

October 2020



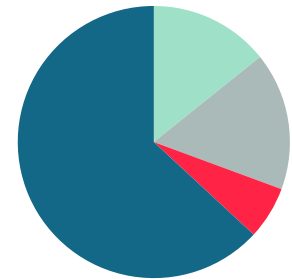
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	87	100	14.94%
Pending Listings	77	115	49.35%
New Listings	160	106	-33.75%
Average List Price	162,971	195,879	20.19%
Average Sale Price	155,256	184,917	19.10%
Average Percent of Selling Price to List Price	94.24%	94.79%	0.59%
Average Days on Market to Sale	49.82	57.79	16.01%
End of Month Inventory	668	443	-33.68%
Months Supply of Inventory	8.52	5.45	-36.06%



■ Closed (14.25%)
■ Pending (16.38%)
■ Other OffMarket (6.27%)
■ Active (63.11%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of October 31, 2020 = **443**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **33.68%** to 443 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **5.45** 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 **19.10%** in October 2020 to \$184,917 versus the previous year at \$155,256.

Average Days on Market Lengthens

The average number of **57.79** days that homes spent on the market before selling increased by 7.97 days or **16.01%** in October 2020 compared to last year's same month at **49.82** DOM.

Sales Success for October 2020 is Positive

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

There were 106 New Listings in October 2020, down **33.75%** from last year at 160. Furthermore, there were 100 Closed Listings this month versus last year at 87, a **14.94%** increase.

Closed versus Listed trends yielded a **94.3%** ratio, up from previous year's, October 2019, at **54.4%**, a **73.50%** 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

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

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

October 2020



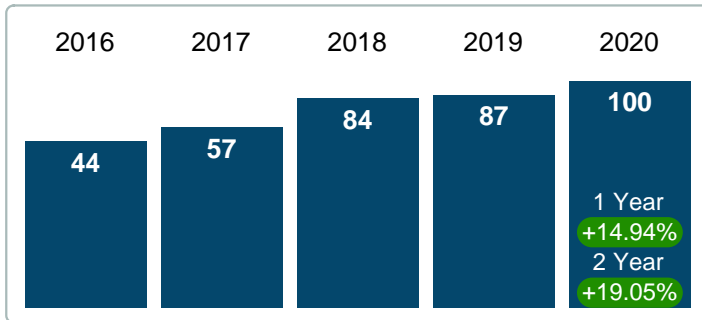
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



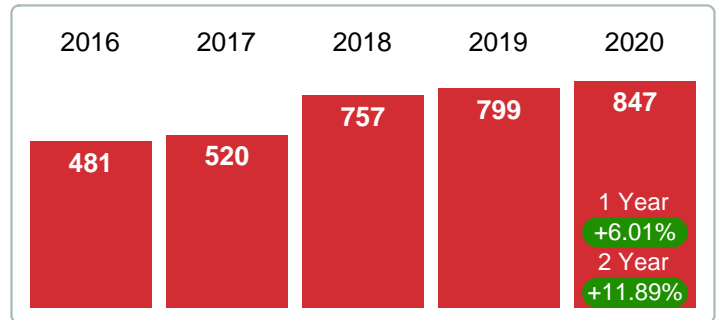
CLOSED LISTINGS

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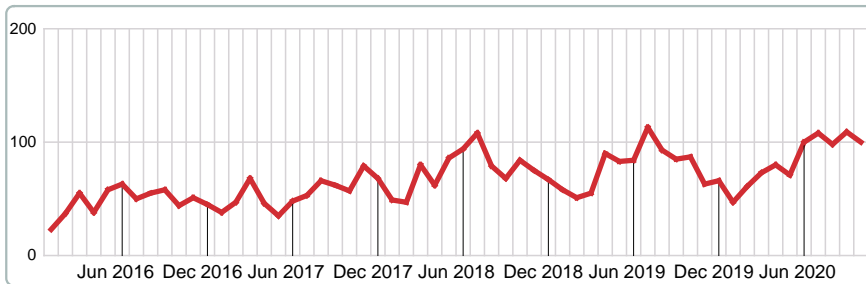
OCTOBER



YEAR TO DATE (YTD)

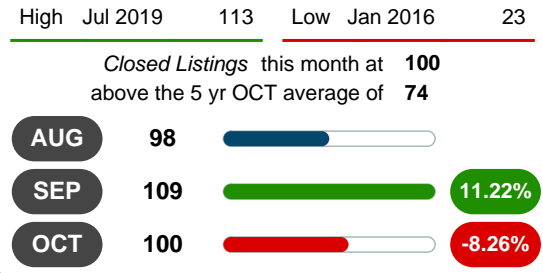


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



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	6	6.00%	45.2	6	0	0	0
\$25,001 - \$50,000	14	14.00%	75.5	14	0	0	0
\$50,001 - \$100,000	10	10.00%	67.1	4	5	1	0
\$100,001 - \$175,000	33	33.00%	36.0	12	21	0	0
\$175,001 - \$225,000	14	14.00%	30.6	3	8	3	0
\$225,001 - \$375,000	14	14.00%	77.7	2	6	5	1
\$375,001 and up	9	9.00%	119.6	2	3	2	2
Total Closed Units	100			43	43	11	3
Total Closed Volume	18,491,685	100%	57.8	5.27M	8.44M	3.25M	1.53M
Average Closed Price	\$184,917			\$122,577	\$196,316	\$295,845	\$508,333

