

September 2019



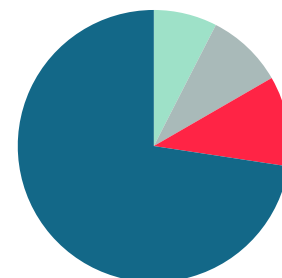
Area Delimited by Counties Atoka, Choctaw, Marshall



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%
Median List Price	70,000	119,000	70.00%
Median Sale Price	64,999	101,000	55.39%
Median Percent of Selling Price to List Price	93.66%	92.99%	-0.71%
Median Days on Market to Sale	34.00	80.00	135.29%
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.

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 **55.39%** in September 2019 to \$101,000 versus the previous year at \$64,999.

Median Days on Market Lengthens

The median number of **80.00** days that homes spent on the market before selling increased by 46.00 days or **135.29%** in September 2019 compared to last year's same month at **34.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median Prices going up 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

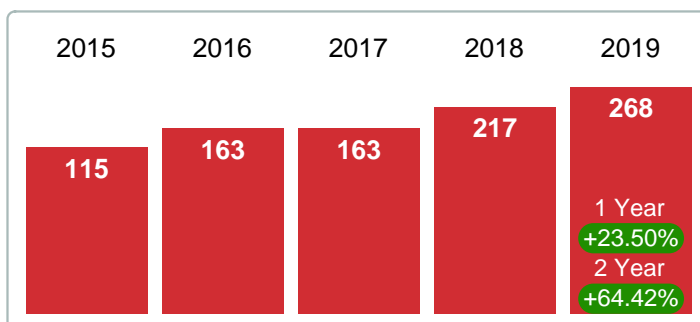
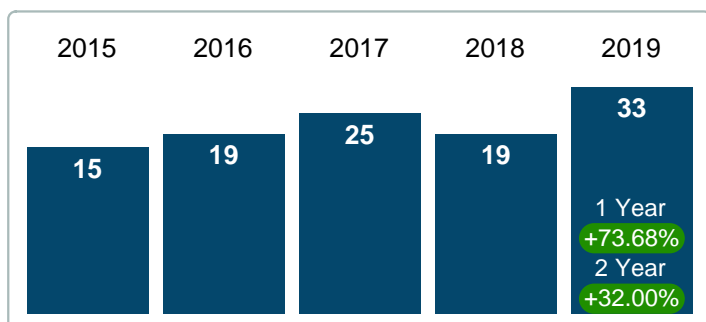


CLOSED LISTINGS

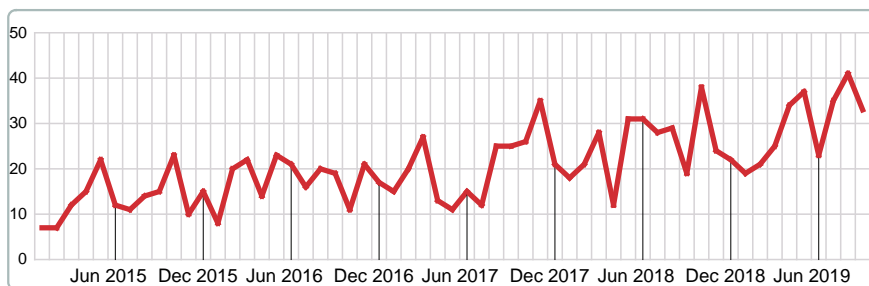
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SEPTEMBER

YEAR TO DATE (YTD)

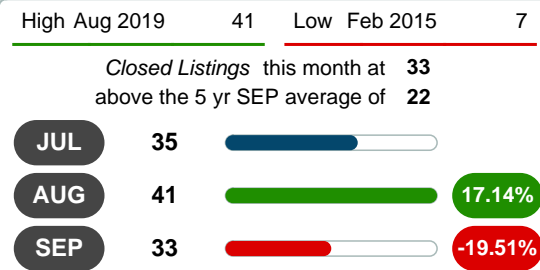


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.0	7	0	0	0
\$60,001 - \$80,000	3	9.09%	69.0	1	2	0	0
\$80,001 - \$120,000	10	30.30%	101.5	3	5	2	0
\$120,001 - \$170,000	4	12.12%	98.0	3	1	0	0
\$170,001 - \$250,000	5	15.15%	80.0	2	2	1	0
\$250,001 and up	3	9.09%	59.0	0	2	1	0
Total Closed Units	33			17	12	4	0
Total Closed Volume	4,209,296	100%	80.0	1.41M	2.13M	671.50K	0.00B
Median Closed Price	\$101,000			\$75,000	\$107,500	\$147,750	\$0

