



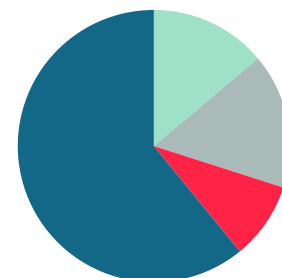
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	85	109	28.24%
Pending Listings	80	126	57.50%
New Listings	164	146	-10.98%
Average List Price	189,204	157,481	-16.77%
Average Sale Price	176,995	148,294	-16.22%
Average Percent of Selling Price to List Price	91.86%	94.19%	2.54%
Average Days on Market to Sale	61.34	57.75	-5.85%
End of Month Inventory	700	478	-31.71%
Months Supply of Inventory	8.96	5.96	-33.49%



■ Closed (13.89%)
■ Pending (16.05%)
■ Other OffMarket (9.17%)
■ Active (60.89%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of September 30, 2020 = **478**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **31.71%** to 478 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **5.96** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **16.22%** in September 2020 to \$148,294 versus the previous year at \$176,995.

Average Days on Market Shortens

The average number of **57.75** days that homes spent on the market before selling decreased by 3.59 days or **5.85%** in September 2020 compared to last year's same month at **61.34** DOM.

Sales Success for September 2020 is Positive

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

There were 146 New Listings in September 2020, down **10.98%** from last year at 164. Furthermore, there were 109 Closed Listings this month versus last year at 85, a **28.24%** increase.

Closed versus Listed trends yielded a **74.7%** ratio, up from previous year's, September 2019, at **51.8%**, a **44.05%** 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 2020



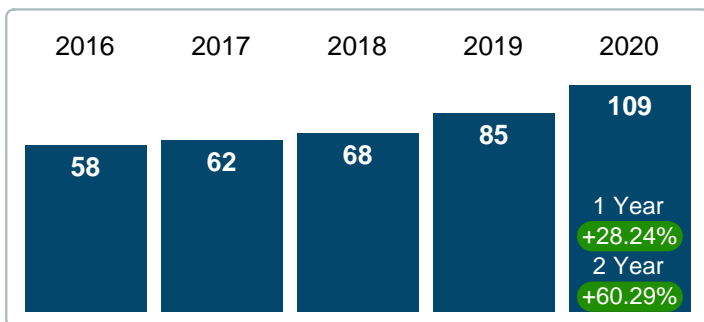
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



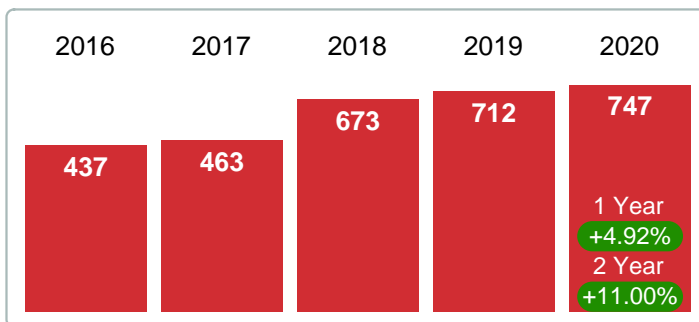
CLOSED LISTINGS

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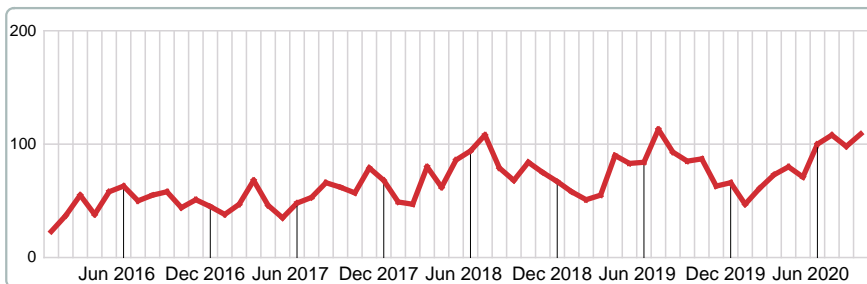
SEPTEMBER



YEAR TO DATE (YTD)