October 2020



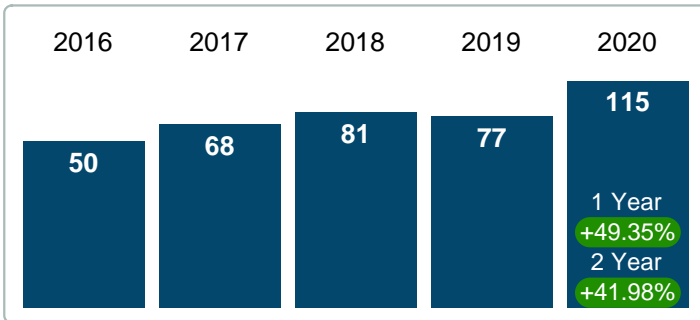
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



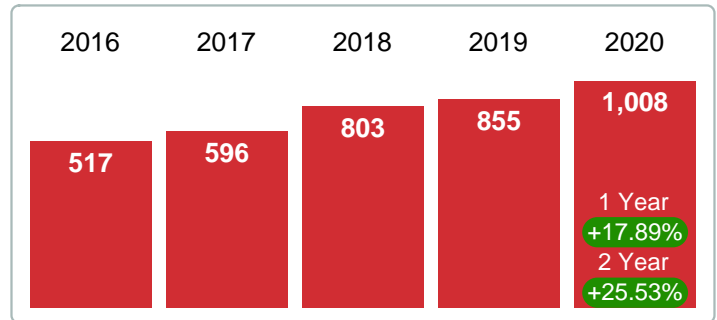
PENDING LISTINGS

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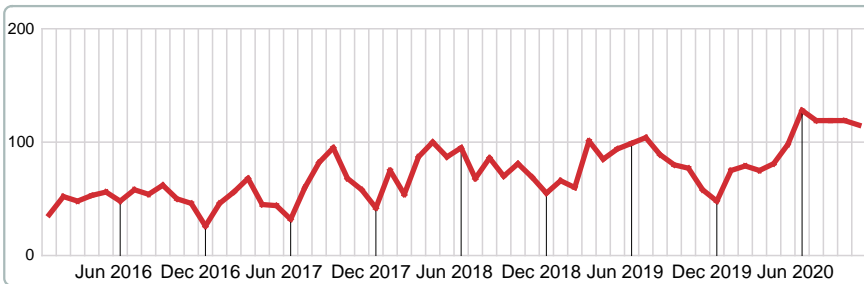
OCTOBER



YEAR TO DATE (YTD)

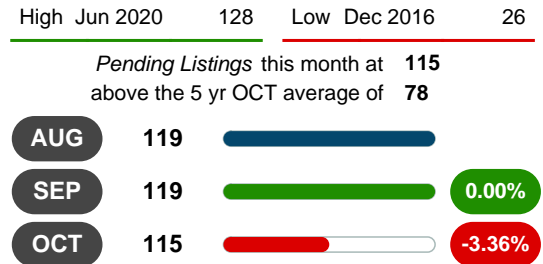


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.57%	104.3	9	1	1	0
\$30,001 - \$50,000	14	12.17%	79.0	13	1	0	0
\$50,001 - \$100,000	17	14.78%	56.4	11	5	1	0
\$100,001 - \$210,000	29	25.22%	57.5	11	14	4	0
\$210,001 - \$260,000	17	14.78%	78.0	5	10	2	0
\$260,001 - \$370,000	15	13.04%	59.8	2	7	6	0
\$370,001 and up	12	10.43%	90.2	3	2	4	3
Total Pending Units	115			54	40	18	3
Total Pending Volume	20,872,559	100%	87.2	6.24M	8.03M	5.01M	1.59M
Average Listing Price	\$146,245			\$115,542	\$200,750	\$278,550	\$529,800