September 2019



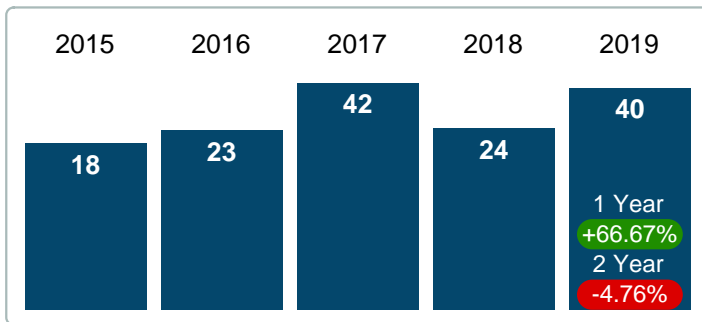
Area Delimited by Counties Atoka, Choctaw, Marshall



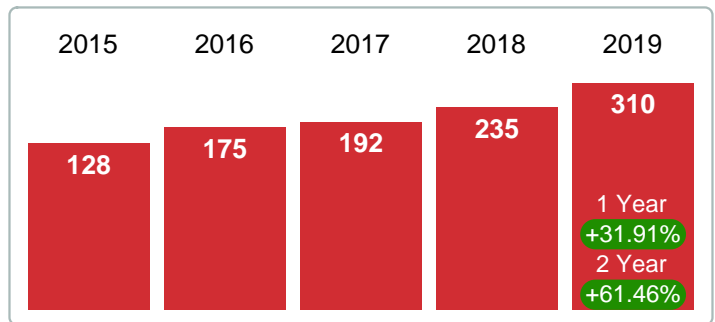
PENDING LISTINGS

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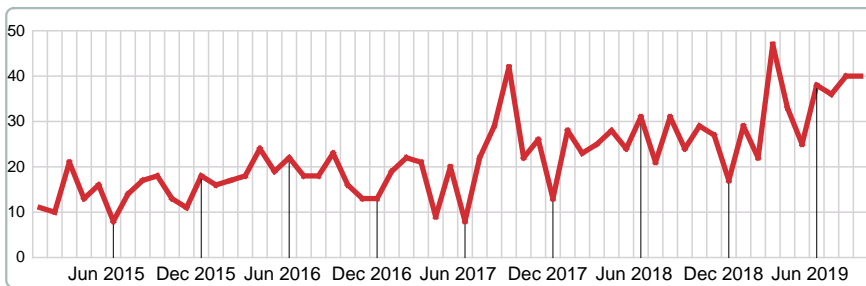
SEPTEMBER



YEAR TO DATE (YTD)

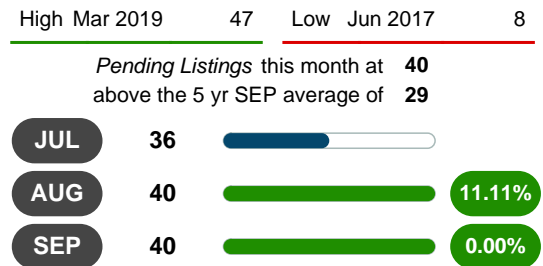


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 29



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	12.50%	97.0	5	0	0	0
\$50,001 - \$70,000	2	5.00%	92.0	1	1	0	0
\$70,001 - \$90,000	9	22.50%	43.0	4	5	0	0
\$90,001 - \$140,000	9	22.50%	124.0	3	3	3	0
\$140,001 - \$250,000	6	15.00%	9.0	2	2	1	1
\$250,001 - \$340,000	6	15.00%	103.5	0	6	0	0
\$340,001 and up	3	7.50%	24.0	1	1	1	0
Total Pending Units	40			16	18	5	1
Total Pending Volume	6,167,600	100%	71.0	1.59M	3.45M	968.90K	159.00K
Median Listing Price	\$114,950			\$87,450	\$157,450	\$119,900	\$159,000

September 2019



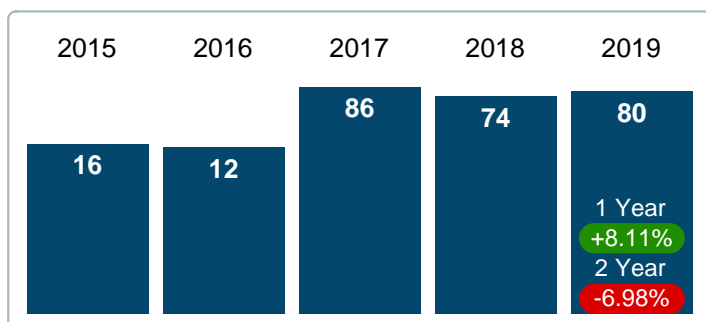
Area Delimited by Counties Atoka, Choctaw, Marshall



