



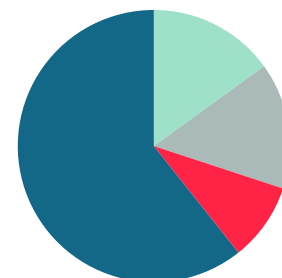
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2020 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	63	107	69.84%
Pending Listings	58	107	84.48%
New Listings	146	172	17.81%
Average List Price	150,851	158,561	5.11%
Average Sale Price	143,588	150,969	5.14%
Average Percent of Selling Price to List Price	94.37%	94.40%	0.03%
Average Days on Market to Sale	58.30	49.21	-15.60%
End of Month Inventory	650	432	-33.54%
Months Supply of Inventory	8.40	5.08	-39.47%



■ Closed (15.03%)
■ Pending (15.03%)
■ Other OffMarket (9.27%)
■ Active (60.67%)

Absorption: Last 12 months, an Average of **85** Sales/Month
Active Inventory as of November 30, 2020 = **432**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **33.54%** to 432 existing homes available for sale. Over the last 12 months this area has had an average of 85 closed sales per month. This represents an unsold inventory index of **5.08** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **5.14%** in November 2020 to \$150,969 versus the previous year at \$143,588.

Average Days on Market Shortens

The average number of **49.21** days that homes spent on the market before selling decreased by 9.10 days or **15.60%** in November 2020 compared to last year's same month at **58.30** DOM.

Sales Success for November 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 172 New Listings in November 2020, up **17.81%** from last year at 146. Furthermore, there were 107 Closed Listings this month versus last year at 63, a **69.84%** increase.

Closed versus Listed trends yielded a **62.2%** ratio, up from previous year's, November 2019, at **43.2%**, a **44.17%** 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

November 2020



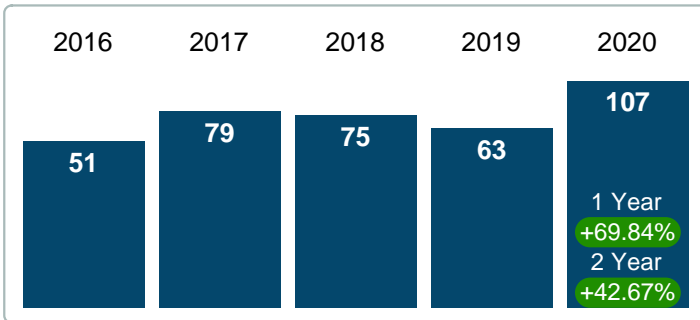
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



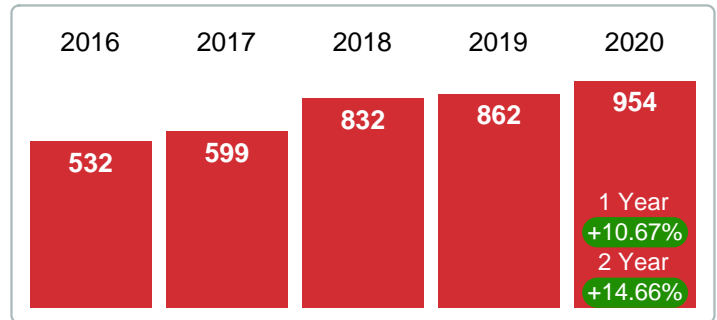
CLOSED LISTINGS

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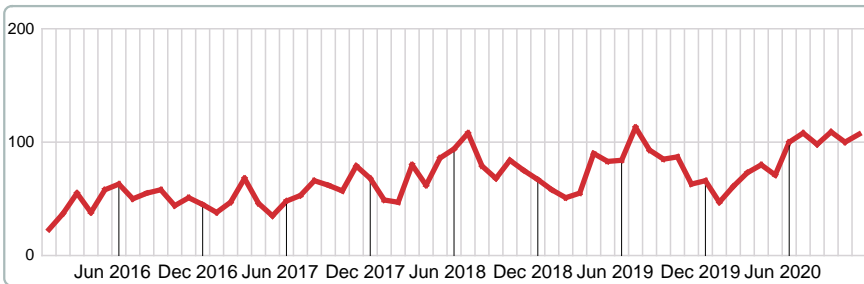
NOVEMBER



YEAR TO DATE (YTD)

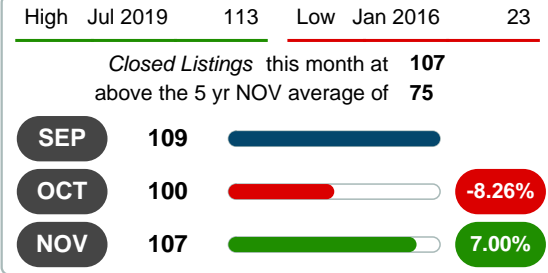


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.74%	126.3	4	0	0	0
\$25,001 - \$50,000	13	12.15%	92.7	13	0	0	0
\$50,001 - \$75,000	16	14.95%	36.4	7	9	0	0
\$75,001 - \$150,000	27	25.23%	35.3	8	15	4	0
\$150,001 - \$200,000	20	18.69%	29.8	2	17	0	1
\$200,001 - \$250,000	13	12.15%	41.1	1	9	3	0
\$250,001 and up	14	13.08%	63.5	2	6	3	3
Total Closed Units	107			37	56	10	4
Total Closed Volume	16,153,667	100%	49.2	3.31M	9.37M	2.16M	1.31M
Average Closed Price	\$150,969			\$89,430	\$167,308	\$216,460	\$327,725