October 2020



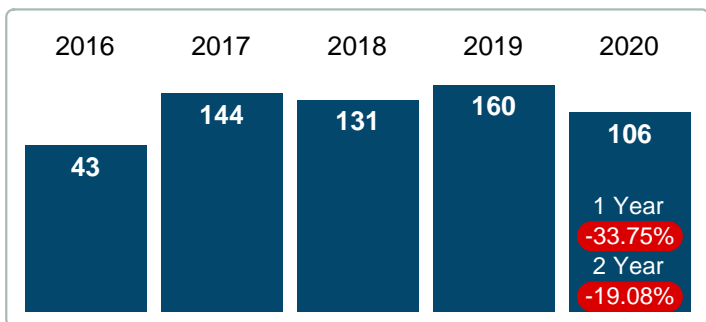
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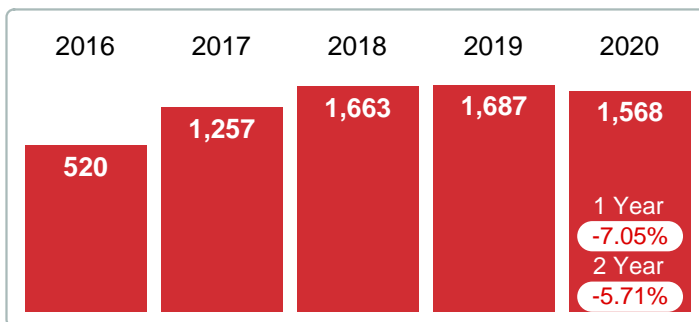
NEW LISTINGS

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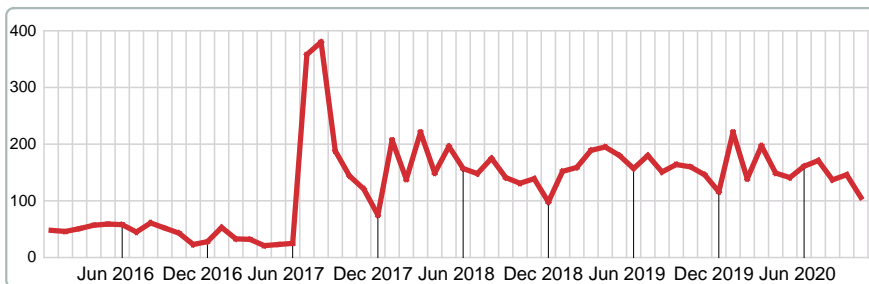
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117

High Aug 2017 380 Low Apr 2017 21

New Listings this month at 106
below the 5 yr OCT average of 117



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	11.32%	9	2	1	0
\$40,001 - \$60,000	6	5.66%	6	0	0	0
\$60,001 - \$110,000	19	17.92%	15	2	1	1
\$110,001 - \$190,000	27	25.47%	11	10	6	0
\$190,001 - \$280,000	19	17.92%	3	13	3	0
\$280,001 - \$430,000	12	11.32%	5	3	3	1
\$430,001 and up	11	10.38%	4	0	4	3
Total New Listed Units	106		53	30	18	5
Total New Listed Volume	27,217,326	100%	10.59M	5.94M	8.25M	2.44M
Average New Listed Listing Price	\$47,280		\$199,800	\$198,032	\$458,317	\$487,460

October 2020



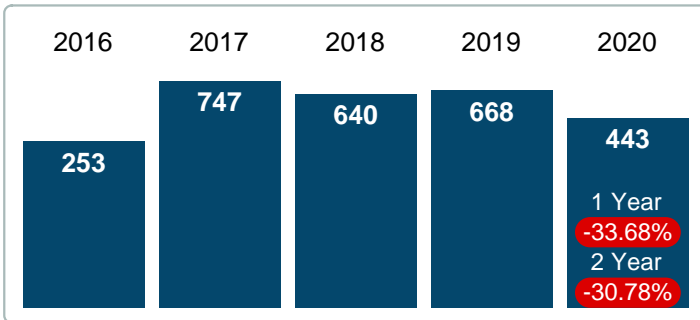
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



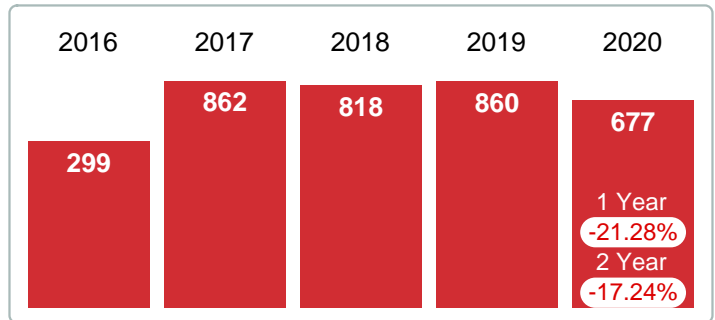
ACTIVE INVENTORY

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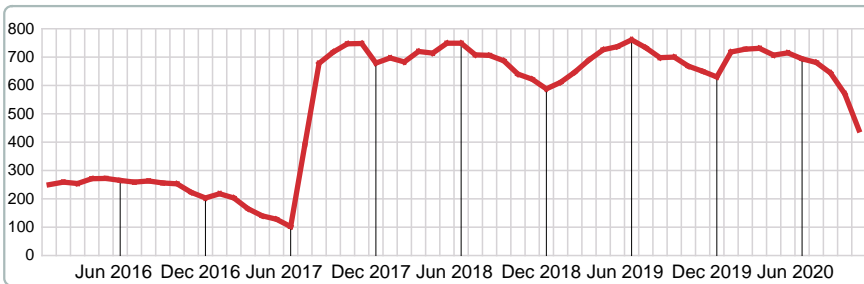
END OF OCTOBER