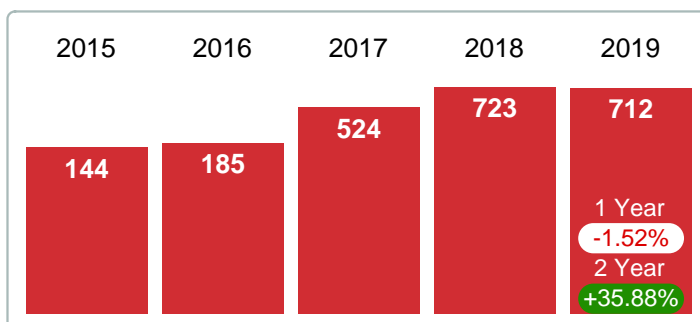
NEW LISTINGS

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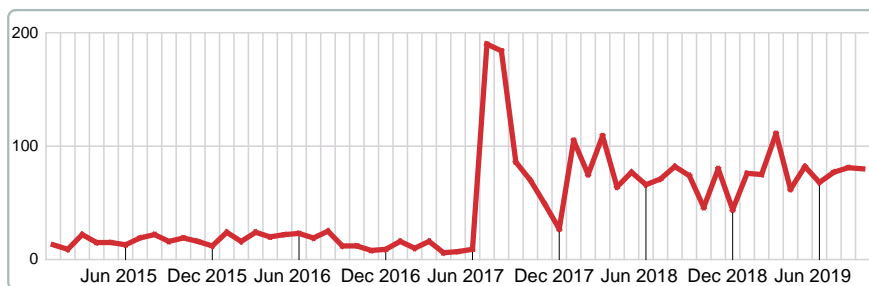
SEPTEMBER



YEAR TO DATE (YTD)

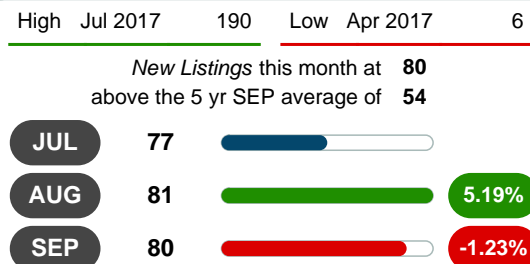


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$149,000		\$106,000	\$162,500	\$625,000	\$439,000

September 2019



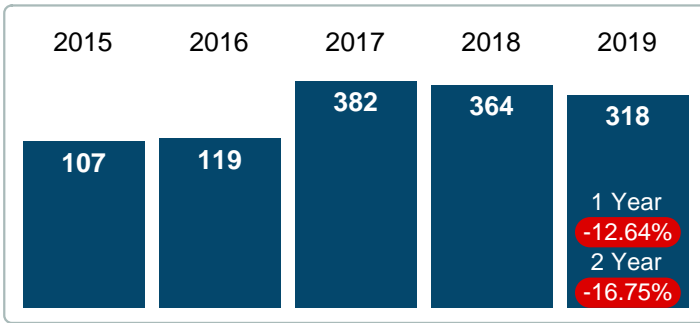
Area Delimited by Counties Atoka, Choctaw, Marshall



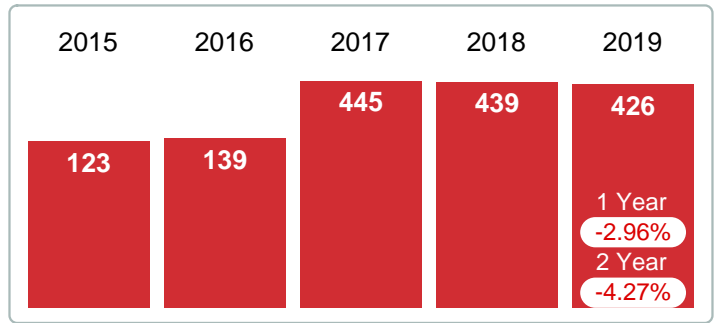
ACTIVE INVENTORY

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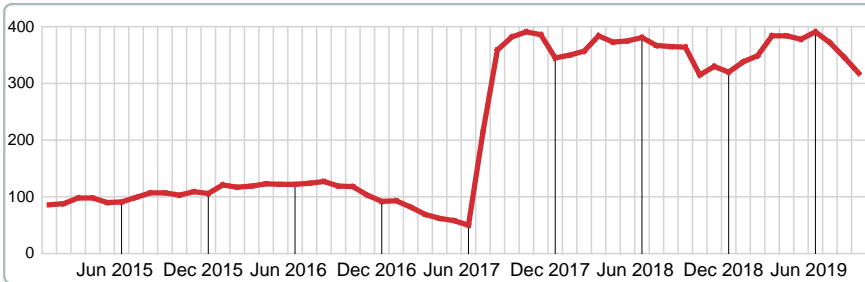
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

