



# November 2020

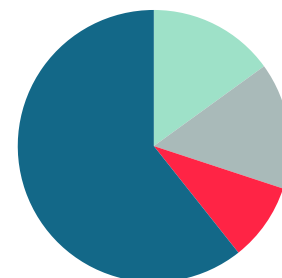
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	100,000	149,900	49.90%
Median Sale Price	100,000	145,000	45.00%
Median Percent of Selling Price to List Price	96.77%	96.51%	-0.27%
Median Days on Market to Sale	40.00	19.00	-52.50%
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.

#### 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 **45.00%** in November 2020 to \$145,000 versus the previous year at \$100,000.

#### Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 21.00 days or **52.50%** in November 2020 compared to last year's same month at **40.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

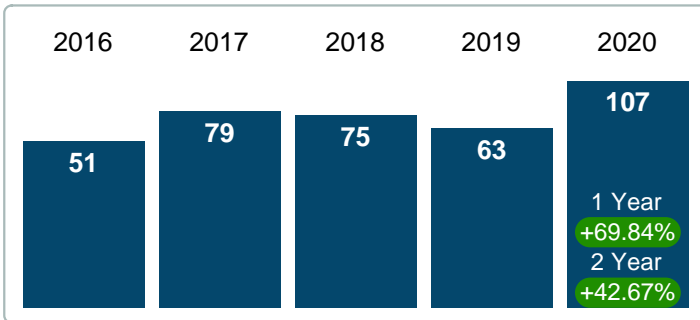


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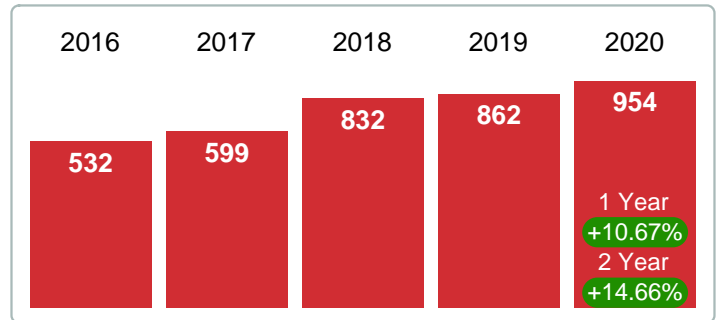
## CLOSED LISTINGS

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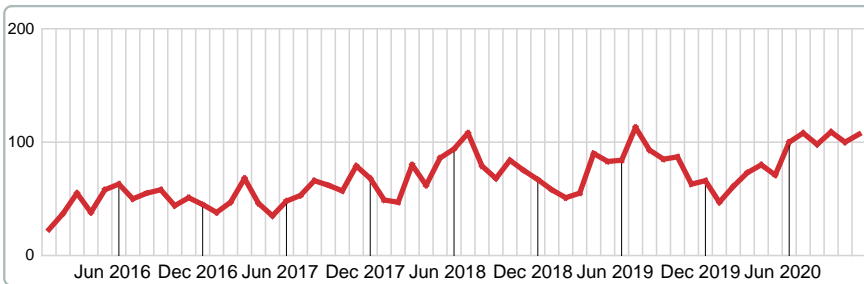
### NOVEMBER



### YEAR TO DATE (YTD)

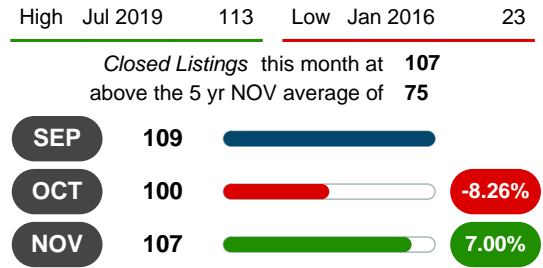


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.41%	124.0	9	0	0	0
\$40,001 - \$60,000	15	14.02%	10.0	12	3	0	0
\$60,001 - \$80,000	12	11.21%	36.5	5	7	0	0
\$80,001 - \$160,000	26	24.30%	17.0	6	16	4	0
\$160,001 - \$210,000	19	17.76%	2.0	2	16	0	1
\$210,001 - \$260,000	15	14.02%	16.0	1	10	4	0
\$260,001 and up	11	10.28%	53.0	2	4	2	3
<b>Total Closed Units</b>	<b>107</b>			<b>37</b>	<b>56</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>16,153,667</b>	<b>100%</b>	<b>19.0</b>	<b>3.31M</b>	<b>9.37M</b>	<b>2.16M</b>	<b>1.31M</b>
<b>Median Closed Price</b>	<b>\$145,000</b>			<b>\$55,000</b>	<b>\$162,100</b>	<b>\$216,500</b>	<b>\$308,000</b>

