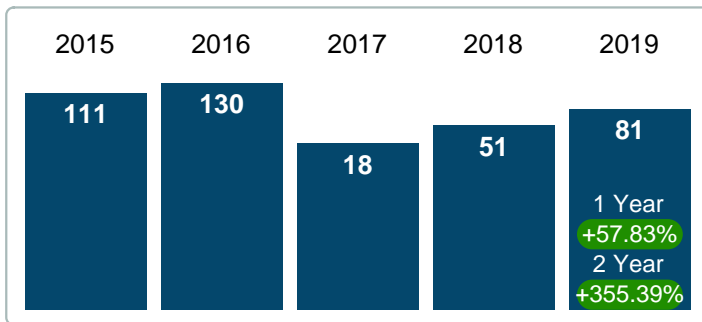
Area Delimited by Counties Atoka, Choctaw, Marshall



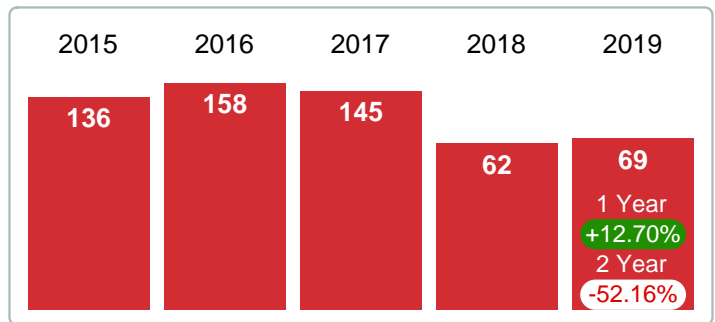
AVERAGE DAYS ON MARKET TO SALE

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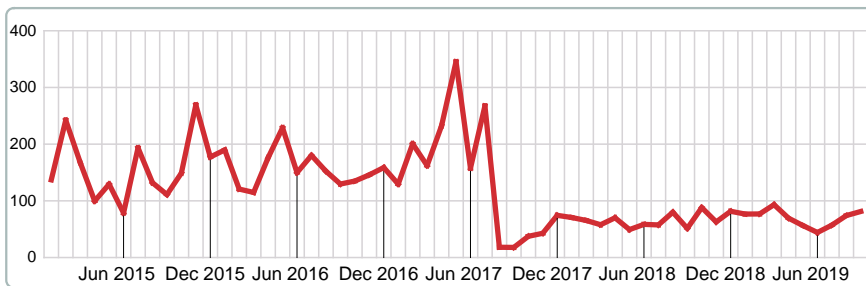
SEPTEMBER



YEAR TO DATE (YTD)

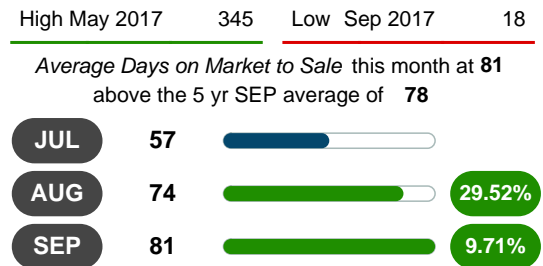


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 78



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	3.03%	67	67	0	0	0
\$10,001 - \$60,000	21.21%	84	84	0	0	0
\$60,001 - \$80,000	9.09%	88	161	51	0	0
\$80,001 - \$120,000	30.30%	89	61	101	104	0
\$120,001 - \$170,000	12.12%	85	103	32	0	0
\$170,001 - \$250,000	15.15%	54	45	44	93	0
\$250,001 and up	9.09%	86	0	100	59	0
Average Closed DOM		81	82	77	90	0
Total Closed Units	100%	81	17	12	4	0
Total Closed Volume		4,209,296	1.41M	2.13M	671.50K	0.00B

September 2019



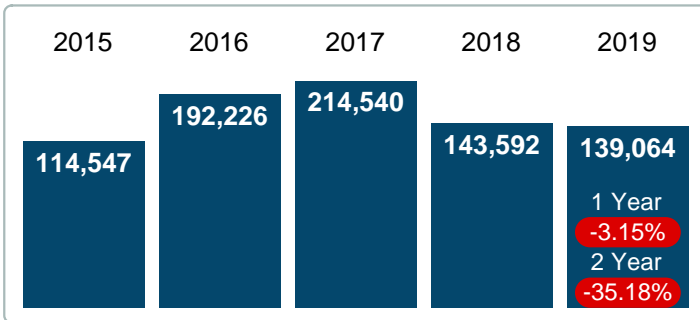
Area Delimited by Counties Atoka, Choctaw, Marshall



