

October 2020



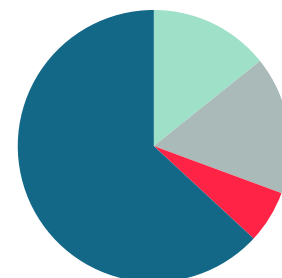
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	147,500	158,450	7.42%
Median Sale Price	135,000	141,886	5.10%
Median Percent of Selling Price to List Price	95.79%	97.45%	1.73%
Median Days on Market to Sale	30.00	31.50	5.00%
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.

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 **5.10%** in October 2020 to \$141,886 versus the previous year at \$135,000.

Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 1.50 days or **5.00%** in October 2020 compared to last year's same month at **30.00** DOM.

Sales Success for October 2020 is Positive

Overall, with Median 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.

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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

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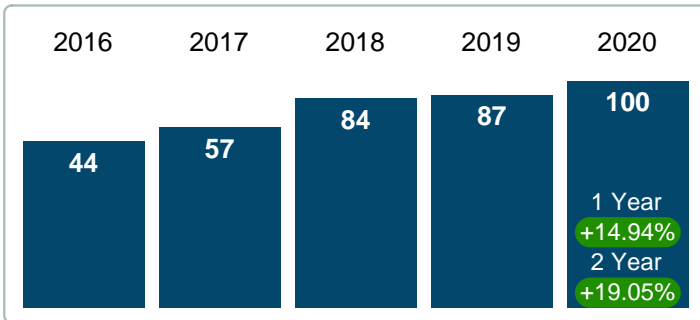
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



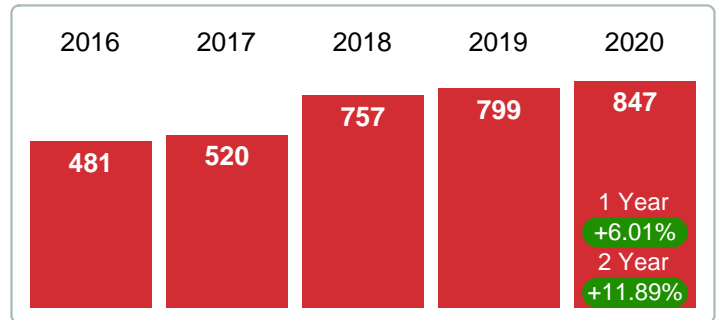
CLOSED LISTINGS

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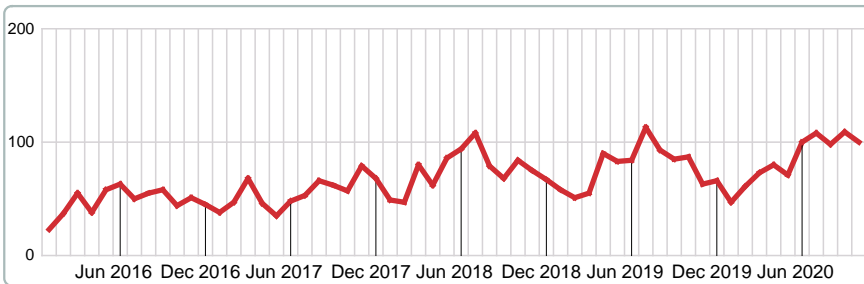
OCTOBER



YEAR TO DATE (YTD)

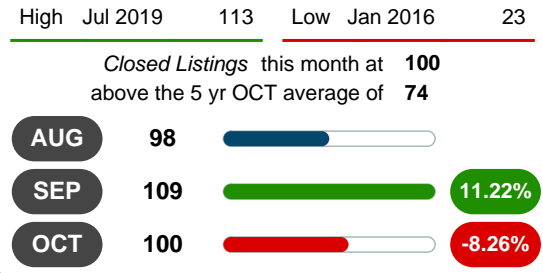


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	10.00%	21.0	10	0	0	0
\$30,001 - \$60,000	12	12.00%	81.0	10	1	1	0
\$60,001 - \$110,000	15	15.00%	11.0	9	6	0	0
\$110,001 - \$170,000	24	24.00%	9.0	7	17	0	0
\$170,001 - \$230,000	16	16.00%	15.5	3	10	3	0
\$230,001 - \$370,000	13	13.00%	51.0	2	5	5	1
\$370,001 and up	10	10.00%	119.0	2	4	2	2
Total Closed Units	100			43	43	11	3
Total Closed Volume	18,491,685	100%	31.5	5.27M	8.44M	3.25M	1.53M
Median Closed Price	\$141,886			\$92,500	\$169,900	\$260,000	\$635,000