# November 2020



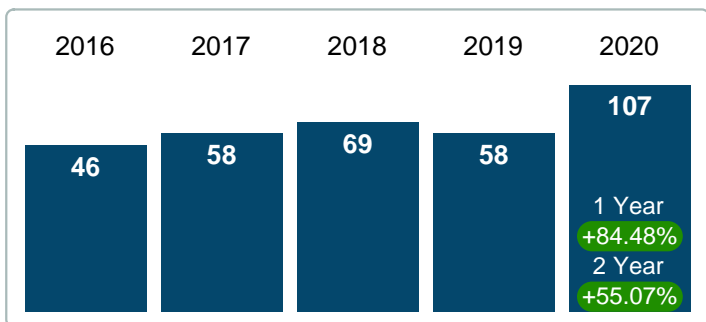
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



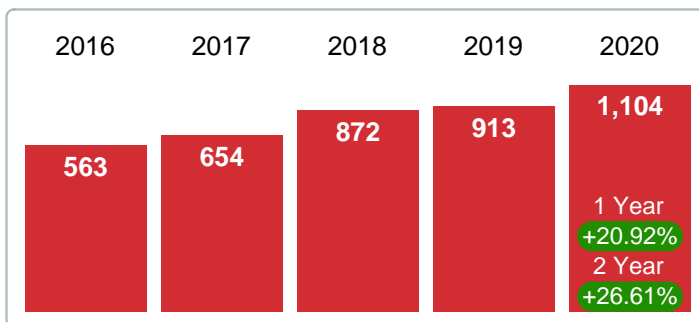
## PENDING LISTINGS

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

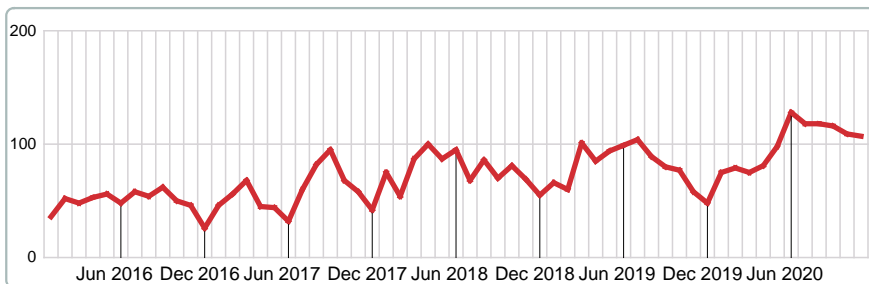
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 68

High Jun 2020 128 Low Dec 2016 26

Pending Listings this month at **107**  
above the 5 yr NOV average of **68**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	10.28%	115.0	9	2	0	0
\$40,001 - \$60,000	14	13.08%	10.0	13	0	1	0
\$60,001 - \$100,000	15	14.02%	10.0	9	4	2	0
\$100,001 - \$170,000	26	24.30%	8.5	6	19	1	0
\$170,001 - \$230,000	16	14.95%	4.5	1	13	2	0
\$230,001 - \$390,000	14	13.08%	28.5	2	9	2	1
\$390,001 and up	11	10.28%	71.0	6	1	3	1
<b>Total Pending Units</b>	<b>107</b>			<b>46</b>	<b>48</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,728,360</b>	<b>100%</b>	<b>16.0</b>	<b>7.24M</b>	<b>8.61M</b>	<b>2.89M</b>	<b>984.00K</b>
<b>Median Listing Price</b>	<b>\$145,000</b>			<b>\$69,250</b>	<b>\$166,389</b>	<b>\$215,000</b>	<b>\$492,000</b>



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

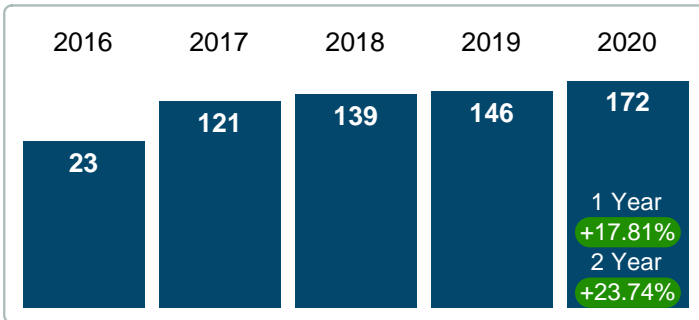


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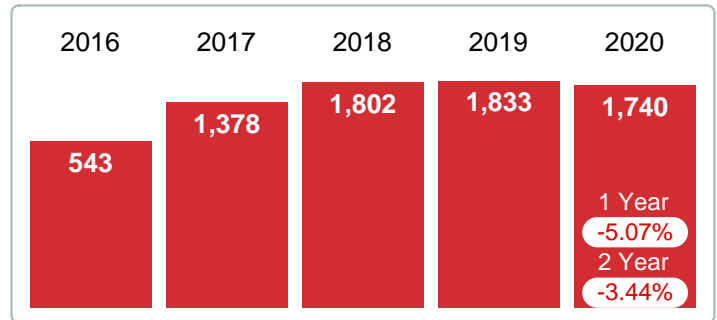
## NEW LISTINGS