November 2020



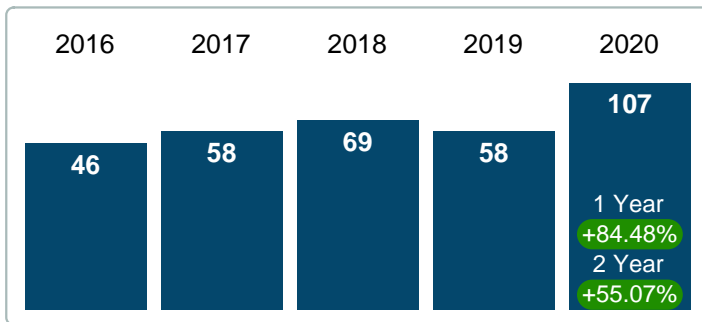
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



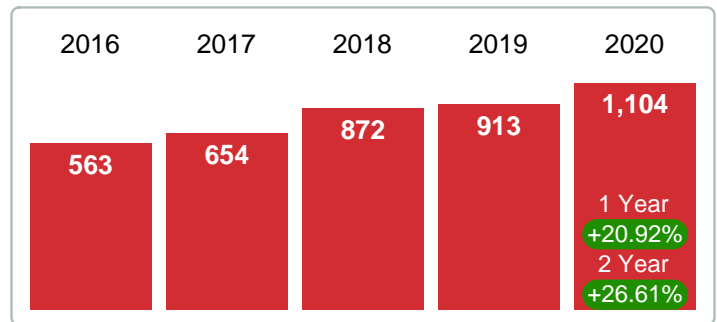
PENDING LISTINGS

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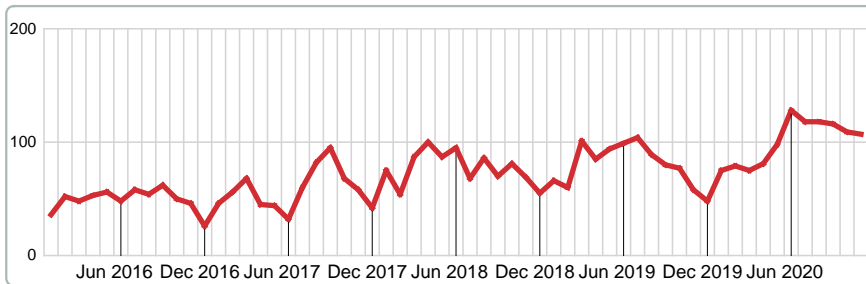
NOVEMBER



YEAR TO DATE (YTD)

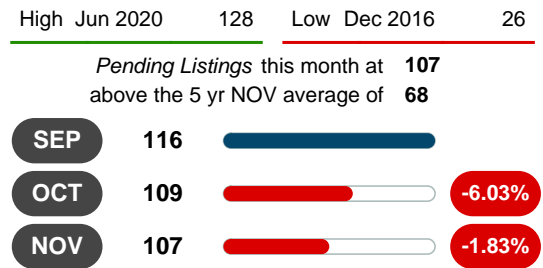


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.74%	87.3	4	0	0	0
\$25,001 - \$50,000	13	12.15%	103.5	10	2	1	0
\$50,001 - \$100,000	23	21.50%	41.3	17	4	2	0
\$100,001 - \$150,000	16	14.95%	52.3	5	10	1	0
\$150,001 - \$225,000	25	23.36%	10.2	2	21	2	0
\$225,001 - \$375,000	14	13.08%	56.1	1	10	2	1
\$375,001 and up	12	11.21%	86.8	7	1	3	1
Total Pending Units	107			46	48	11	2
Total Pending Volume	19,728,360	100%	50.8	7.24M	8.61M	2.89M	984.00K
Average Listing Price	\$153,990			\$157,436	\$179,477	\$262,491	\$492,000