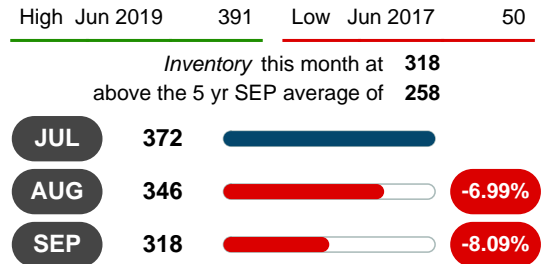


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 258



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	32	10.06%	60.5	32	0	0	0
\$20,001 - \$30,000	41	12.89%	158.0	41	0	0	0
\$30,001 - \$70,000	47	14.78%	83.0	41	6	0	0
\$70,001 - \$150,000	76	23.90%	69.5	43	30	3	0
\$150,001 - \$250,000	48	15.09%	65.5	15	25	8	0
\$250,001 - \$420,000	41	12.89%	63.0	13	16	8	4
\$420,001 and up	33	10.38%	56.0	8	8	13	4
Total Active Inventory by Units	318			193	85	32	8
Total Active Inventory by Volume	61,097,809	100%	70.0	24.32M	18.11M	14.21M	4.45M
Median Active Inventory Listing Price	\$124,700			\$44,000	\$175,500	\$319,950	\$457,450

September 2019



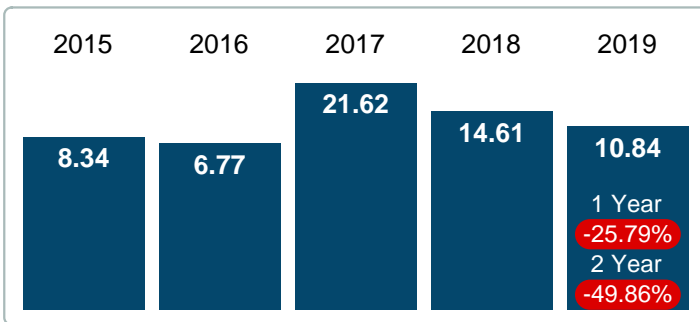
Area Delimited by Counties Atoka, Choctaw, Marshall



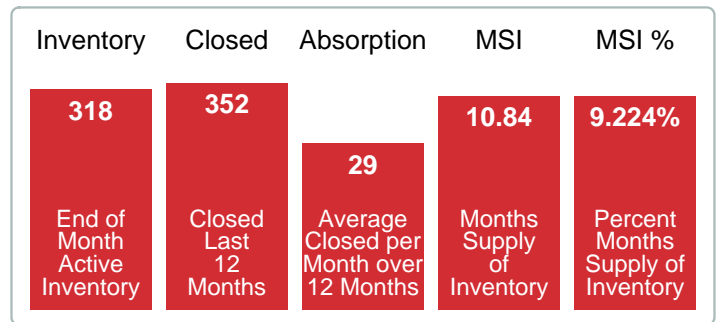
MONTHS SUPPLY of INVENTORY (MSI)

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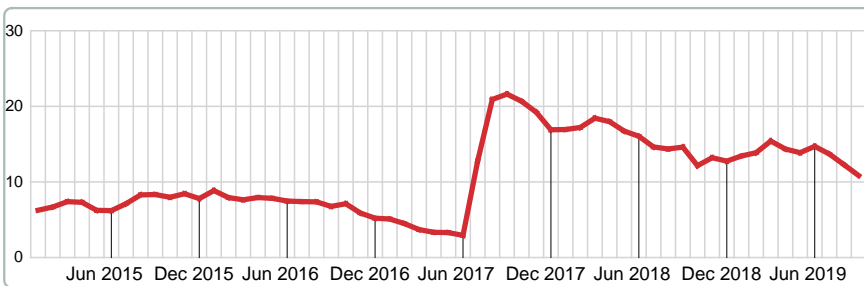
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