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

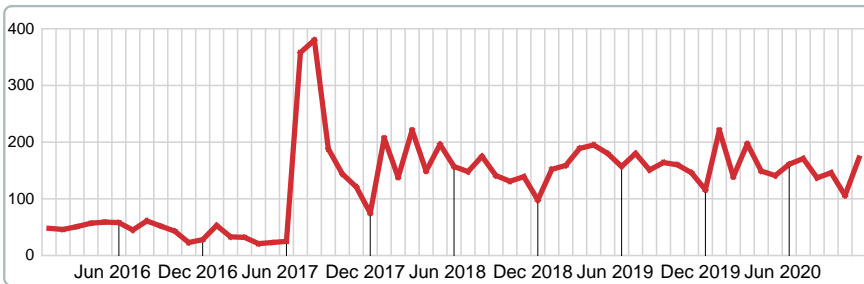
### NOVEMBER



### YEAR TO DATE (YTD)

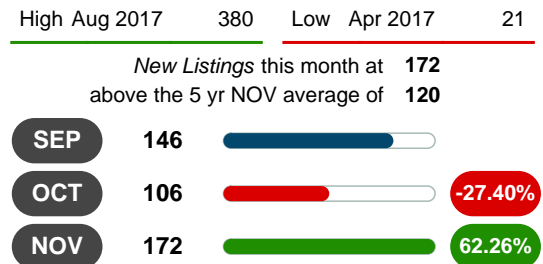


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 120



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	2.33%	3	1	0	0
\$20,001 - \$30,000	18	10.47%	18	0	0	0
\$30,001 - \$70,000	42	24.42%	39	1	1	1
\$70,001 - \$150,000	35	20.35%	16	16	2	1
\$150,001 - \$220,000	33	19.19%	7	25	1	0
\$220,001 - \$330,000	20	11.63%	6	10	3	1
\$330,001 and up	20	11.63%	10	2	5	3
<b>Total New Listed Units</b>	<b>172</b>		<b>99</b>	<b>55</b>	<b>12</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>28,903,894</b>	<b>100%</b>	<b>13.10M</b>	<b>9.92M</b>	<b>3.17M</b>	<b>2.71M</b>
<b>Median New Listed Listing Price</b>	<b>\$138,500</b>		<b>\$45,000</b>	<b>\$169,277</b>	<b>\$267,500</b>	<b>\$334,500</b>