ACTIVE DURING OCTOBER

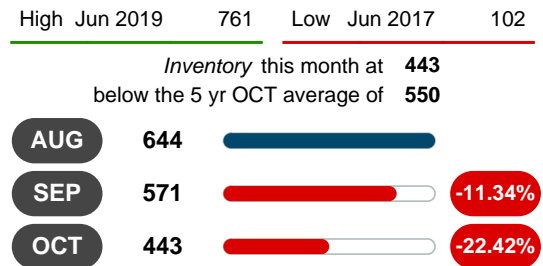


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 550



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	34	7.67%	189.0	34	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	124	27.99%	194.6	111	10	2	1
\$75,001 - \$175,000	112	25.28%	112.9	63	38	11	0
\$175,001 - \$350,000	76	17.16%	80.4	29	30	14	3
\$350,001 - \$575,000	52	11.74%	90.5	32	9	6	5
\$575,001 and up	45	10.16%	108.7	24	5	8	8
Total Active Inventory by Units	443			293	92	41	17
Total Active Inventory by Volume	112,045,752	100%	133.0	59.24M	19.95M	18.51M	14.34M
Average Active Inventory Listing Price	\$252,925			\$202,199	\$216,828	\$451,461	\$843,724

October 2020



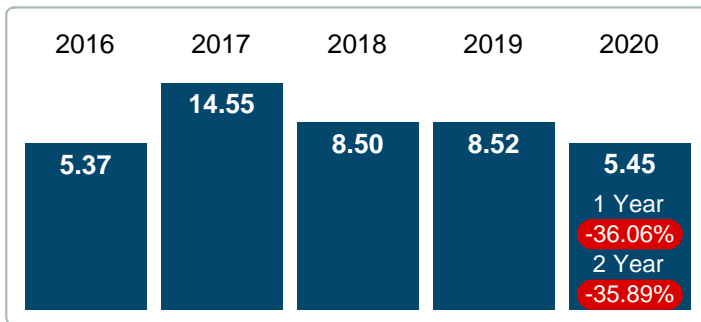
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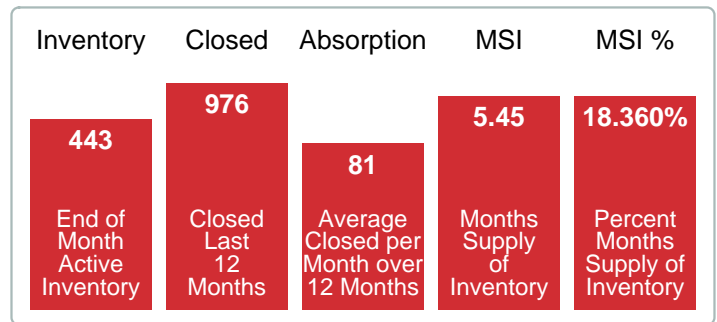
MONTHS SUPPLY of INVENTORY (MSI)

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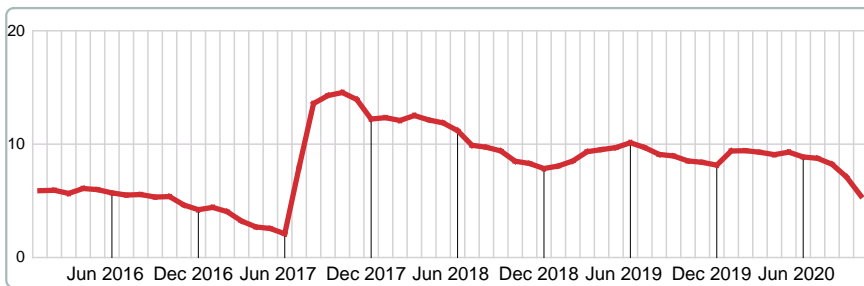
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