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

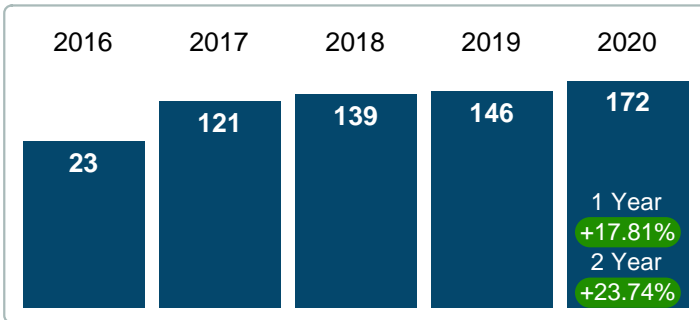


November 2020

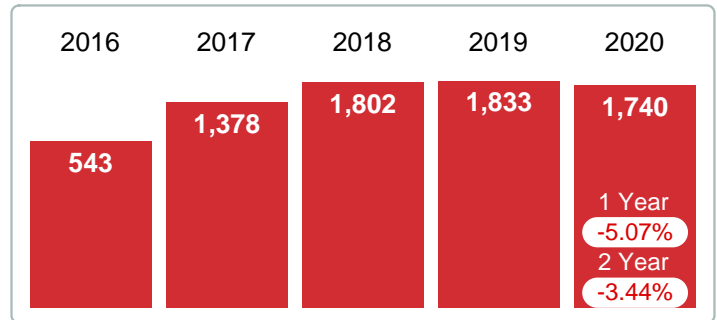
NEW LISTINGS

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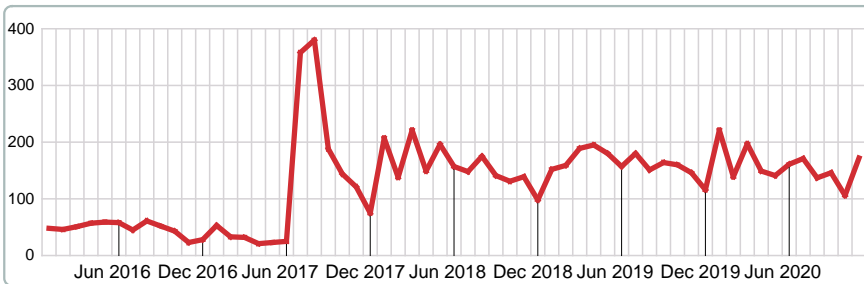
NOVEMBER



YEAR TO DATE (YTD)

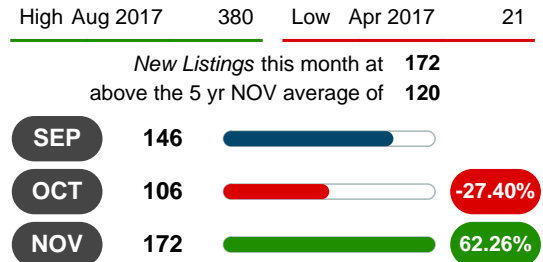


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 120



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	6.40%	10	1	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	43	25.00%	40	1	1	1
\$50,001 - \$150,000	45	26.16%	26	16	2	1
\$150,001 - \$225,000	33	19.19%	7	25	1	0
\$225,001 - \$325,000	20	11.63%	6	10	3	1
\$325,001 and up	20	11.63%	10	2	5	3
Total New Listed Units	172		99	55	12	6
Total New Listed Volume	28,903,894	100%	13.10M	9.92M	3.17M	2.71M
Average New Listed Listing Price	\$160,433		\$132,277	\$180,444	\$264,175	\$452,333

November 2020



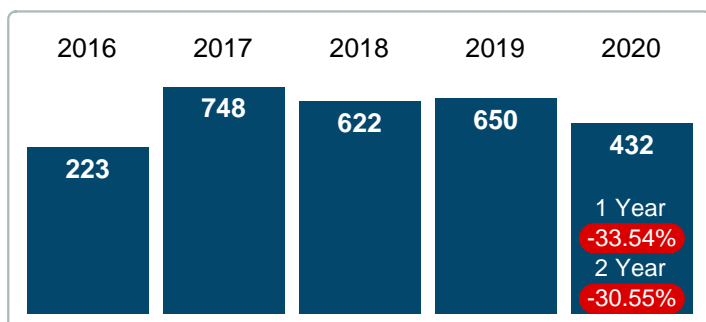
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