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

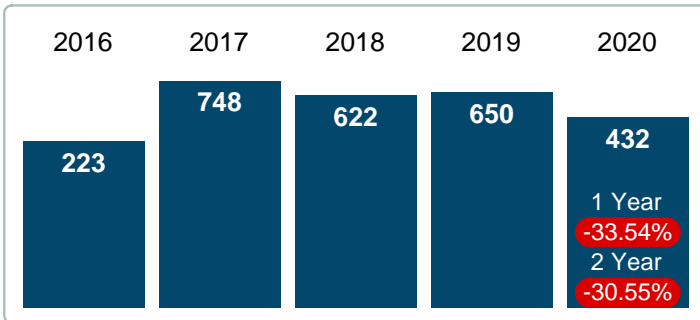


# November 2020

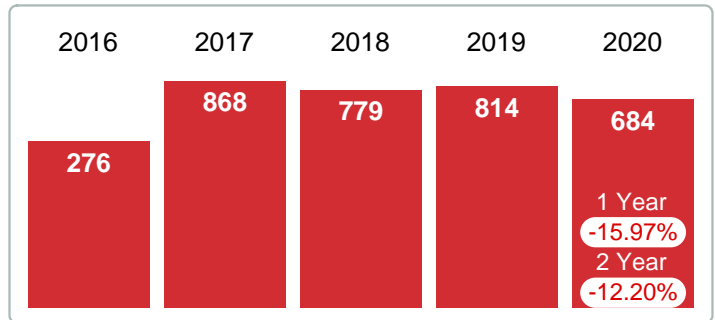
## ACTIVE INVENTORY

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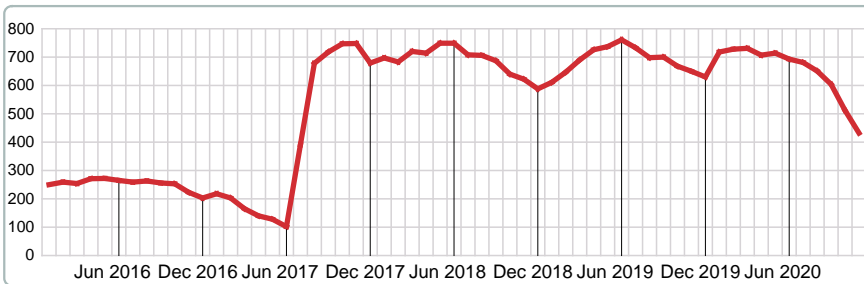
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

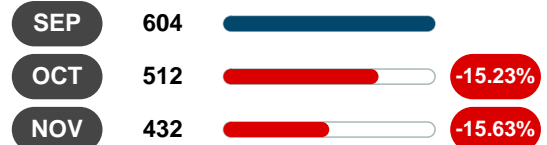


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	19	4.40%	181.0	17	1	1	0
\$20,001 - \$30,000	45	10.42%	106.0	45	0	0	0
\$30,001 - \$80,000	98	22.69%	93.0	84	10	2	2
\$80,001 - \$180,000	105	24.31%	71.0	62	35	7	1
\$180,001 - \$330,000	67	15.51%	69.0	28	25	13	1
\$330,001 - \$550,000	55	12.73%	75.0	30	8	12	5
\$550,001 and up	43	9.95%	105.0	25	4	5	9
<b>Total Active Inventory by Units</b>	<b>432</b>			<b>291</b>	<b>83</b>	<b>40</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>108,702,418</b>	<b>100%</b>	<b>82.0</b>	<b>57.90M</b>	<b>17.87M</b>	<b>17.81M</b>	<b>15.12M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$135,000</b>			<b>\$80,000</b>	<b>\$175,000</b>	<b>\$291,000</b>	<b>\$535,000</b>

# November 2020



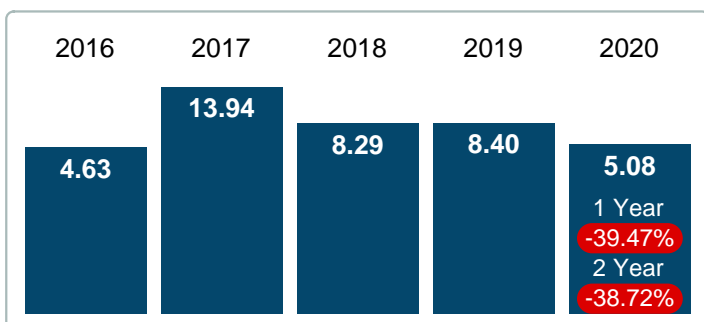
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



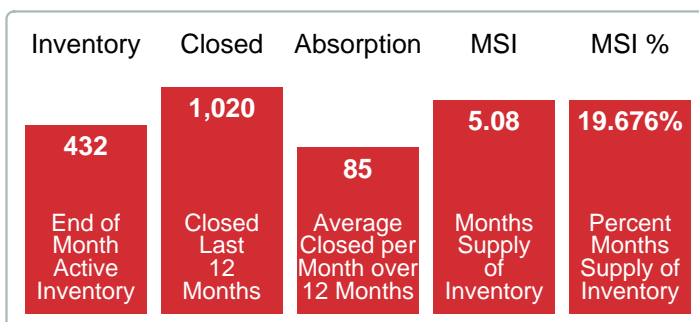
## MONTHS SUPPLY of INVENTORY (MSI)

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

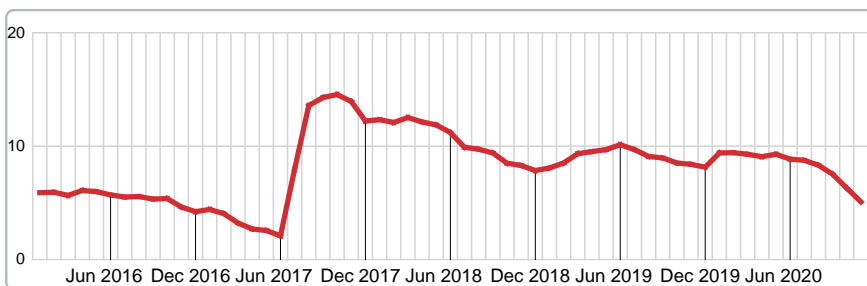
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