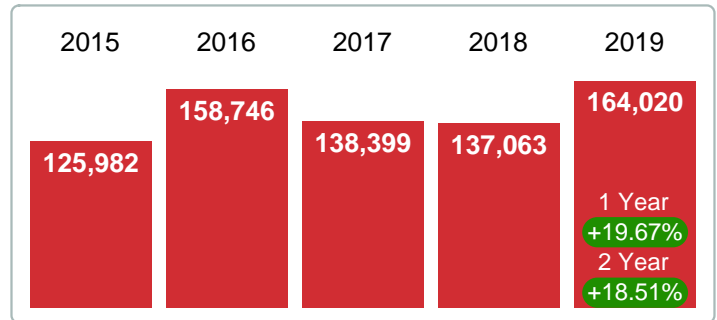
AVERAGE LIST PRICE AT CLOSING

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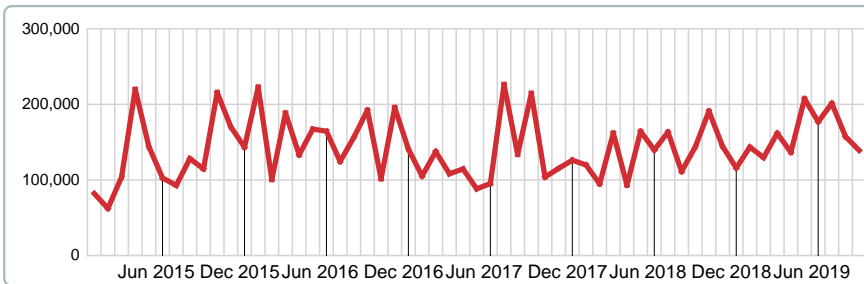
SEPTEMBER



YEAR TO DATE (YTD)

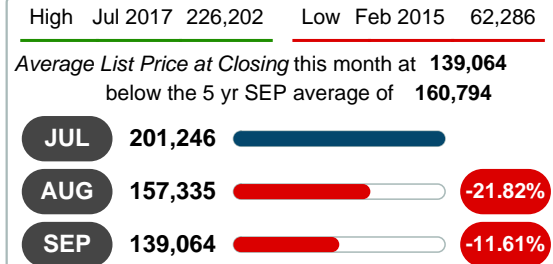


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 160,794



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	1	3.03%	10,000	10,000	0	0	0
\$10,001 - \$60,000	7	21.21%	32,243	32,243	0	0	0
\$60,001 - \$80,000	2	6.06%	66,700	85,000	66,700	0	0
\$80,001 - \$120,000	8	24.24%	100,288	113,267	115,460	119,950	0
\$120,001 - \$170,000	6	18.18%	132,183	135,100	128,000	0	0
\$170,001 - \$250,000	5	15.15%	202,940	224,950	255,000	199,900	0
\$250,001 and up	4	12.12%	402,475	0	492,500	299,900	0
Average List Price			139,064	89,159	194,475	184,925	0
Total Closed Units		100%	139,064	17	12	4	0
Total Closed Volume			4,589,100	1.52M	2.33M	739.70K	0.00B

September 2019



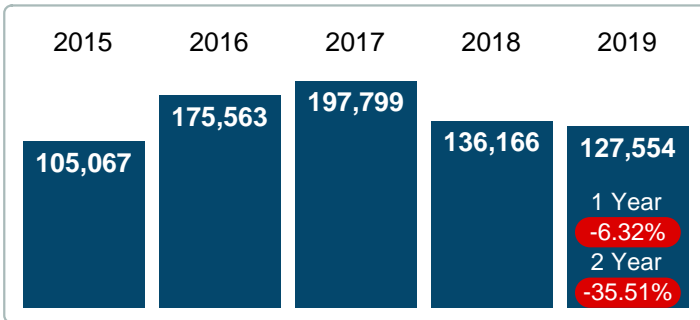
Area Delimited by Counties Atoka, Choctaw, Marshall