October 2020



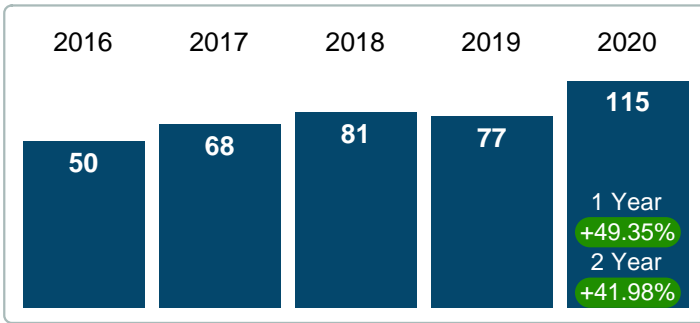
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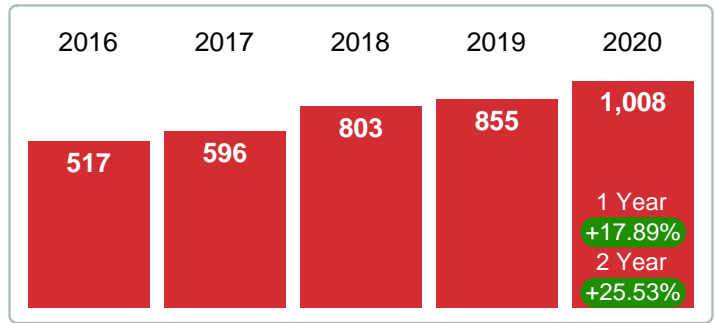
PENDING LISTINGS

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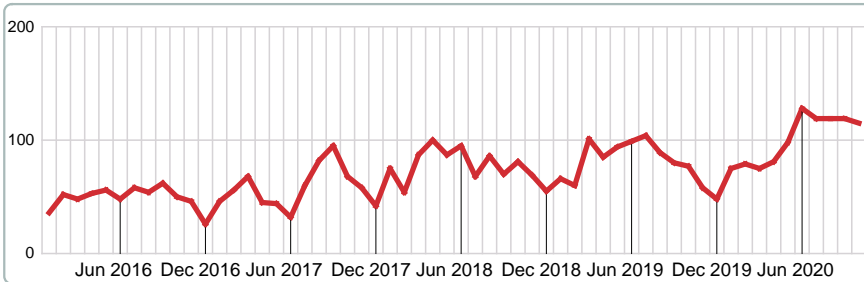
OCTOBER



YEAR TO DATE (YTD)

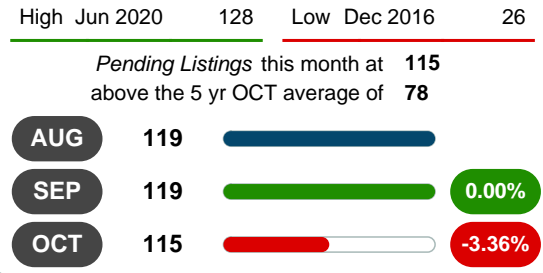


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	5.22%	32.0	4	1	1	0
\$25,001 - \$50,000	19	16.52%	46.0	18	1	0	0
\$50,001 - \$100,000	17	14.78%	38.0	11	5	1	0
\$100,001 - \$200,000	29	25.22%	59.0	11	14	4	0
\$200,001 - \$250,000	17	14.78%	38.0	5	10	2	0
\$250,001 - \$375,000	17	14.78%	54.0	3	8	6	0
\$375,001 and up	10	8.70%	60.5	2	1	4	3
Total Pending Units	115			54	40	18	3
Total Pending Volume	20,872,559	100%	49.0	6.24M	8.03M	5.01M	1.59M
Median Listing Price	\$159,000			\$69,120	\$190,750	\$287,500	\$580,000