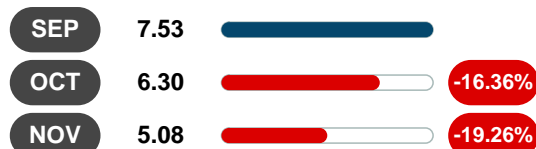


### 3 MONTHS

5 year NOV AVG = 8.07

High Oct 2017 14.55 Low Jun 2017 2.09

Months Supply this month at 5.08 below the 5 yr NOV average of 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

# November 2020



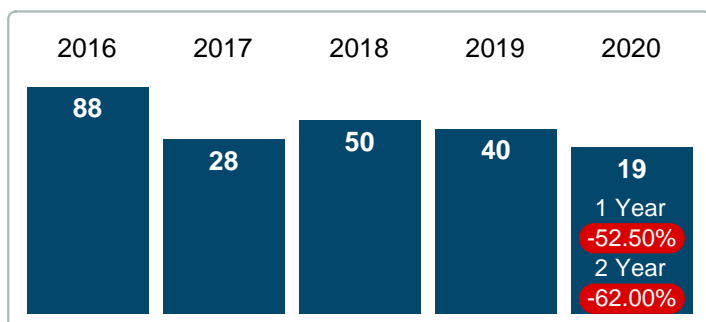
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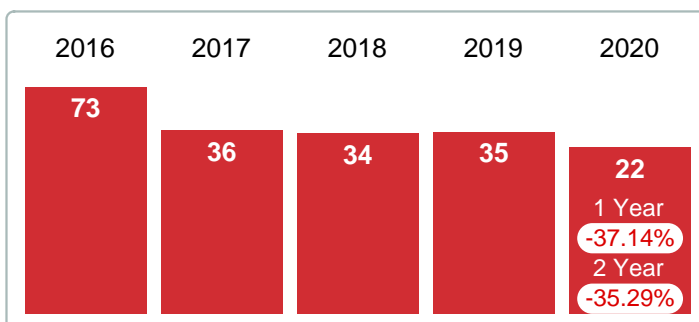
## MEDIAN DAYS ON MARKET TO SALE

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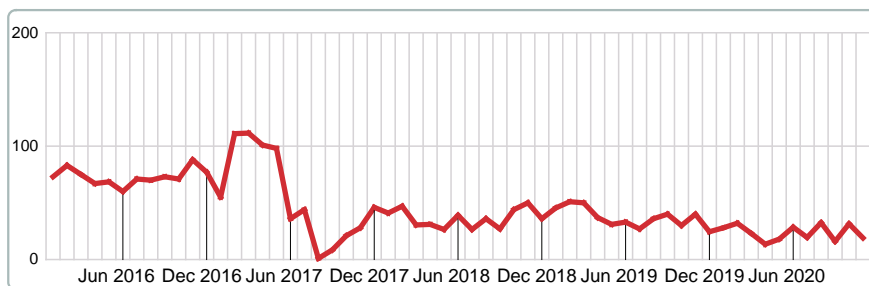
### NOVEMBER



### YEAR TO DATE (YTD)

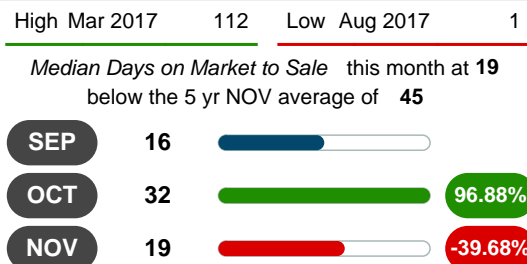


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45



### 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
\$40,000 and less	8.41%	124	124	0	0	0
\$40,001 - \$60,000	14.02%	10	9	23	0	0
\$60,001 - \$80,000	11.21%	37	77	35	0	0
\$80,001 - \$160,000	24.30%	17	18	19	8	0
\$160,001 - \$210,000	17.76%	2	66	2	0	117
\$210,001 - \$260,000	14.02%	16	65	13	11	0
\$260,001 and up	10.28%	53	182	16	64	114
Median Closed DOM		19	41	15	16	116
Total Closed Units	100%	19.0	37	56	10	4
Total Closed Volume		16,153,667	3.31M	9.37M	2.16M	1.31M