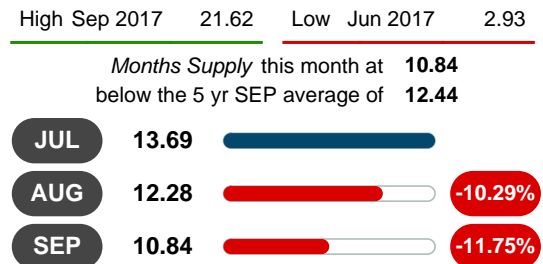


5 YEAR MARKET ACTIVITY TRENDS



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



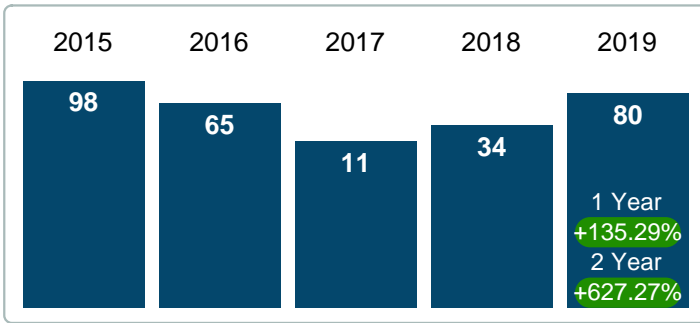
Area Delimited by Counties Atoka, Choctaw, Marshall



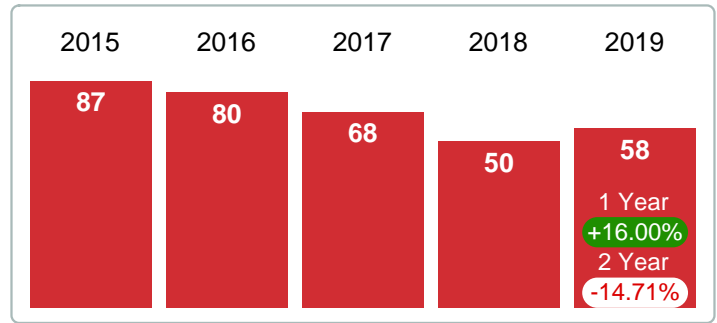
MEDIAN DAYS ON MARKET TO SALE

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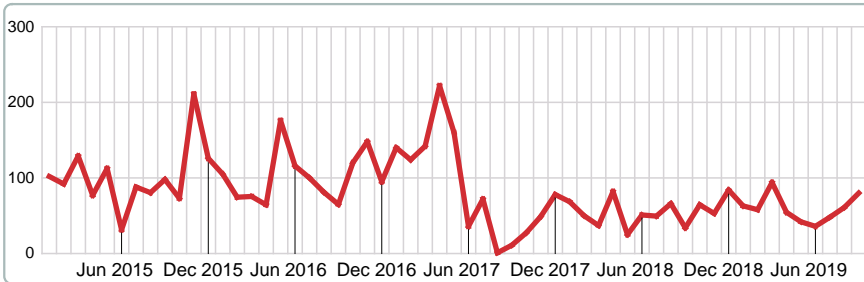
SEPTEMBER



YEAR TO DATE (YTD)

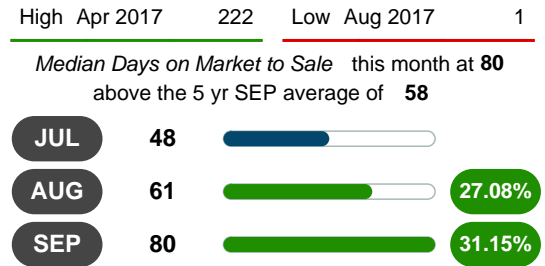


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 58



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	3.03%	67	67	0	0	0
\$10,001 - \$60,000	21.21%	25	25	0	0	0
\$60,001 - \$80,000	9.09%	69	161	51	0	0
\$80,001 - \$120,000	30.30%	102	26	119	104	0
\$120,001 - \$170,000	12.12%	98	110	32	0	0
\$170,001 - \$250,000	15.15%	80	45	44	93	0
\$250,001 and up	9.09%	59	0	100	59	0
Median Closed DOM		80	80	65	89	0
Total Closed Units	100%	33	17	12	4	
Total Closed Volume		4,209,296	1.41M	2.13M	671.50K	0.00B

September 2019



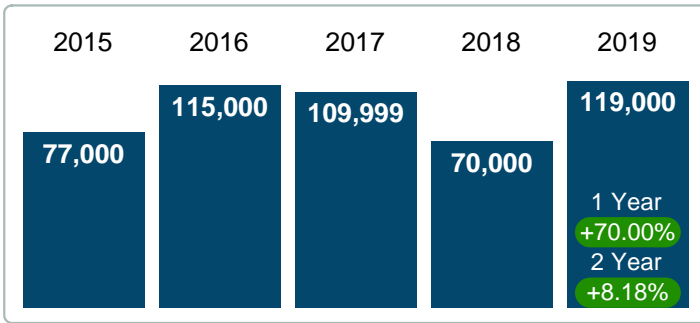
Area Delimited by Counties Atoka, Choctaw, Marshall