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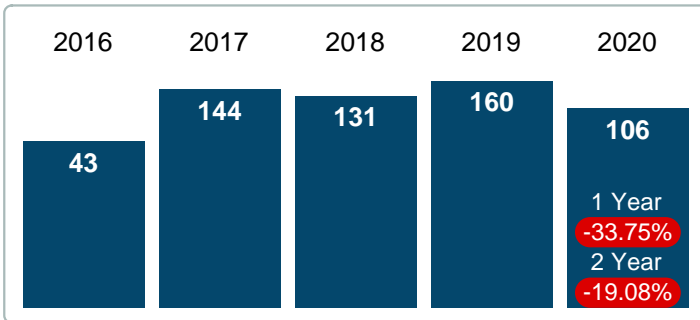
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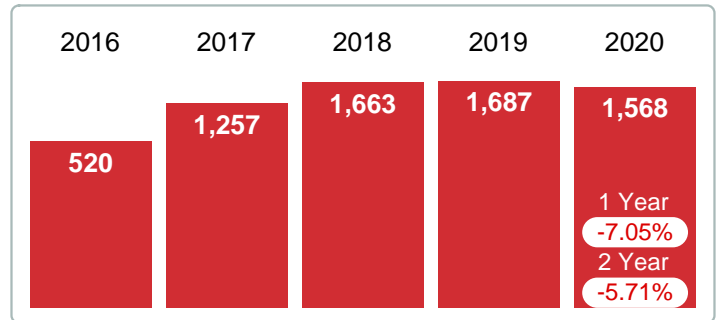
NEW LISTINGS

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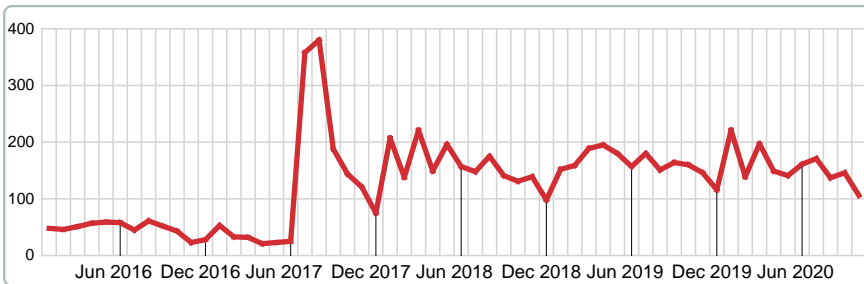
OCTOBER



YEAR TO DATE (YTD)

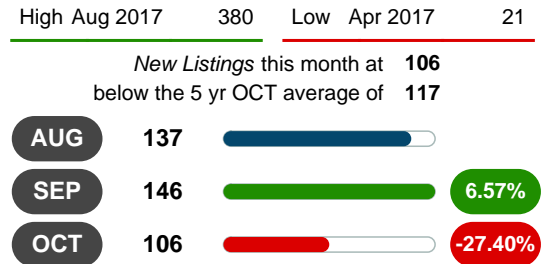


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117



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	3	2.83%	1	1	1	0
\$25,001 - \$50,000	13	12.26%	12	1	0	0
\$50,001 - \$100,000	18	16.98%	14	2	1	1
\$100,001 - \$175,000	25	23.58%	12	8	5	0
\$175,001 - \$275,000	23	21.70%	5	15	3	0
\$275,001 - \$425,000	12	11.32%	5	3	3	1
\$425,001 and up	12	11.32%	4	0	5	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
Median New Listed Listing Price	\$167,450		\$100,000	\$201,125	\$228,500	\$585,000

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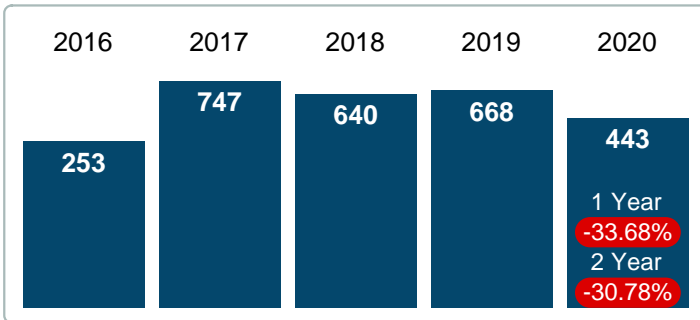
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