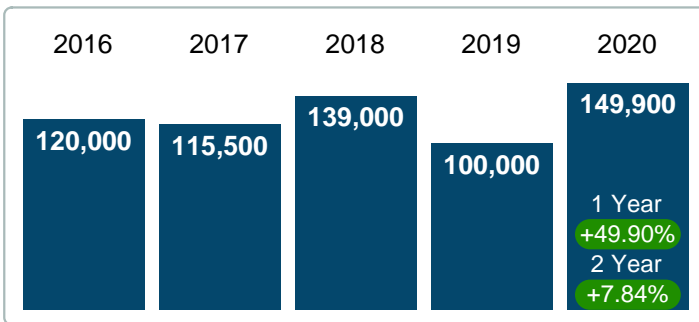
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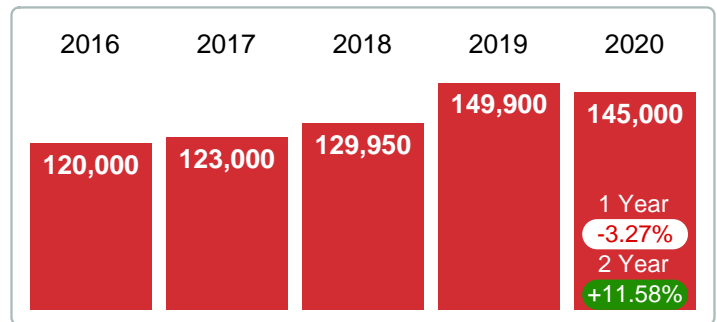
### MEDIAN LIST PRICE AT CLOSING

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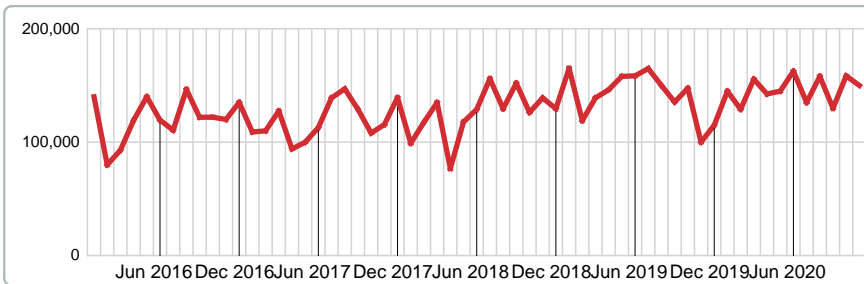
#### NOVEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS

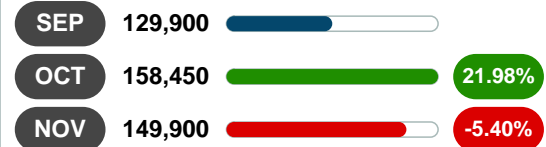


#### 3 MONTHS

5 year NOV AVG = 124,880

High Jan 2019 165,000 Low Apr 2018 76,750

Median List Price at Closing this month at **149,900** above the 5 yr NOV average of **124,880**



#### 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
\$40,000 and less	8.41%	30,000	30,000	0	0	0
\$40,001 - \$60,000	10.28%	50,000	50,000	0	0	0
\$60,001 - \$80,000	10.28%	75,000	69,570	76,250	0	0
\$80,001 - \$160,000	28.97%	130,000	105,205	136,950	122,500	0
\$160,001 - \$210,000	14.95%	175,000	175,000	172,450	0	175,500
\$210,001 - \$260,000	14.95%	238,250	239,000	238,250	237,500	0
\$260,001 and up	12.15%	345,000	425,000	329,900	399,000	345,000
<b>Median List Price</b>		<b>149,900</b>	<b>59,900</b>	<b>161,000</b>	<b>226,250</b>	<b>317,000</b>
<b>Total Closed Units</b>	<b>107</b>	<b>100%</b>	<b>37</b>	<b>56</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>16,966,049</b>		<b>3.65M</b>	<b>9.66M</b>	<b>2.26M</b>	<b>1.39M</b>



# November 2020



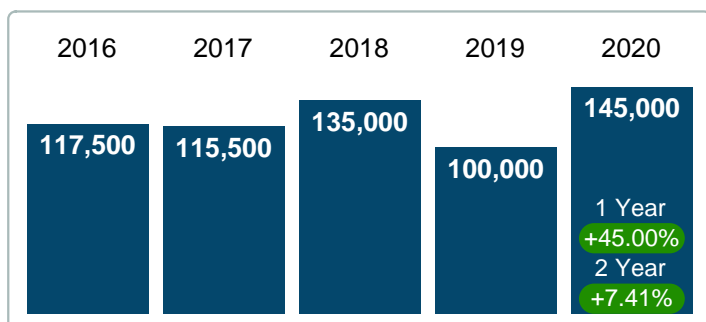
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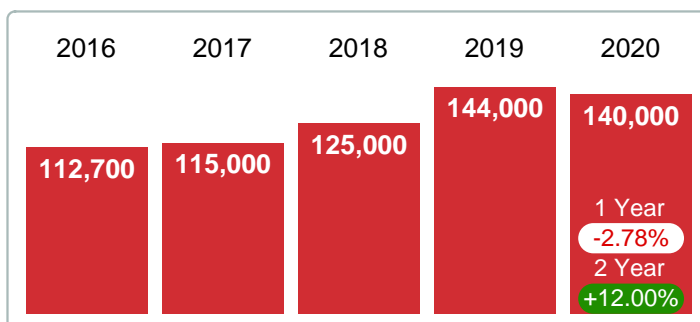
## MEDIAN SOLD PRICE AT CLOSING