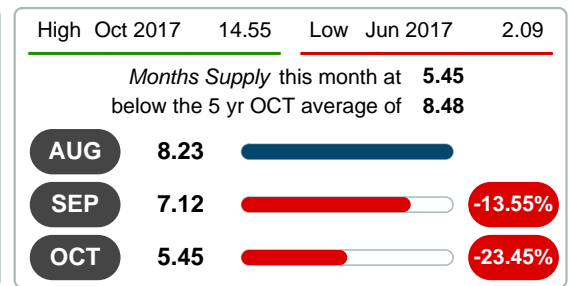


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.48



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
\$30,000 and less	69	15.58%	7.26	7.56	2.40	0.00	0.00
\$30,001 - \$40,000	40	9.03%	7.87	8.94	5.45	0.00	0.00
\$40,001 - \$80,000	51	11.51%	5.72	7.82	1.58	8.00	0.00
\$80,001 - \$180,000	114	25.73%	3.57	6.47	2.09	3.60	3.00
\$180,001 - \$350,000	72	16.25%	3.66	9.94	2.42	2.94	2.67
\$350,001 - \$580,000	52	11.74%	12.00	96.00	5.68	3.43	7.50
\$580,001 and up	45	10.16%	23.48	41.14	10.00	16.00	24.00
Market Supply of Inventory (MSI)			5.45	9.20	2.50	3.87	8.16
Total Active Inventory by Units		100%	5.45	293	92	41	17

October 2020



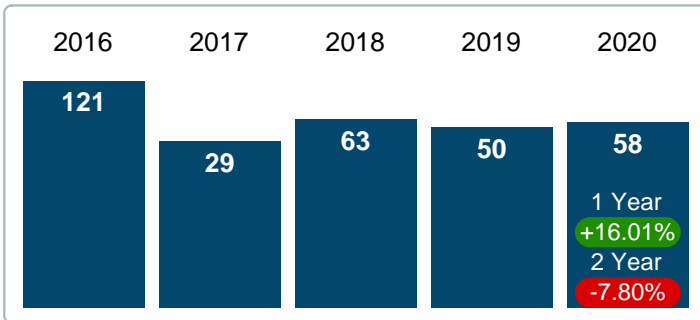
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



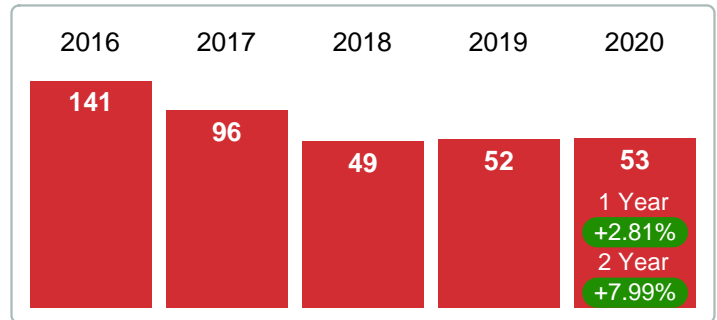
AVERAGE DAYS ON MARKET TO SALE

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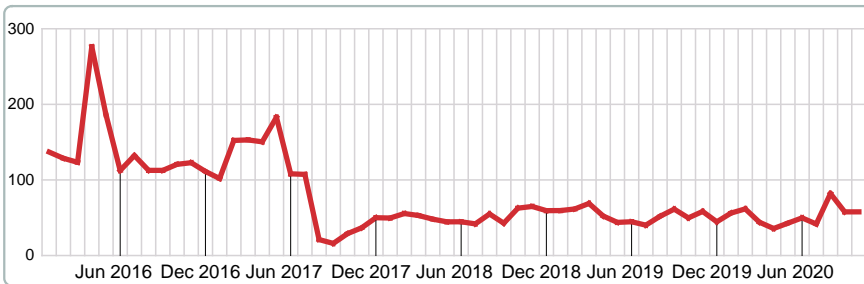
OCTOBER



YEAR TO DATE (YTD)

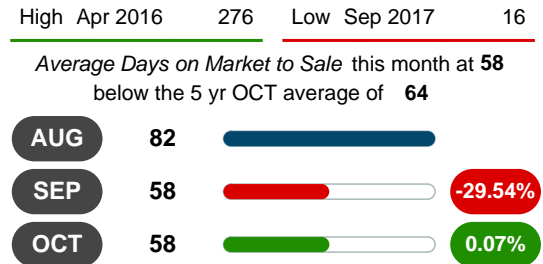


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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	6.00%	45	45	0	0	0
\$25,001 - \$50,000	14.00%	76	76	0	0	0
\$50,001 - \$100,000	10.00%	67	93	38	108	0
\$100,001 - \$175,000	33.00%	36	39	35	0	0
\$175,001 - \$225,000	14.00%	31	54	26	19	0
\$225,001 - \$375,000	14.00%	78	16	96	60	179
\$375,001 and up	9.00%	120	72	117	186	106
Average Closed DOM		58	58	48	76	130
Total Closed Units	100%	58	43	43	11	3
Total Closed Volume		18,491,685	5.27M	8.44M	3.25M	1.53M