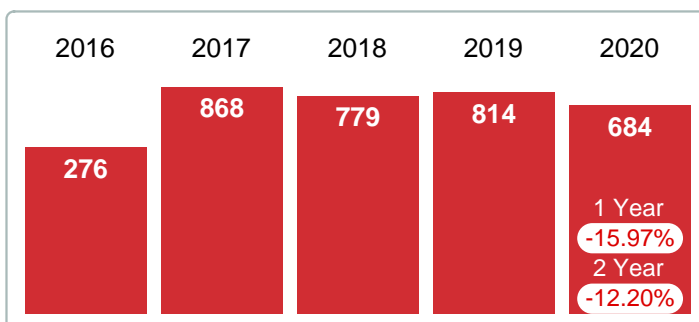
ACTIVE INVENTORY

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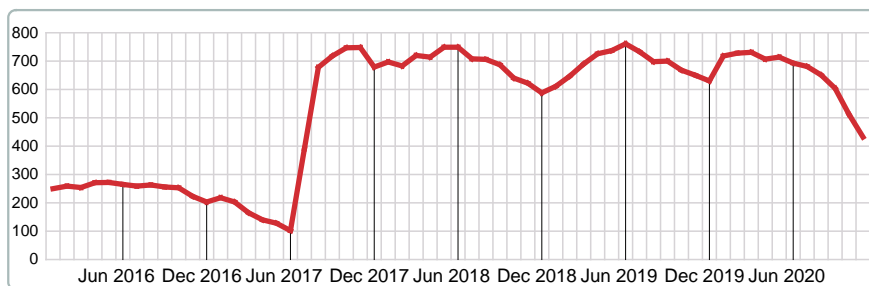
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

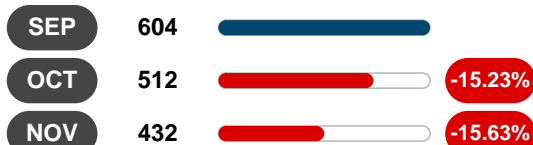


3 MONTHS

5 year NOV AVG = 535

High Jun 2019 761 Low Jun 2017 102

Inventory this month at 432
below the 5 yr NOV average of 535



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	37	8.56%	142.9	35	1	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	123	28.47%	140.3	110	9	2	2
\$75,001 - \$175,000	102	23.61%	119.1	63	32	6	1
\$175,001 - \$325,000	71	16.44%	74.3	27	29	14	1
\$325,001 - \$550,000	56	12.96%	95.1	31	8	12	5
\$550,001 and up	43	9.95%	120.5	25	4	5	9
Total Active Inventory by Units	432			291	83	40	18
Total Active Inventory by Volume	108,702,418	100%	116.8	57.90M	17.87M	17.81M	15.12M
Average Active Inventory Listing Price	\$251,626			\$198,979	\$215,307	\$445,175	\$840,106

November 2020



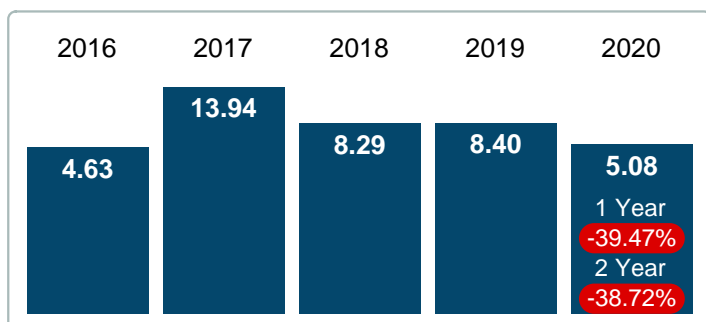
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



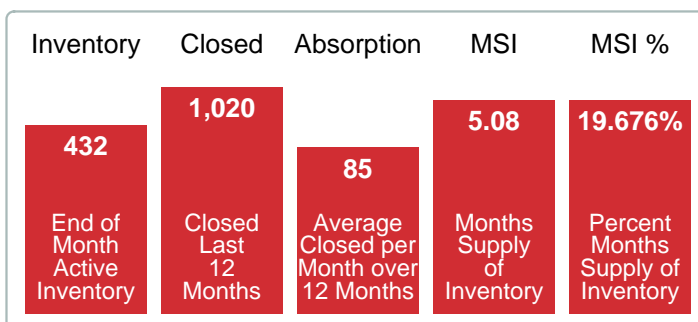
MONTHS SUPPLY of INVENTORY (MSI)

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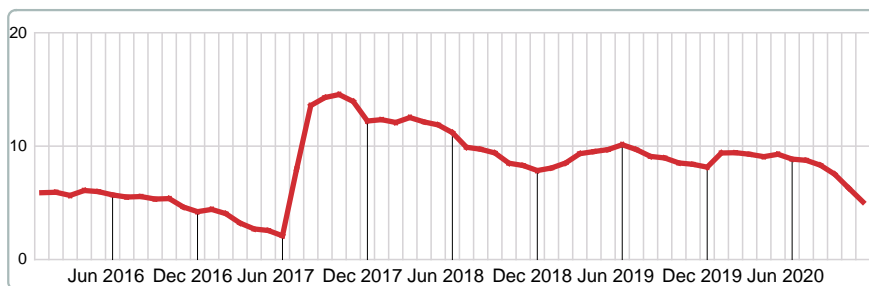
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