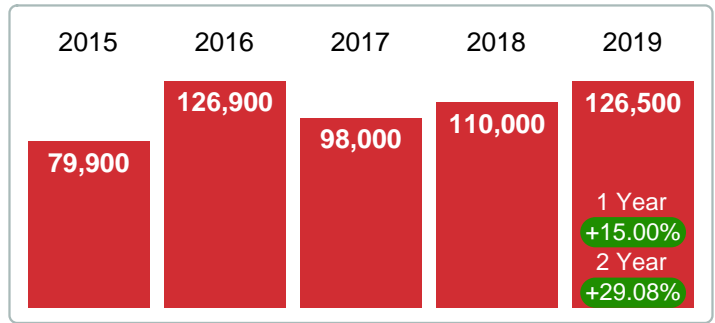
MEDIAN LIST PRICE AT CLOSING

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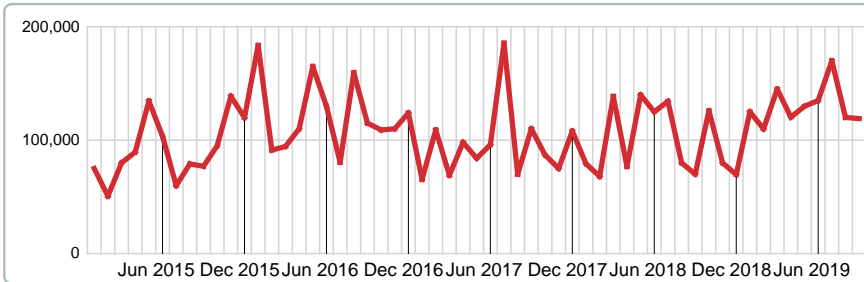
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

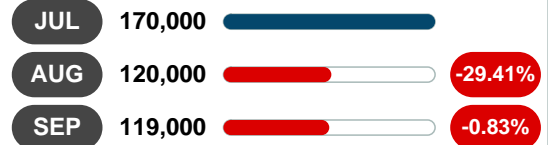


3 MONTHS

5 year SEP AVG = 98,200

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

Median List Price at Closing this month at **119,000**
above the 5 yr SEP average of **98,200**



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	3.03%	10,000	10,000	0	0	0
\$10,001 - \$60,000	21.21%	27,500	27,500	0	0	0
\$60,001 - \$80,000	6.06%	66,700	0	66,700	0	0
\$80,001 - \$120,000	24.24%	94,250	89,900	94,250	110,000	0
\$120,001 - \$170,000	18.18%	128,950	130,200	128,000	129,900	0
\$170,001 - \$250,000	15.15%	199,900	224,950	182,450	199,900	0
\$250,001 and up	12.12%	312,450	0	325,000	299,900	0
Median List Price		119,000	85,000	123,500	164,900	0
Total Closed Units		33	17	12	4	
Total Closed Volume		4,589,100	1.52M	2.33M	739.70K	0.00B

September 2019



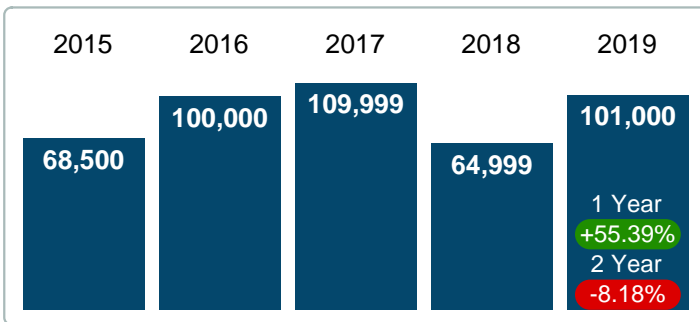
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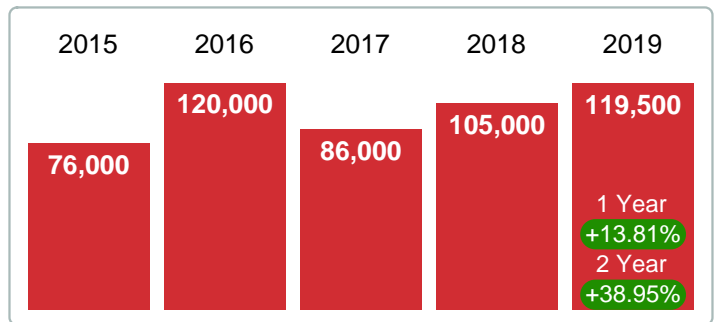
MEDIAN SOLD PRICE AT CLOSING