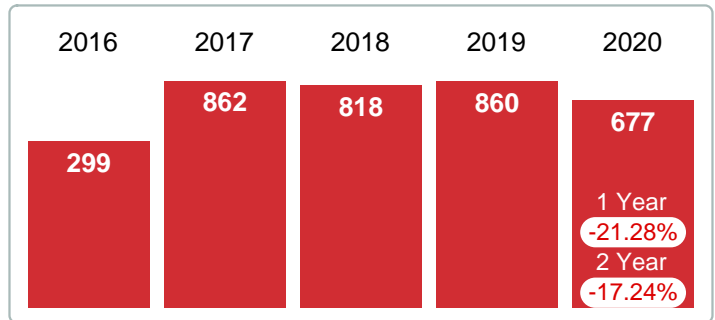
ACTIVE INVENTORY

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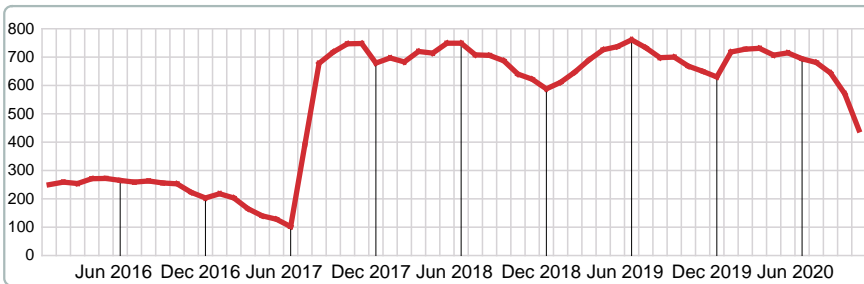
END OF OCTOBER



ACTIVE DURING OCTOBER

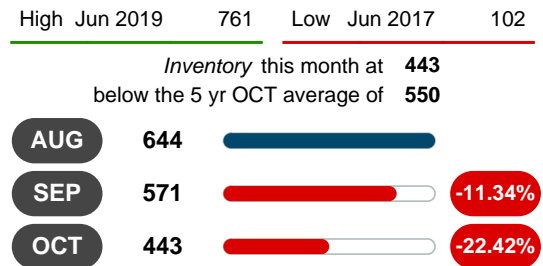


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 550



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	69	15.58%	172.0	68	1	0	0
\$30,001 - \$40,000	40	9.03%	214.0	35	5	0	0
\$40,001 - \$80,000	51	11.51%	89.0	43	5	2	1
\$80,001 - \$180,000	114	25.73%	76.5	62	39	12	1
\$180,001 - \$350,000	72	16.25%	58.5	29	28	13	2
\$350,001 - \$580,000	52	11.74%	71.5	32	9	6	5
\$580,001 and up	45	10.16%	94.0	24	5	8	8
Total Active Inventory by Units	443			293	92	41	17
Total Active Inventory by Volume	112,045,752	100%	94.0	59.24M	19.95M	18.51M	14.34M
Median Active Inventory Listing Price	\$129,900			\$85,000	\$173,500	\$259,000	\$485,000

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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



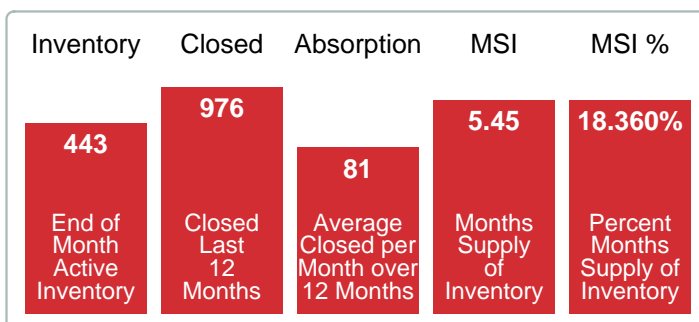
MONTHS SUPPLY of INVENTORY (MSI)

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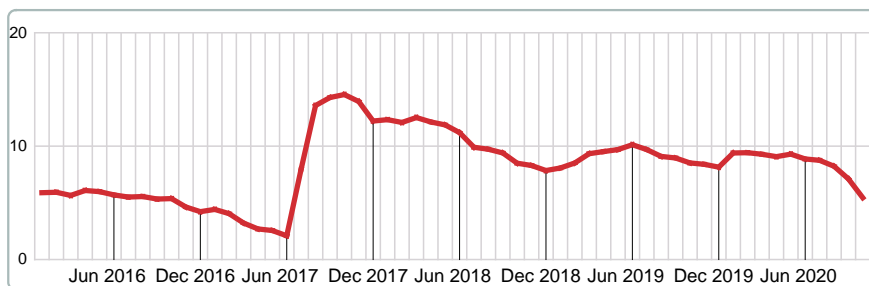
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