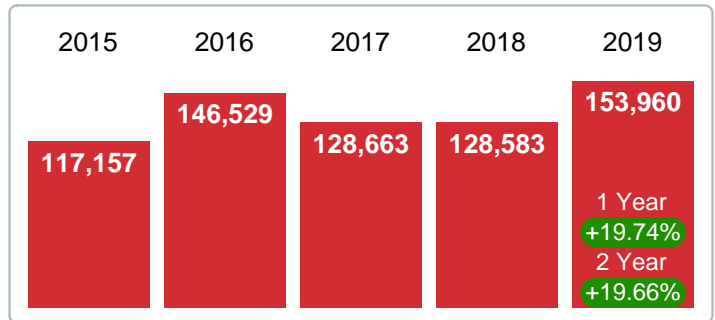
AVERAGE SOLD PRICE AT CLOSING

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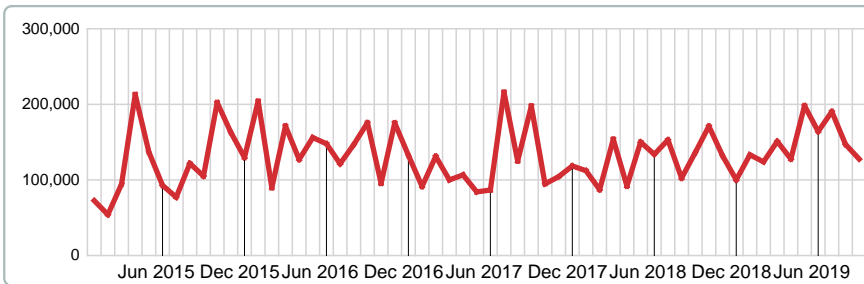
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

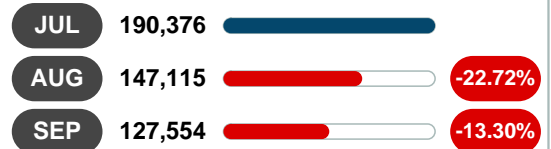


3 MONTHS

5 year SEP AVG = 148,430

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

Average Sold Price at Closing this month at 127,554 below the 5 yr SEP average of 148,430



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	3.03%	5,000	5,000	0	0	0
\$10,001 - \$60,000	21.21%	27,643	27,643	0	0	0
\$60,001 - \$80,000	9.09%	67,833	75,000	64,250	0	0
\$80,001 - \$120,000	30.30%	100,890	107,300	96,599	102,000	0
\$120,001 - \$170,000	12.12%	130,225	130,967	128,000	0	0
\$170,001 - \$250,000	15.15%	208,500	212,000	213,000	192,500	0
\$250,001 and up	9.09%	411,667	0	480,000	275,000	0
Average Sold Price		127,554	83,076	177,125	167,875	0
Total Closed Units	100%	127,554	17	12	4	
Total Closed Volume		4,209,296	1.41M	2.13M	671.50K	0.00B

September 2019



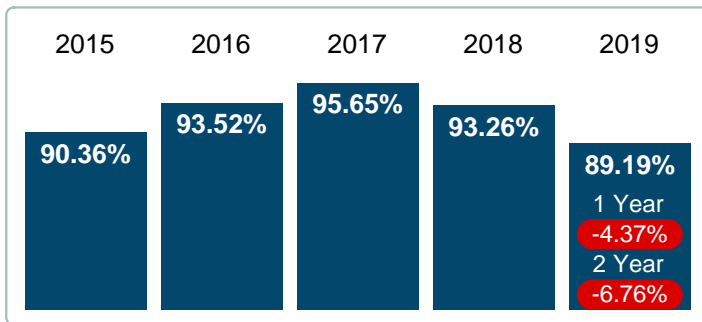
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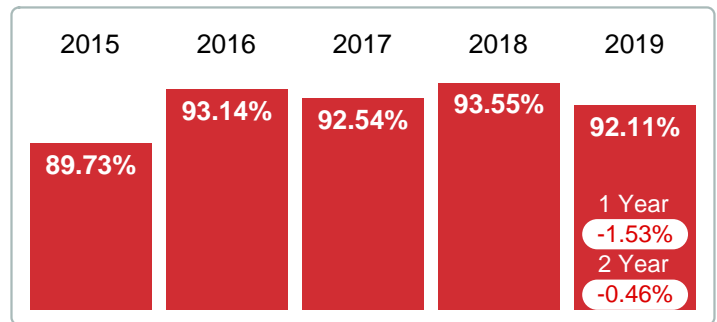
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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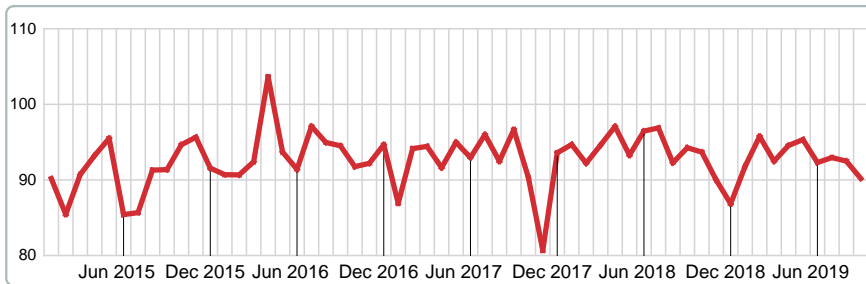
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