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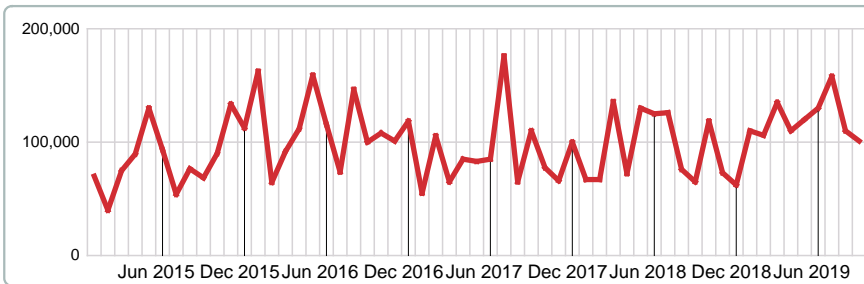
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

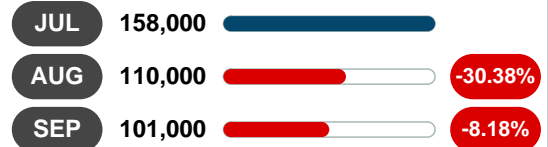


3 MONTHS

5 year SEP AVG = 88,900

High Jul 2017 176,000 Low Feb 2015 40,000

Median Sold Price at Closing this month at **101,000** above the 5 yr SEP average of **88,900**



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	1	3.03%	5,000	5,000	0	0	0
\$10,001 - \$60,000	7	21.21%	27,500	27,500	0	0	0
\$60,001 - \$80,000	3	9.09%	65,000	75,000	64,250	0	0
\$80,001 - \$120,000	10	30.30%	98,000	115,000	94,000	102,000	0
\$120,001 - \$170,000	4	12.12%	129,000	130,000	128,000	0	0
\$170,001 - \$250,000	5	15.15%	192,500	212,000	213,000	192,500	0
\$250,001 and up	3	9.09%	275,000	0	480,000	275,000	0
Median Sold Price			101,000	75,000	107,500	147,750	0
Total Closed Units		100%	33	17	12	4	
Total Closed Volume			4,209,296	1.41M	2.13M	671.50K	0.00B

September 2019



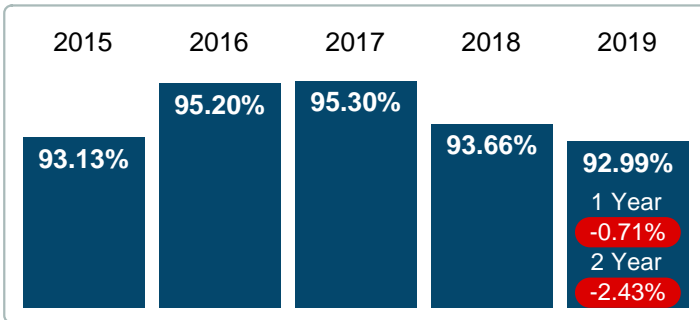
Area Delimited by Counties Atoka, Choctaw, Marshall



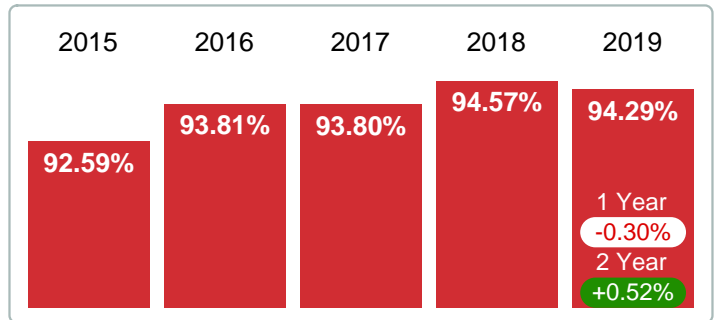
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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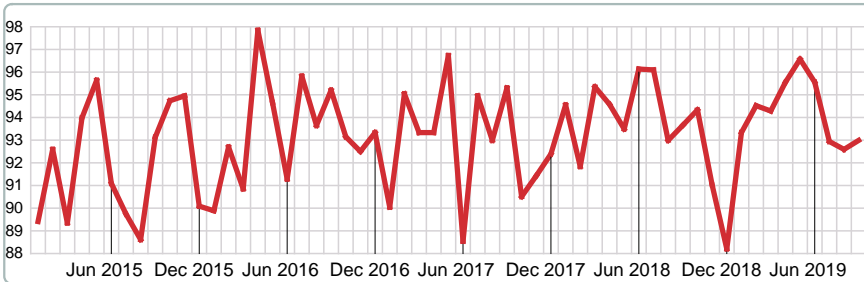
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