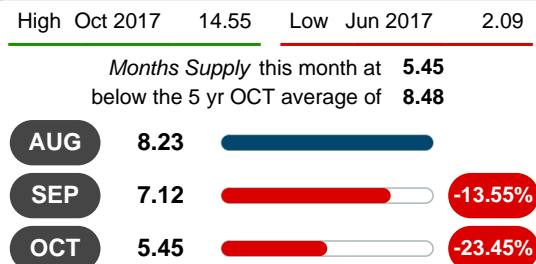


5 YEAR MARKET ACTIVITY TRENDS



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

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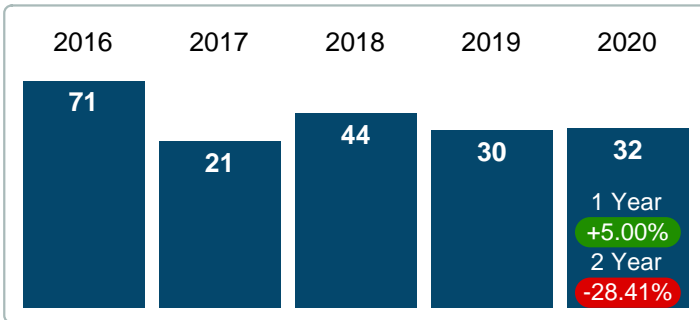
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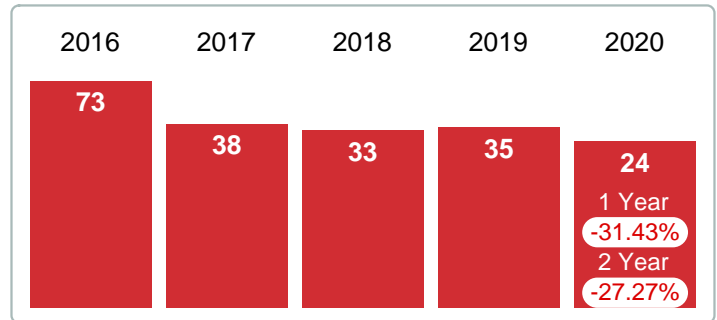
MEDIAN DAYS ON MARKET TO SALE

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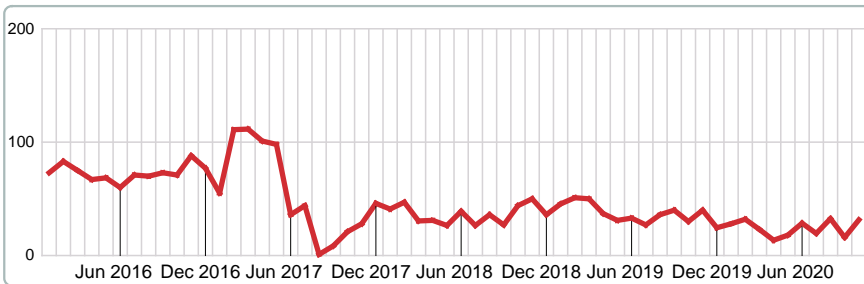
OCTOBER



YEAR TO DATE (YTD)

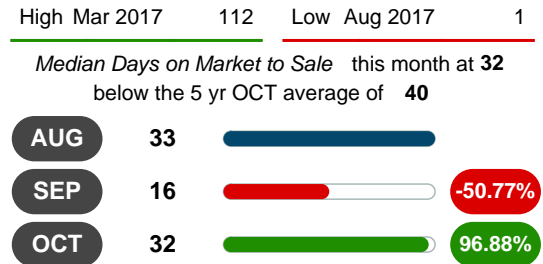


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



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
\$30,000 and less	10	21	21	0	0	0
\$30,001 - \$60,000	12	81	81	26	108	0
\$60,001 - \$110,000	15	11	11	14	0	0
\$110,001 - \$170,000	24	9	8	16	0	0
\$170,001 - \$230,000	16	16	69	13	12	0
\$230,001 - \$370,000	13	51	16	133	51	179
\$370,001 and up	10	119	72	94	186	106
Median Closed DOM		32	25	24	51	120
Total Closed Units		100	43	43	11	3
Total Closed Volume		18,491,685	5.27M	8.44M	3.25M	1.53M