October 2020



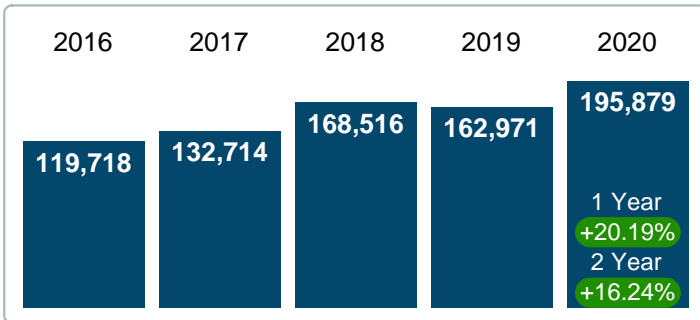
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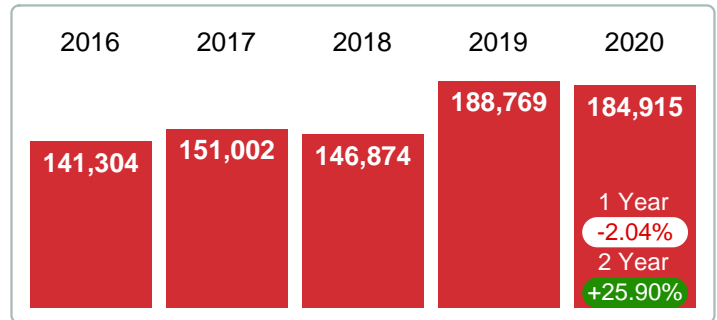
AVERAGE LIST PRICE AT CLOSING

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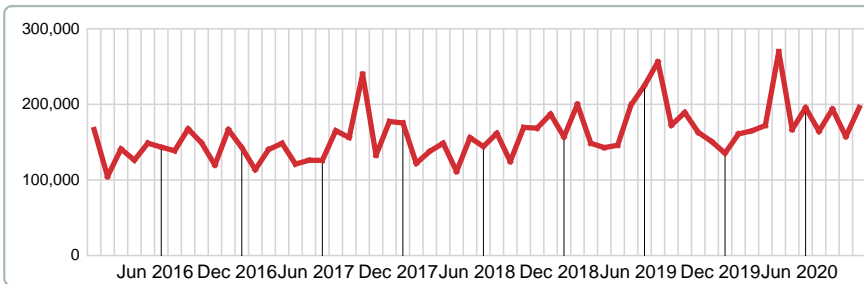
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

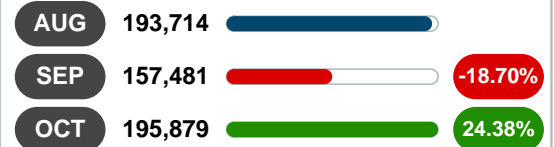


3 MONTHS

5 year OCT AVG = 155,960

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

Average List Price at Closing this month at **195,879**
above the 5 yr OCT average of **155,960**



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	4	4.00%	19,375	25,400	0	0	0
\$25,001 - \$50,000	16	16.00%	37,563	37,579	0	0	0
\$50,001 - \$100,000	10	10.00%	84,500	98,100	96,660	59,900	0
\$100,001 - \$175,000	30	30.00%	141,737	125,158	158,714	0	0
\$175,001 - \$225,000	16	16.00%	195,181	198,267	193,075	203,333	0
\$225,001 - \$375,000	14	14.00%	297,621	260,000	322,050	312,280	253,000
\$375,001 and up	10	10.00%	652,274	986,168	589,667	557,000	633,750
Average List Price			195,879	131,626	210,749	304,118	506,833
Total Closed Units		100%	195,879	43	43	11	3
Total Closed Volume			19,587,936	5.66M	9.06M	3.35M	1.52M

October 2020



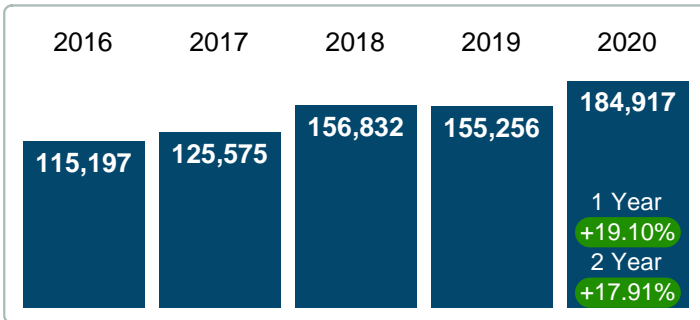
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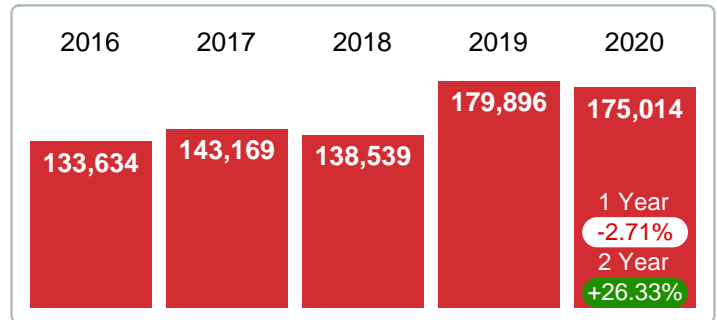
AVERAGE SOLD PRICE AT CLOSING