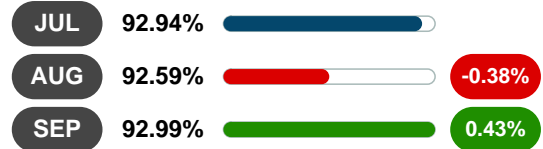


3 MONTHS

5 year SEP AVG = 94.06%

High Apr 2016 97.85% Low Dec 2018 88.21%

Median Sold/List Ratio this month at **92.99%**
below the 5 yr SEP average of **94.06%**



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	1	3.03%	50.00%	50.00%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	7	21.21%	82.91%	82.91%	0.00%	0.00%	0.00%
\$60,001 - \$80,000	3	9.09%	92.99%	88.24%	96.49%	0.00%	0.00%
\$80,001 - \$120,000	10	30.30%	91.91%	96.08%	91.21%	85.55%	0.00%
\$120,001 - \$170,000	4	12.12%	100.00%	100.00%	100.00%	0.00%	0.00%
\$170,001 - \$250,000	5	15.15%	95.05%	94.32%	86.03%	96.30%	0.00%
\$250,001 and up	3	9.09%	91.70%	0.00%	95.61%	91.70%	0.00%
Median Sold/List Ratio		92.99%		93.60%	94.06%	91.76%	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



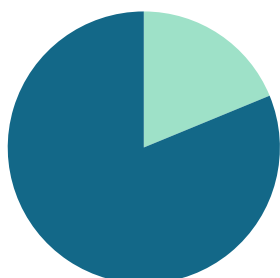
Area Delimited by Counties Atoka, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

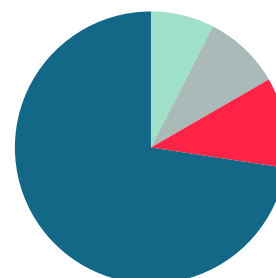


Inventory
 New Listings
80 = 18.78%
 Start Inventory
346
 Total Inventory Units
426
 Volume
\$80,913,709

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%
Median List Price	70,000	119,000	70.00%	110,000	126,500	15.00%
Median Sale Price	64,999	101,000	55.39%	105,000	119,500	13.81%
Median Percent of Selling Price to List Price	93.66%	92.99%	-0.71%	94.57%	94.29%	-0.30%
Median Days on Market to Sale	34.00	80.00	135.29%	50.00	58.00	16.00%
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

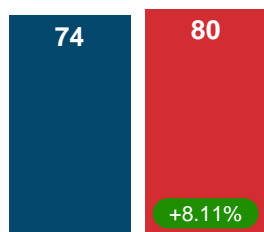
Inventory on September 30, 2019 = **318**

2018 **2019**

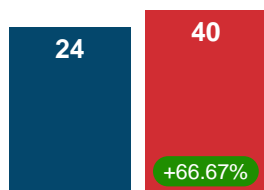
SEPTEMBER MARKET

MEDIAN PRICES

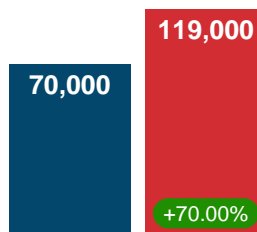
New Listings



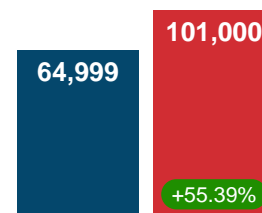
Pending Listings



List Price



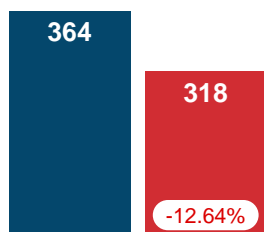
Sale Price



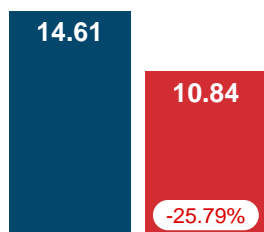
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

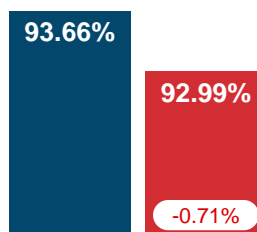
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