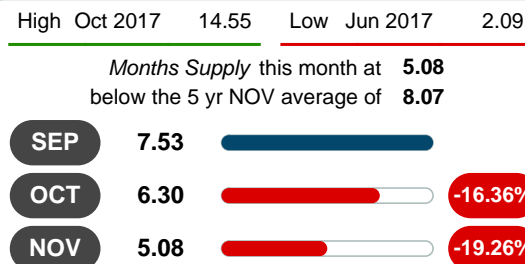


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8.07



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	19	4.40%	4.38	4.00	12.00	0.00	0.00
\$20,001 - \$30,000	45	10.42%	9.47	10.38	0.00	0.00	0.00
\$30,001 - \$80,000	98	22.69%	6.36	8.13	2.18	4.00	0.00
\$80,001 - \$180,000	105	24.31%	3.18	6.53	1.78	2.05	2.40
\$180,001 - \$330,000	67	15.51%	3.38	9.08	2.08	3.12	1.71
\$330,001 - \$550,000	55	12.73%	10.00	72.00	3.84	6.26	4.62
\$550,001 and up	43	9.95%	19.85	42.86	6.86	6.67	36.00
Market Supply of Inventory (MSI)			5.08	8.95	2.11	3.69	7.71
Total Active Inventory by Units		100%	5.08	291	83	40	18



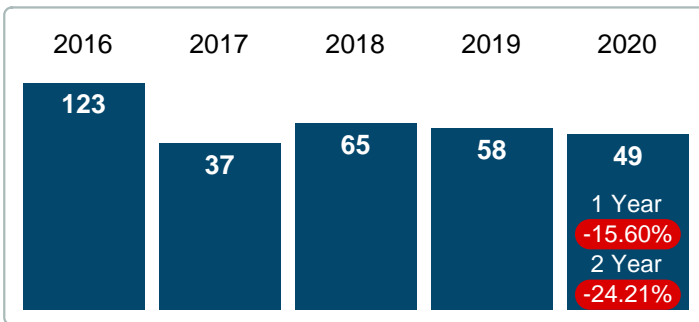
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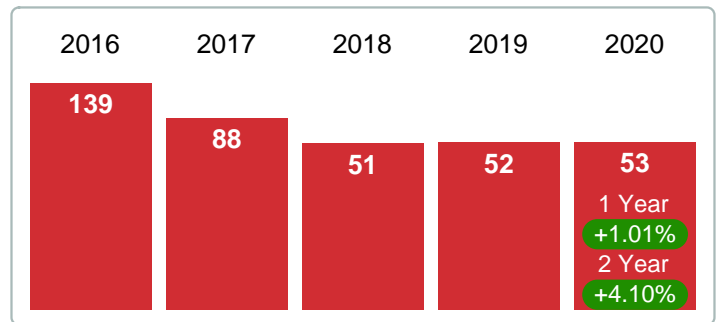
AVERAGE DAYS ON MARKET TO SALE

Report produced on Dec 11, 2020 for MLS Technology Inc.

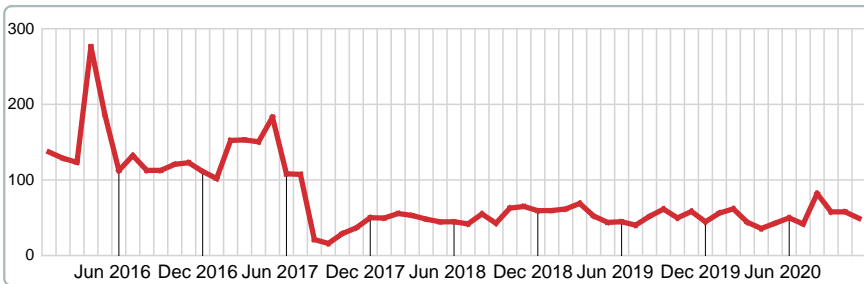
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

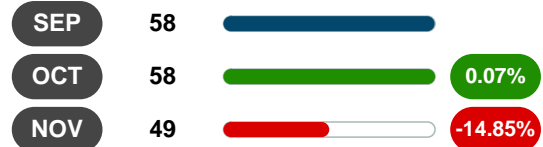


3 MONTHS

5 year NOV AVG = 66

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 49 below the 5 yr NOV average of 66



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
\$25,000 and less	3.74%	126	126	0	0	0
\$25,001 - \$50,000	12.15%	93	93	0	0	0
\$50,001 - \$75,000	14.95%	36	28	43	0	0
\$75,001 - \$150,000	25.23%	35	48	34	14	0
\$150,001 - \$200,000	18.69%	30	66	20	0	117
\$200,001 - \$250,000	12.15%	41	65	46	17	0
\$250,001 and up	13.08%	64	182	20	44	92
Average Closed DOM		49	77	32	24	98
Total Closed Units	100%	49	37	56	10	4
Total Closed Volume		16,153,667	3.31M	9.37M	2.16M	1.31M