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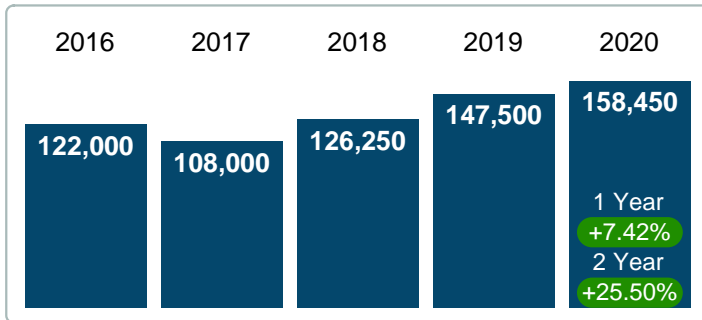
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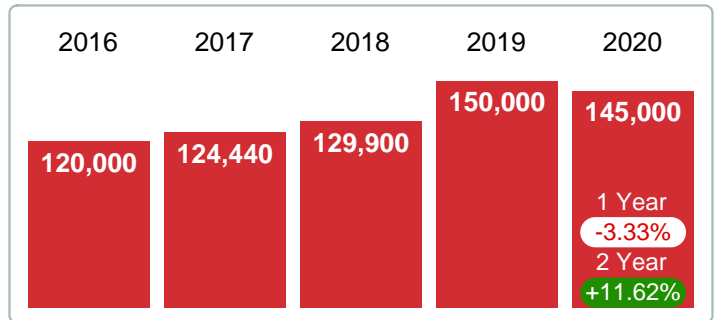
MEDIAN LIST PRICE AT CLOSING

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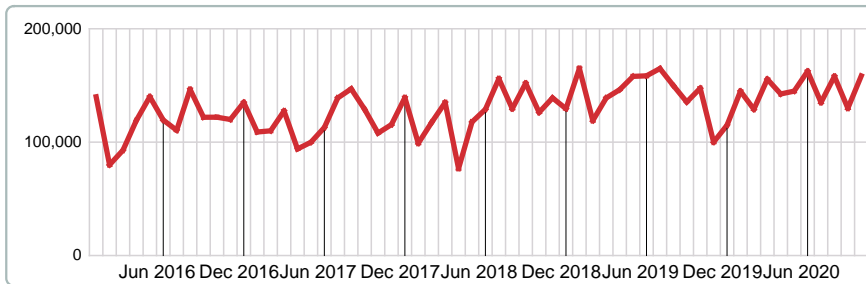
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132,440

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

Median List Price at Closing this month at **158,450**
 above the 5 yr OCT average of **132,440**



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
\$25,000 and less	4	4.00%	20,000	20,000	0	0	0
\$25,001 - \$50,000	16	16.00%	39,900	39,900	0	0	0
\$50,001 - \$100,000	10	10.00%	86,250	86,250	95,900	59,900	0
\$100,001 - \$175,000	30	30.00%	139,900	127,450	158,450	0	0
\$175,001 - \$225,000	16	16.00%	189,900	189,900	189,900	205,000	0
\$225,001 - \$375,000	14	14.00%	291,400	260,000	312,450	339,000	253,000
\$375,001 and up	10	10.00%	584,000	986,168	492,500	557,000	633,750
Median List Price			158,450	85,000	174,900	275,000	568,500
Total Closed Units		100%	158,450	43	43	11	3
Total Closed Volume			19,587,936	5.66M	9.06M	3.35M	1.52M

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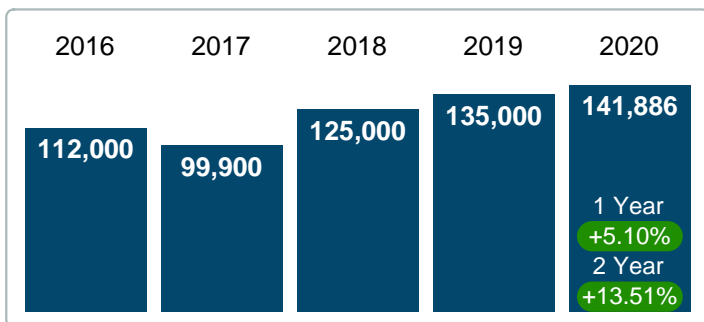
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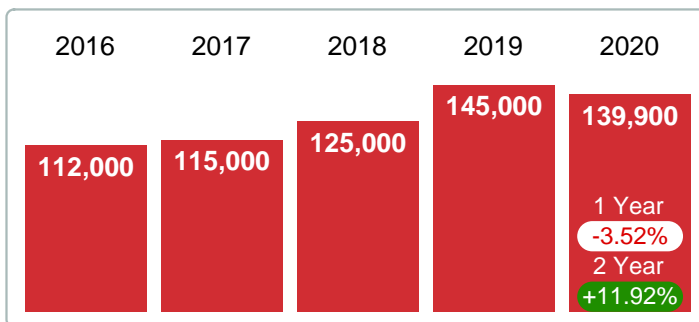
MEDIAN SOLD PRICE AT CLOSING