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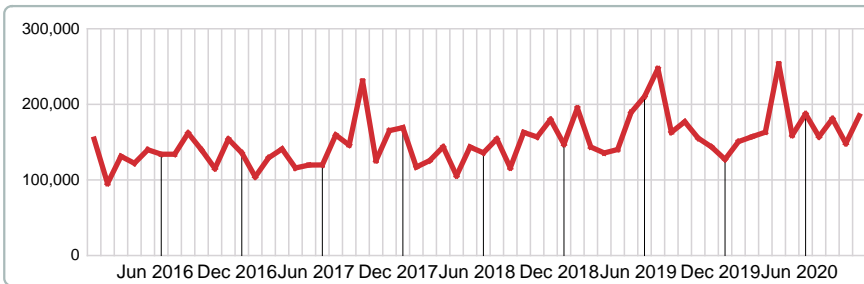
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

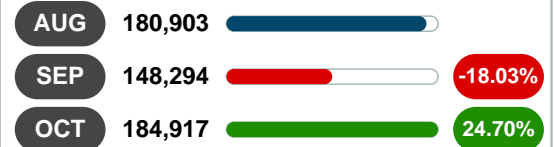


3 MONTHS

5 year OCT AVG = 147,555

High Apr 2020 253,498 Low Feb 2016 95,411

Average Sold Price at Closing this month at **184,917** above the 5 yr OCT average of **147,555**



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	6.00%	20,083	20,083	0	0	0
\$25,001 - \$50,000	14.00%	34,850	34,850	0	0	0
\$50,001 - \$100,000	10.00%	81,550	92,500	77,600	57,500	0
\$100,001 - \$175,000	33.00%	137,916	122,733	146,592	0	0
\$175,001 - \$225,000	14.00%	192,550	186,633	193,850	195,000	0
\$225,001 - \$375,000	14.00%	294,971	254,000	308,633	305,960	240,000
\$375,001 and up	9.00%	632,361	875,850	524,183	541,000	642,500
Average Sold Price		184,917	122,577	196,316	295,845	508,333
Total Closed Units	100%	184,917	43	43	11	3
Total Closed Volume		18,491,685	5.27M	8.44M	3.25M	1.53M

October 2020



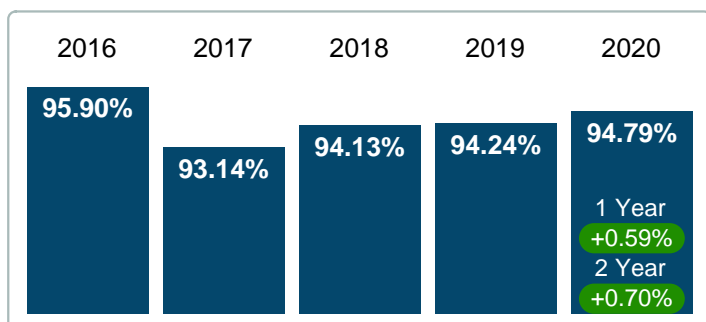
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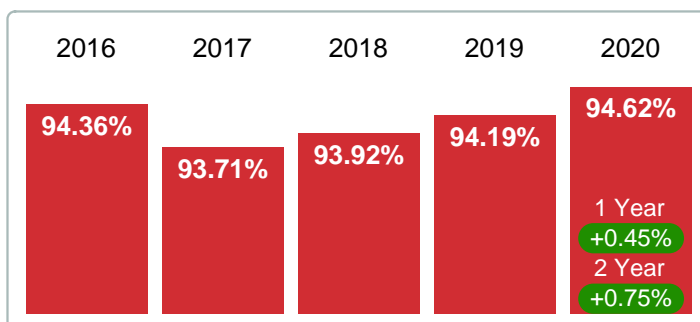
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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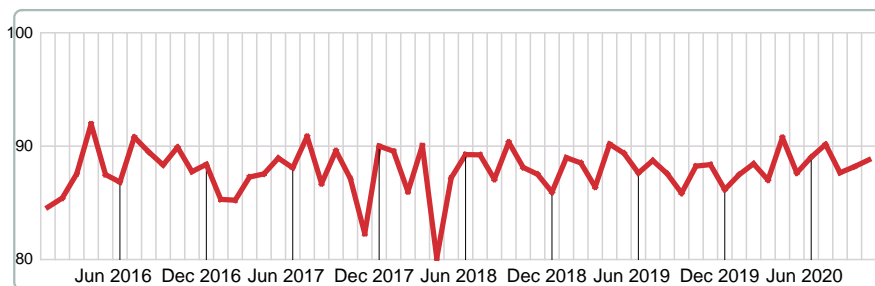
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