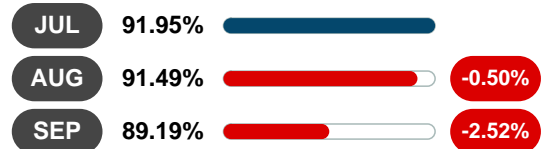


3 MONTHS

5 year SEP AVG = 92.40%

High Apr 2016 102.64% Low Nov 2017 79.68%

Average Sold/List Ratio this month at **89.19%**
below the 5 yr SEP average of **92.40%**



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	1	3.03%	50.00%	50.00%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	7	21.21%	83.92%	83.92%	0.00%	0.00%	0.00%
\$60,001 - \$80,000	3	9.09%	93.74%	88.24%	96.49%	0.00%	0.00%
\$80,001 - \$120,000	10	30.30%	89.12%	94.91%	87.08%	85.55%	0.00%
\$120,001 - \$170,000	4	12.12%	98.35%	97.80%	100.00%	0.00%	0.00%
\$170,001 - \$250,000	5	15.15%	91.40%	94.32%	86.03%	96.30%	0.00%
\$250,001 and up	3	9.09%	94.31%	0.00%	95.61%	91.70%	0.00%
Average Sold/List Ratio		89.20%		87.79%	90.97%	89.78%	0.00%
Total Closed Units		33	100%	17	12	4	
Total Closed Volume		4,209,296		1.41M	2.13M	671.50K	0.00B

September 2019



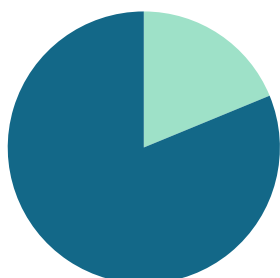
Area Delimited by Counties Atoka, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY



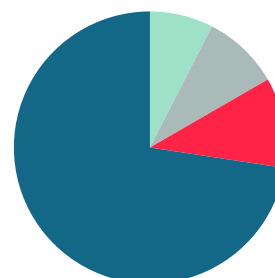
Inventory

- New Listings **80 = 18.78%**
- Start Inventory **346**
- Total Inventory Units **426**
- Volume **\$80,913,709**

Market Activity

- Closed Sales **33 = 7.53%**
- Pending Sales **40 = 9.13%**
- Other Off Market **47 = 10.73%**
- Active Inventory **318 = 72.60%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	19	33	73.68%	217	268	23.50%
Pending Sales	24	40	66.67%	235	310	31.91%
New Listings	74	80	8.11%	723	712	-1.52%
Average List Price	143,592	139,064	-3.15%	137,063	164,020	19.67%
Average Sale Price	136,166	127,554	-6.32%	128,583	153,960	19.74%
Average Percent of Selling Price to List Price	93.26%	89.19%	-4.37%	93.55%	92.11%	-1.53%
Average Days on Market to Sale	51.47	81.24	57.83%	61.53	69.35	12.70%
Monthly Inventory	364	318	-12.64%	364	318	-12.64%
Months Supply of Inventory	14.61	10.84	-25.79%	14.61	10.84	-25.79%

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

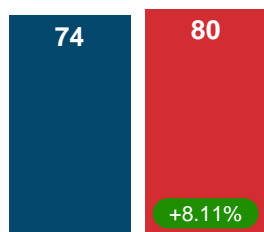
Inventory on September 30, 2019 = **318**

2018 **2019**

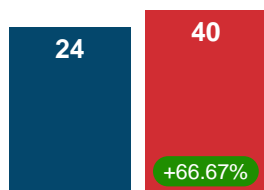
SEPTEMBER MARKET

AVERAGE PRICES

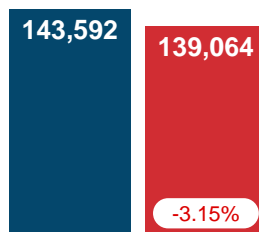
New Listings



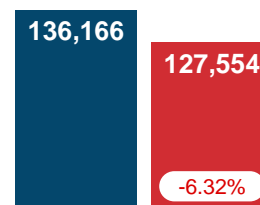
Pending Listings



List Price



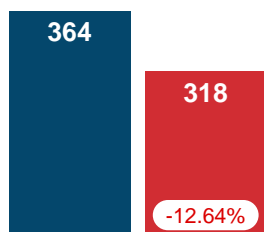
Sale Price



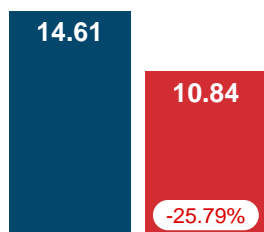
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

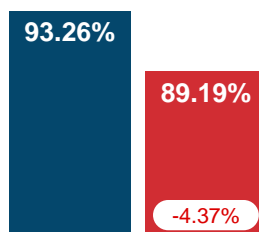
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