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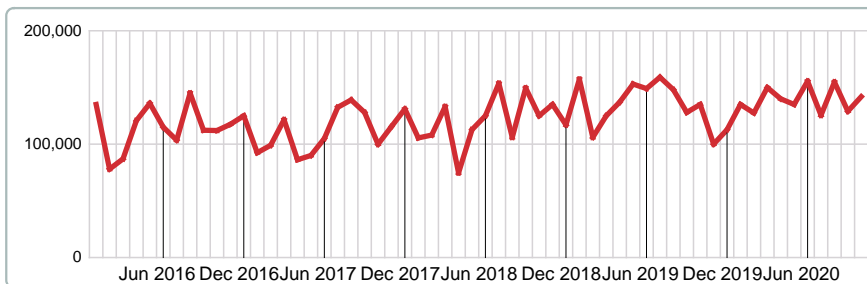
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 122,757

High Jul 2019 159,000 Low Apr 2018 74,700
 Median Sold Price at Closing this month at **141,886**
 above the 5 yr OCT average of **122,757**

AUG	154,750	<div style="width: 80%;"></div>
SEP	129,000	<div style="width: 60%; background-color: red;"></div> -16.64%
OCT	141,886	<div style="width: 90%; background-color: green;"></div> 9.99%

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	
\$30,000 and less	10	10.00%	24,000	24,000	0	0	
\$30,001 - \$60,000	12	12.00%	38,000	36,250	58,000	57,500	
\$60,001 - \$110,000	15	15.00%	100,000	105,000	95,000	0	
\$110,001 - \$170,000	24	24.00%	140,886	135,000	156,000	0	
\$170,001 - \$230,000	16	16.00%	186,200	180,000	188,650	185,000	
\$230,001 - \$370,000	13	13.00%	282,900	254,000	314,000	315,000	
\$370,001 and up	10	10.00%	606,000	875,850	449,500	541,000	
Median Sold Price		141,886		92,500	169,900	260,000	635,000
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



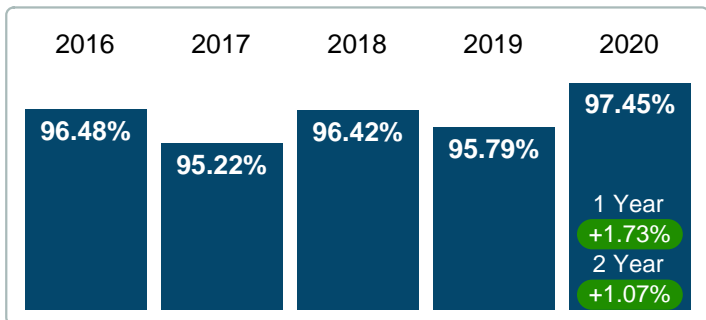
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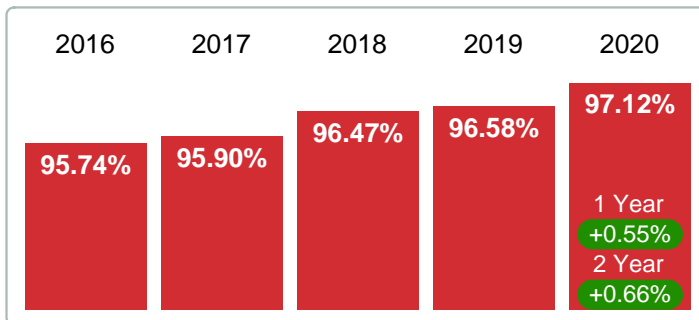
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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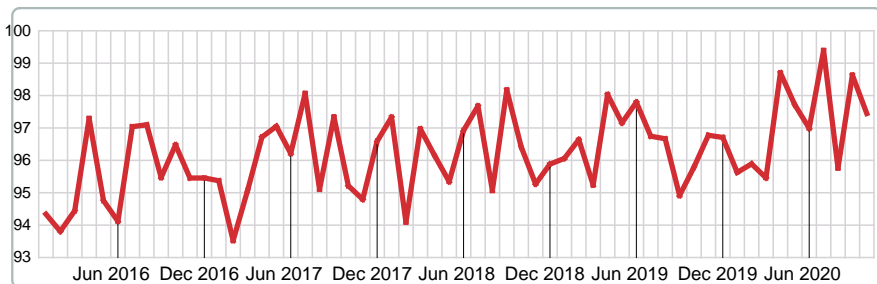
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