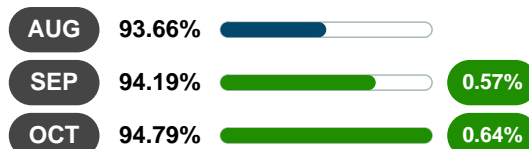


3 MONTHS

5 year OCT AVG = 94.44%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **94.79%**
above the 5 yr OCT average of **94.44%**



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	6	6.00%	86.89%	86.89%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	14	14.00%	93.21%	93.21%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	10	10.00%	89.45%	95.75%	83.09%	95.99%	0.00%
\$100,001 - \$175,000	33	33.00%	96.17%	99.14%	94.47%	0.00%	0.00%
\$175,001 - \$225,000	14	14.00%	98.20%	94.56%	100.45%	95.85%	0.00%
\$225,001 - \$375,000	14	14.00%	97.05%	97.78%	96.24%	98.17%	94.86%
\$375,001 and up	9	9.00%	94.60%	90.97%	90.21%	97.08%	102.34%
Average Sold/List Ratio		94.80%		94.42%	94.21%	97.14%	99.85%
Total Closed Units		100	100%	43	43	11	3
Total Closed Volume		18,491,685		5.27M	8.44M	3.25M	1.53M

October 2020



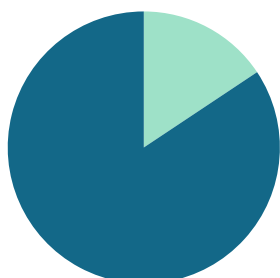
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

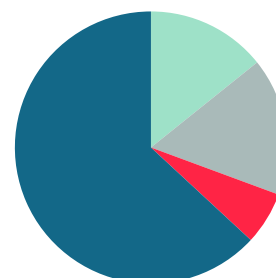


Inventory
 New Listings
106 = 15.66%
 Start Inventory
571
 Total Inventory Units
677
 Volume
\$163,292,513

Market Activity

Closed Sales
100 = 14.25%
 Pending Sales
115 = 16.38%
 Other Off Market
44 = 6.27%
 Active Inventory
443 = 63.11%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	87	100	14.94%	799	847	6.01%
Pending Sales	77	115	49.35%	855	1,008	17.89%
New Listings	160	106	-33.75%	1,687	1,568	-7.05%
Average List Price	162,971	195,879	20.19%	188,769	184,915	-2.04%
Average Sale Price	155,256	184,917	19.10%	179,896	175,014	-2.71%
Average Percent of Selling Price to List Price	94.24%	94.79%	0.59%	94.19%	94.62%	0.45%
Average Days on Market to Sale	49.82	57.79	16.01%	51.81	53.27	2.81%
Monthly Inventory	668	443	-33.68%	668	443	-33.68%
Months Supply of Inventory	8.52	5.45	-36.06%	8.52	5.45	-36.06%

Absorption: Last 12 months, an Average of **81** Sales/Month

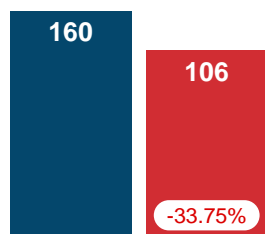
Inventory on October 31, 2020 = **443**

2019 **2020**

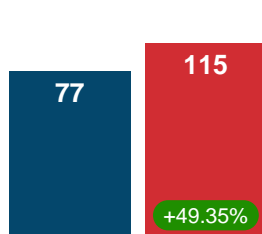
OCTOBER MARKET

AVERAGE PRICES

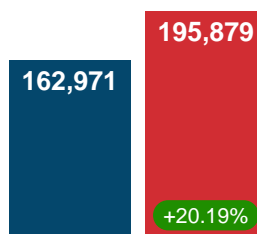
New Listings



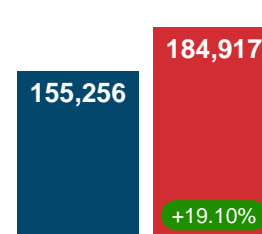
Pending Listings



List Price



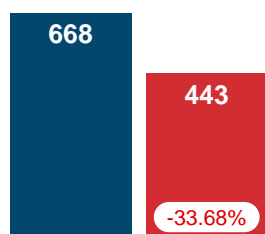
Sale Price



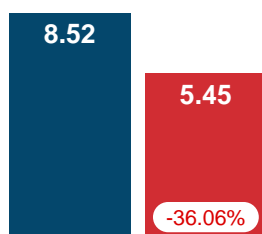
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

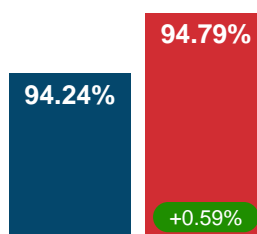
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