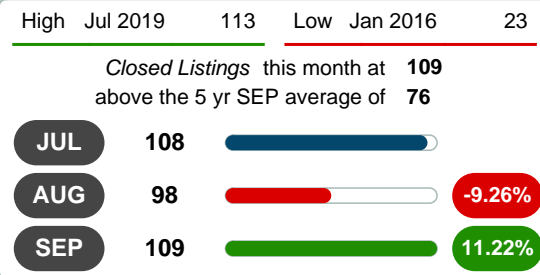


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 76



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	4.59%	55.8	5	0	0	0
\$20,001 - \$50,000	19	17.43%	145.4	18	1	0	0
\$50,001 - \$90,000	18	16.51%	36.0	13	4	1	0
\$90,001 - \$140,000	23	21.10%	31.5	7	14	2	0
\$140,001 - \$180,000	15	13.76%	39.7	7	6	2	0
\$180,001 - \$290,000	20	18.35%	33.8	2	15	3	0
\$290,001 and up	9	8.26%	67.6	1	5	2	1
Total Closed Units	109			53	45	10	1
Total Closed Volume	16,164,013	100%	57.8	5.06M	8.16M	2.60M	340.00K
Average Closed Price	\$148,294			\$95,520	\$181,277	\$260,400	\$340,000

September 2020



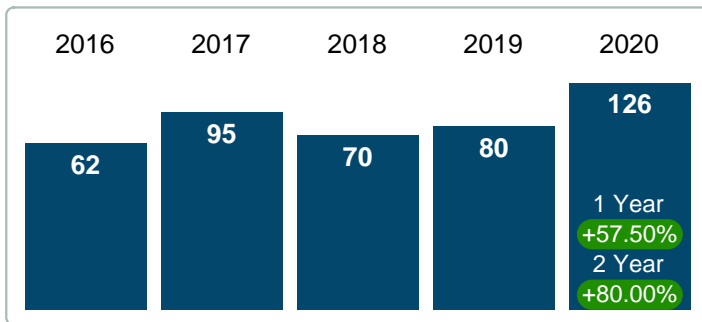
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



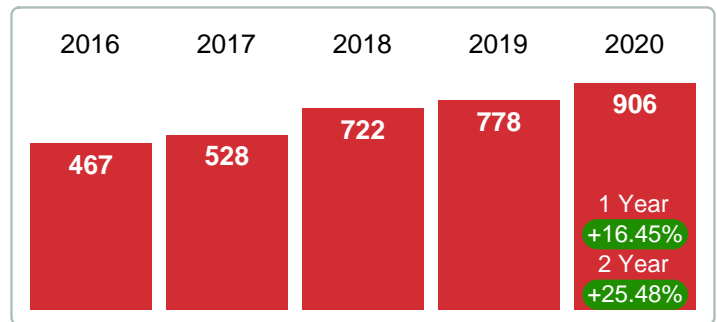
PENDING LISTINGS

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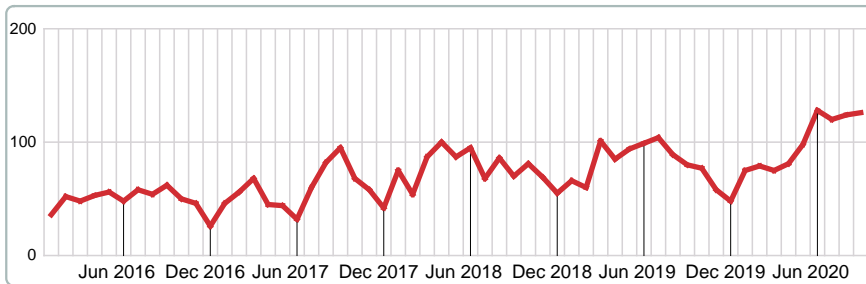
SEPTEMBER



YEAR TO DATE (YTD)

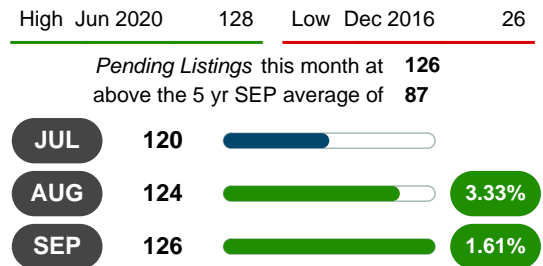


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 87



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	3.17%	31.5	4	0	0	0
\$25,001 - \$50,000	24	19.05%	89.2	24	0	0	0
\$50,001 - \$100,000	17	13.49%	31.6	6	10	1	0
\$100,001 - \$175,000	33	26.19%	23.3	11	20	2	0
\$175,001 - \$225,000	19	15.08%	47.1	3	12	3	1
\$225,001 - \$425,000	16	12.70%	55.6	5	5	5	1
\$425,001 and up	13	10.32%	83.5	5	4	1	3
Total Pending Units	126			58	51	12	5
Total Pending Volume	24,010,586	100%	59.0	8.93M	9.74M	3.07M	2.28M
Average Listing Price	\$152,490			\$153,916	\$190,921	\$255,792	\$455,400