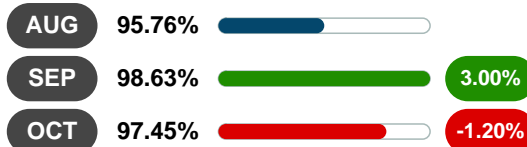


3 MONTHS

5 year OCT AVG = 96.27%

High Jul 2020 99.39% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.45%**
above the 5 yr OCT average of **96.27%**



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
\$30,000 and less	10	10.00%	95.99%	95.99%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	12	12.00%	94.77%	94.77%	92.80%	95.99%	0.00%
\$60,001 - \$110,000	15	15.00%	94.12%	100.00%	89.61%	0.00%	0.00%
\$110,001 - \$170,000	24	24.00%	99.16%	97.13%	99.44%	0.00%	0.00%
\$170,001 - \$230,000	16	16.00%	99.86%	94.79%	100.00%	97.30%	0.00%
\$230,001 - \$370,000	13	13.00%	96.62%	97.78%	96.62%	97.14%	94.86%
\$370,001 and up	10	10.00%	94.98%	90.97%	89.98%	97.08%	102.34%
Median Sold/List Ratio		97.45%		96.94%	98.52%	97.14%	94.86%
Total Closed Units		100	100%	43	43	11	3
Total Closed Volume		18,491,685		5.27M	8.44M	3.25M	1.53M

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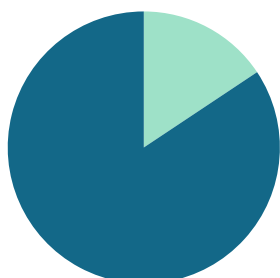
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

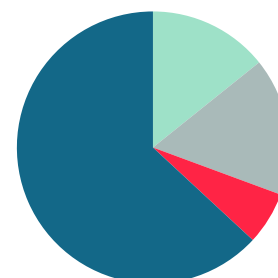


Inventory
 New Listings
106 = 15.66%
 Start Inventory
571
 Total Inventory Units
677
 Volume
\$163,292,513

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%
Median List Price	147,500	158,450	7.42%	150,000	145,000	-3.33%
Median Sale Price	135,000	141,886	5.10%	145,000	139,900	-3.52%
Median Percent of Selling Price to List Price	95.79%	97.45%	1.73%	96.58%	97.12%	0.55%
Median Days on Market to Sale	30.00	31.50	5.00%	35.00	24.00	-31.43%
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

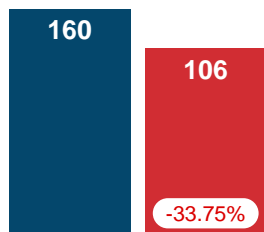
Inventory on October 31, 2020 = **443**

2019 **2020**

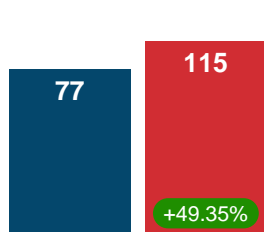
OCTOBER MARKET

MEDIAN PRICES

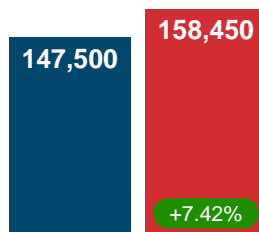
New Listings



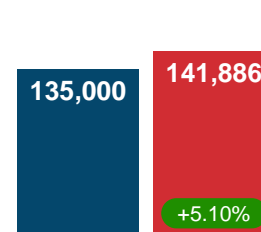
Pending Listings



List Price



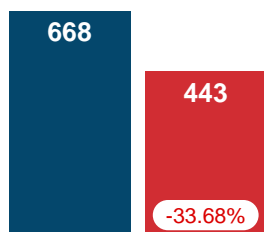
Sale Price



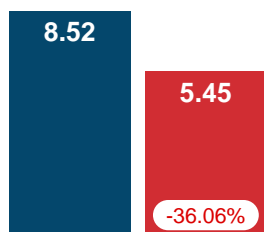
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

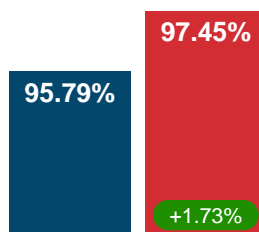
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