November 2020



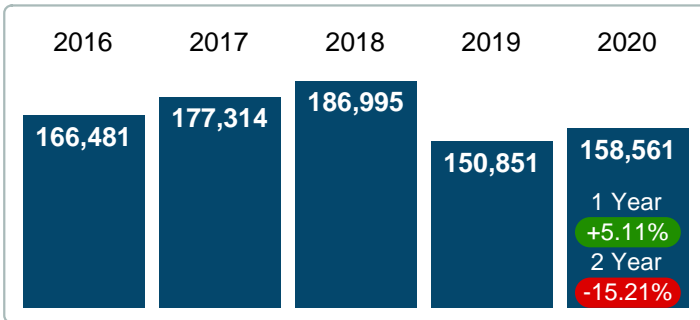
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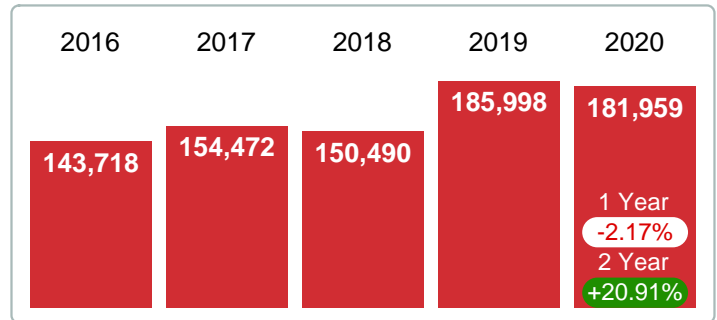
AVERAGE LIST PRICE AT CLOSING

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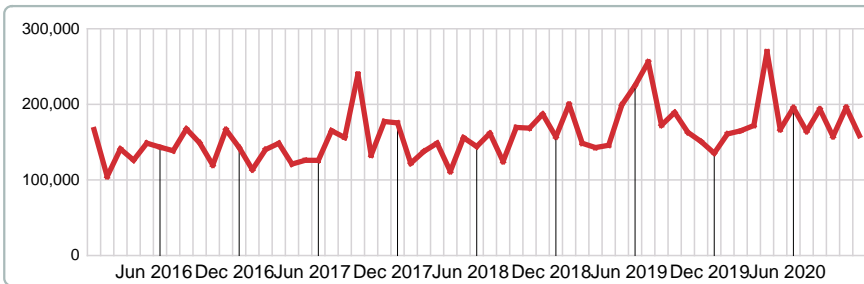
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

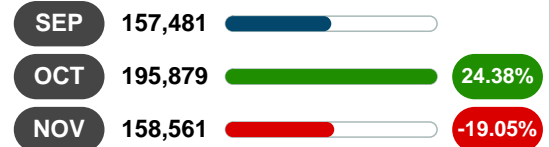


3 MONTHS

5 year NOV AVG = 168,040

High Apr 2020 269,687 Low Feb 2016 104,570

Average List Price at Closing this month at **158,561**
below the 5 yr NOV average of **168,040**



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
\$25,000 and less	3.74%	17,850	17,850	0	0	0
\$25,001 - \$50,000	11.21%	42,125	43,115	0	0	0
\$50,001 - \$75,000	9.35%	64,794	65,506	78,117	0	0
\$75,001 - \$150,000	27.10%	109,926	124,613	131,000	120,250	0
\$150,001 - \$200,000	20.56%	169,234	233,500	173,174	0	175,500
\$200,001 - \$250,000	15.89%	234,135	248,000	232,555	234,133	0
\$250,001 and up	12.15%	373,069	425,000	326,300	359,333	404,667
Average List Price		158,561	98,712	172,550	226,140	347,375
Total Closed Units	107	100%	37	56	10	4
Total Closed Volume	16,966,049		3.65M	9.66M	2.26M	1.39M

November 2020



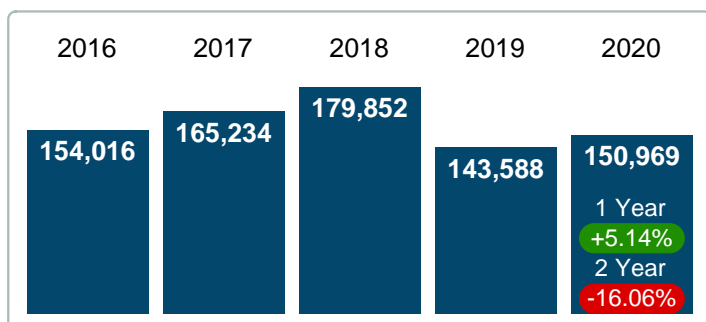
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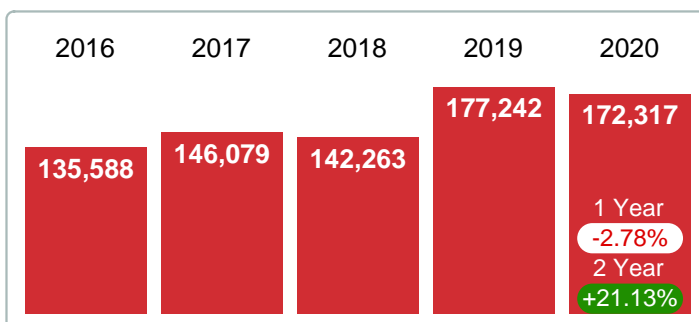
AVERAGE SOLD PRICE AT CLOSING