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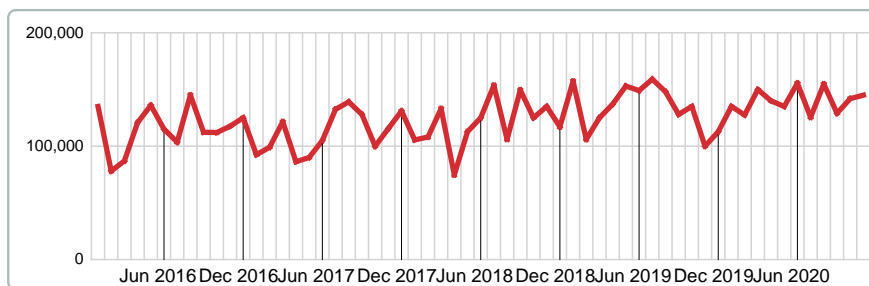
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

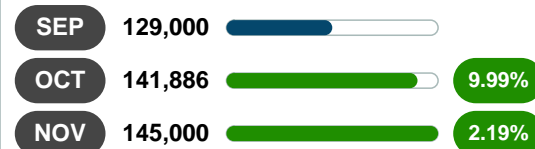


### 3 MONTHS

5 year NOV AVG = 122,600

High Jul 2019 159,000 Low Apr 2018 74,700

Median Sold Price at Closing this month at **145,000** above the 5 yr NOV average of **122,600**



### 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
\$40,000 and less	9	8.41%	28,000	28,000	0	0	0
\$40,001 - \$60,000	15	14.02%	50,000	50,000	60,000	0	0
\$60,001 - \$80,000	12	11.21%	75,000	75,000	75,000	0	0
\$80,001 - \$160,000	26	24.30%	138,100	131,500	140,500	115,600	0
\$160,001 - \$210,000	19	17.76%	169,900	190,500	165,750	0	169,900
\$210,001 - \$260,000	15	14.02%	245,000	250,000	241,250	231,700	0
\$260,001 and up	11	10.28%	357,000	378,500	320,000	382,500	351,000
Median Sold Price			145,000	55,000	162,100	216,500	308,000
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



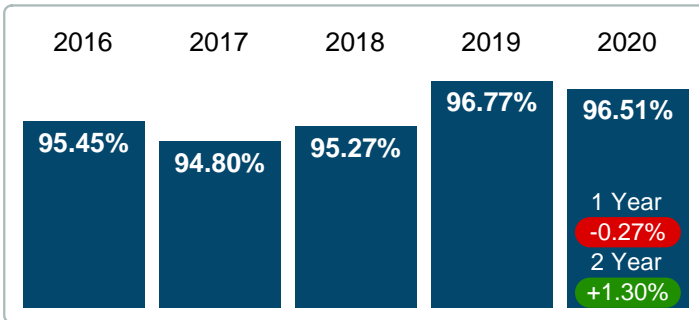
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



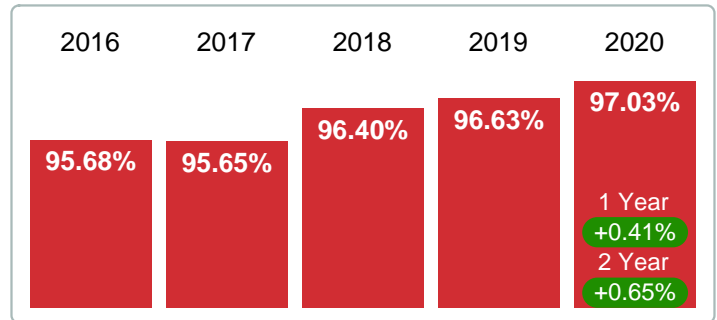
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

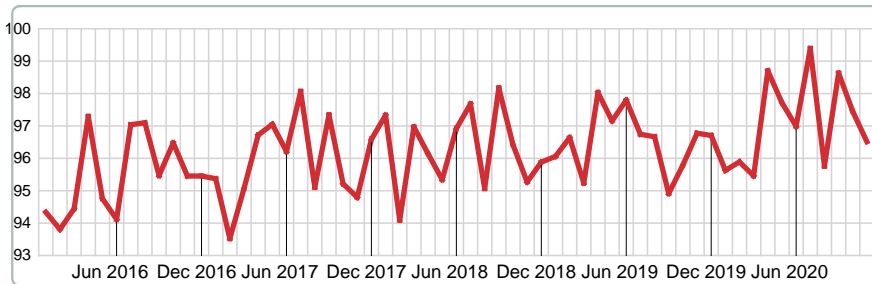
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