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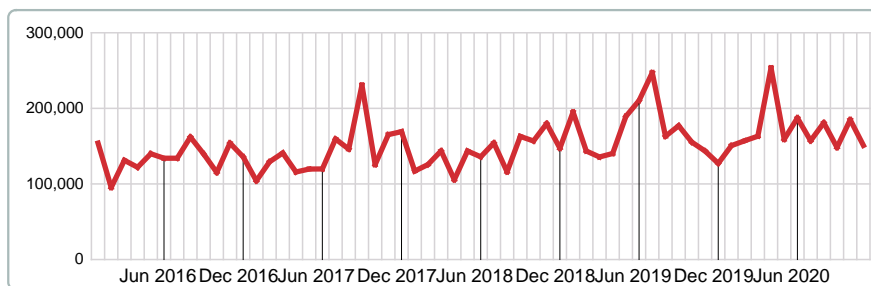
NOVEMBER



YEAR TO DATE (YTD)

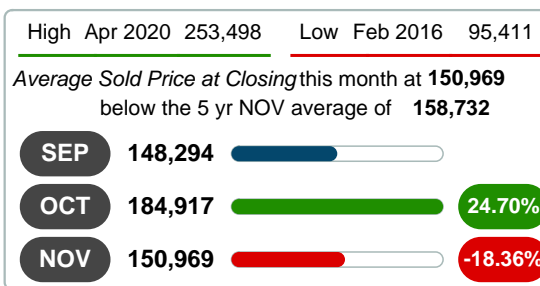


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 158,732



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
\$25,000 and less	4	3.74%	14,875	14,875	0	0	0
\$25,001 - \$50,000	13	12.15%	41,077	41,077	0	0	0
\$50,001 - \$75,000	16	14.95%	65,359	62,071	67,917	0	0
\$75,001 - \$150,000	27	25.23%	118,926	111,613	123,460	116,550	0
\$150,001 - \$200,000	20	18.69%	172,750	190,500	170,829	0	169,900
\$200,001 - \$250,000	13	12.15%	231,147	250,000	230,724	226,133	0
\$250,001 and up	14	13.08%	345,964	378,500	320,917	340,000	380,333
Average Sold Price			150,969	89,430	167,308	216,460	327,725
Total Closed Units		100%	107	37	56	10	4
Total Closed Volume			16,153,667	3.31M	9.37M	2.16M	1.31M

November 2020



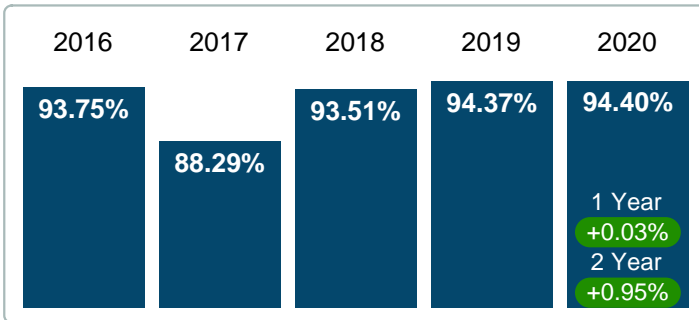
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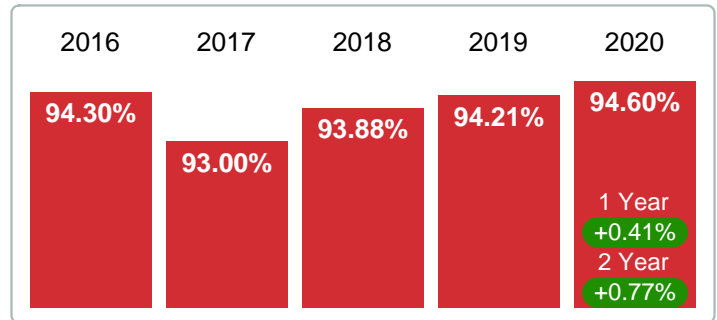
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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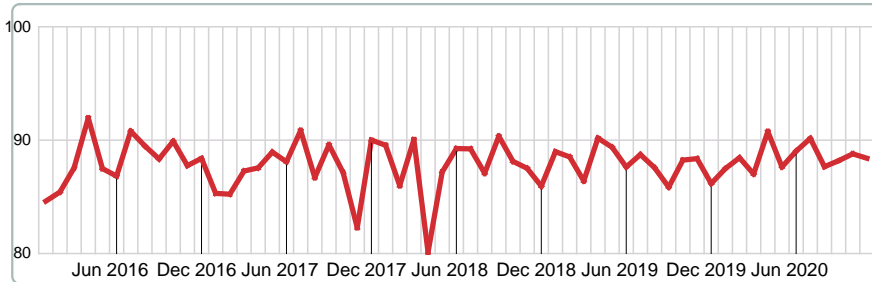
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

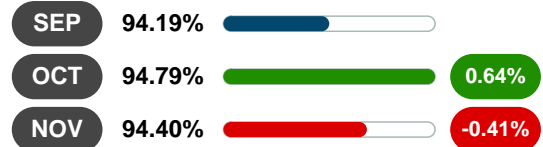


3 MONTHS

5 year NOV AVG = 92.87%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **94.40%**
above the 5 yr NOV average of **92.87%**



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
\$25,000 and less	4	3.74%	84.81%	84.81%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	13	12.15%	94.99%	94.99%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	16	14.95%	90.59%	94.82%	87.30%	0.00%	0.00%
\$75,001 - \$150,000	27	25.23%	93.15%	89.23%	94.20%	97.05%	0.00%
\$150,001 - \$200,000	20	18.69%	97.09%	81.68%	98.92%	0.00%	96.81%
\$200,001 - \$250,000	13	12.15%	98.75%	100.81%	99.22%	96.66%	0.00%
\$250,001 and up	14	13.08%	95.49%	89.71%	98.46%	94.27%	94.65%
Average Sold/List Ratio		94.40%		91.76%	95.79%	96.10%	95.19%
Total Closed Units		107	100%	37	56	10	4
Total Closed Volume		16,153,667		3.31M	9.37M	2.16M	1.31M

November 2020



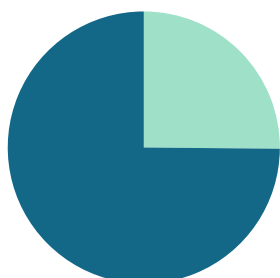
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Dec 11, 2020 for MLS Technology Inc.

INVENTORY

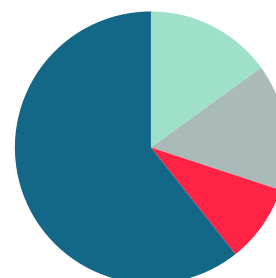


Inventory
 New Listings
172 = 25.15%
 Start Inventory
512
 Total Inventory Units
684
 Volume
\$152,705,635

Market Activity

Closed Sales
107 = 15.03%
 Pending Sales
107 = 15.03%
 Other Off Market
66 = 9.27%
 Active Inventory
432 = 60.67%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	107	69.84%	862	954	10.67%
Pending Sales	58	107	84.48%	913	1,104	20.92%
New Listings	146	172	17.81%	1,833	1,740	-5.07%
Average List Price	150,851	158,561	5.11%	185,998	181,959	-2.17%
Average Sale Price	143,588	150,969	5.14%	177,242	172,317	-2.78%
Average Percent of Selling Price to List Price	94.37%	94.40%	0.03%	94.21%	94.60%	0.41%
Average Days on Market to Sale	58.30	49.21	-15.60%	52.28	52.81	1.01%
Monthly Inventory	650	432	-33.54%	650	432	-33.54%
Months Supply of Inventory	8.40	5.08	-39.47%	8.40	5.08	-39.47%

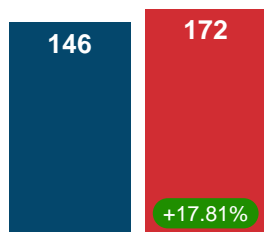
Absorption: Last 12 months, an Average of **85** Sales/Month

Inventory on November 30, 2020 = **432** 2019 2020

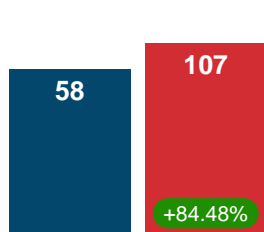
NOVEMBER MARKET

AVERAGE PRICES

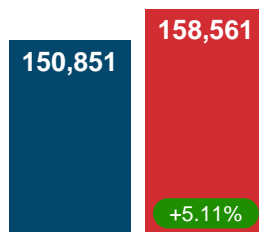
New Listings



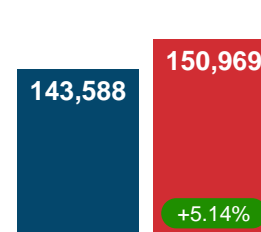
Pending Listings



List Price



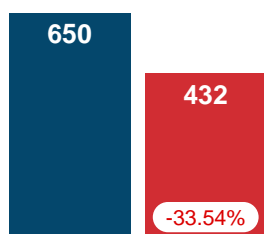
Sale Price



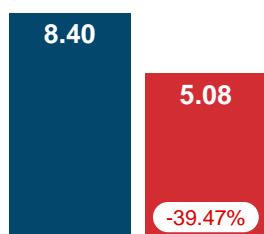
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

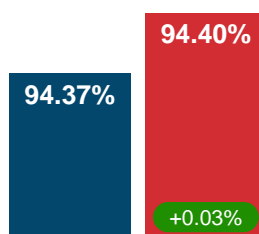
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