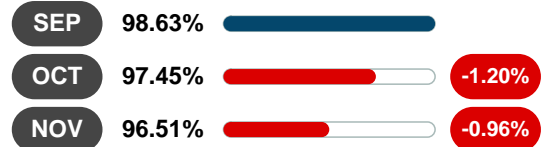


### 3 MONTHS

5 year NOV AVG = 95.76%

High Jul 2020 99.39% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **96.51%**  
 above the 5 yr NOV average of **95.76%**



## 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
\$40,000 and less	9	8.41%	87.50%	87.50%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	15	14.02%	98.18%	100.00%	75.95%	0.00%	0.00%
\$60,001 - \$80,000	12	11.21%	93.54%	94.34%	93.33%	0.00%	0.00%
\$80,001 - \$160,000	26	24.30%	94.77%	90.58%	95.61%	98.72%	0.00%
\$160,001 - \$210,000	19	17.76%	100.00%	81.68%	100.00%	0.00%	96.81%
\$210,001 - \$260,000	15	14.02%	100.00%	100.81%	100.00%	94.99%	0.00%
\$260,001 and up	11	10.28%	95.20%	89.71%	98.91%	95.86%	91.70%
Median Sold/List Ratio		96.51%		93.33%	97.32%	97.38%	94.25%
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



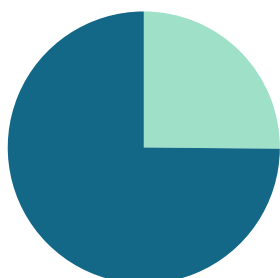
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

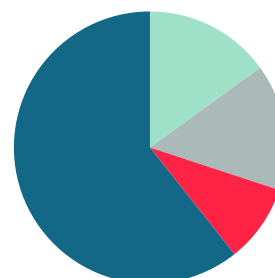


**Inventory**  
 New Listings  
**172 = 25.15%**  
 Start Inventory  
**512**  
 Total Inventory Units  
**684**  
 Volume  
**\$152,705,635**

### 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%
Median List Price	100,000	149,900	49.90%	149,900	145,000	-3.27%
Median Sale Price	100,000	145,000	45.00%	144,000	140,000	-2.78%
Median Percent of Selling Price to List Price	96.77%	96.51%	-0.27%	96.63%	97.03%	0.41%
Median Days on Market to Sale	40.00	19.00	-52.50%	35.00	22.00	-37.14%
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

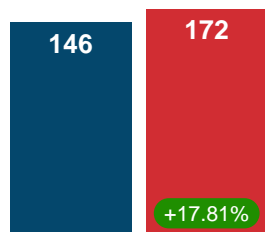
**Inventory** on November 30, 2020 = **432**

**2019** **2020**

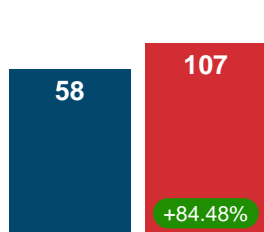
### NOVEMBER MARKET

### MEDIAN PRICES

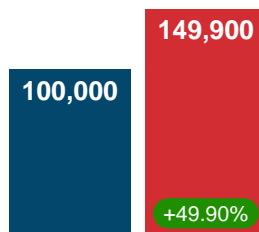
#### New Listings



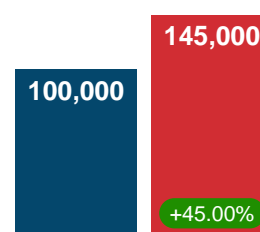
#### Pending Listings



#### List Price



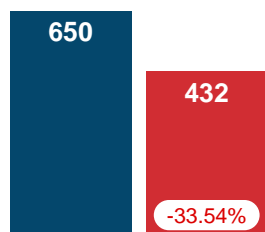
#### Sale Price



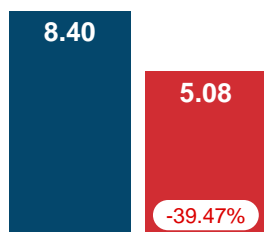
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

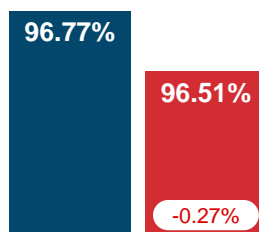
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