September 2020



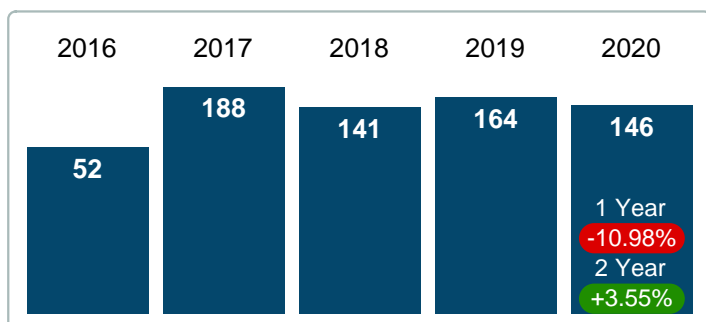
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



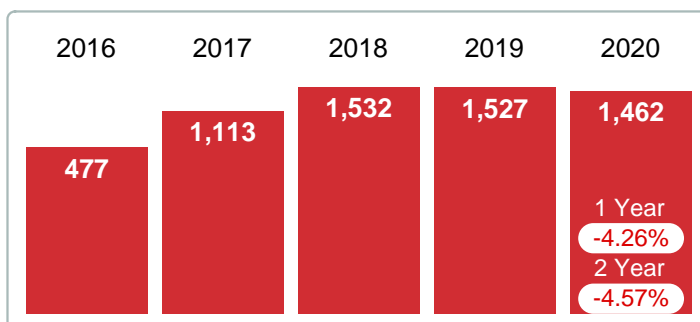
NEW LISTINGS

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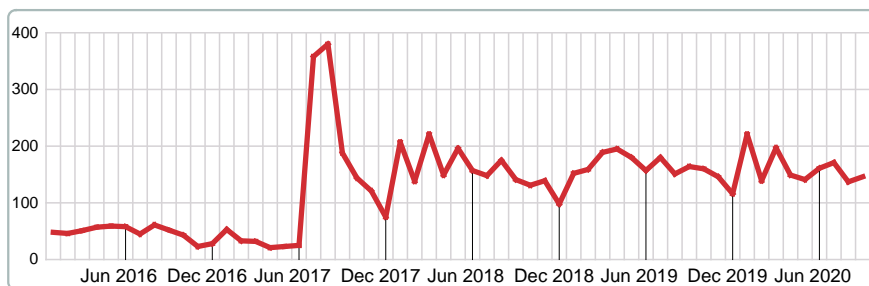
SEPTEMBER



YEAR TO DATE (YTD)

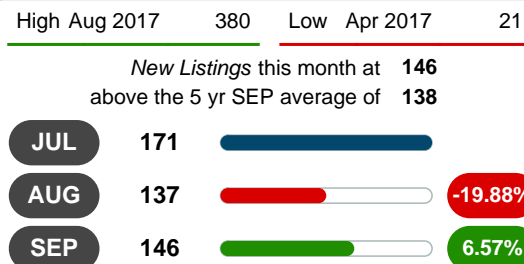


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 138



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	15	10.27%	13	2	0	0
\$40,001 - \$90,000	18	12.33%	6	10	2	0
\$90,001 - \$110,000	20	13.70%	14	5	1	0
\$110,001 - \$210,000	38	26.03%	12	22	4	0
\$210,001 - \$330,000	21	14.38%	10	6	5	0
\$330,001 - \$450,000	17	11.64%	5	4	6	2
\$450,001 and up	17	11.64%	8	6	1	2
Total New Listed Units	146		68	55	19	4
Total New Listed Volume	37,365,529	100%	13.60M	10.91M	4.90M	7.95M
Average New Listed Listing Price	\$149,310		\$200,034	\$198,377	\$257,768	\$1,988,725

September 2020



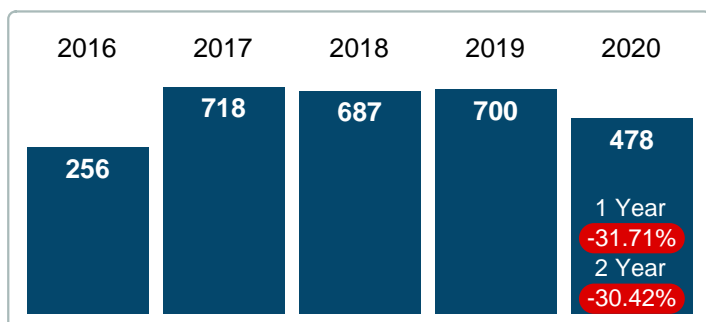
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



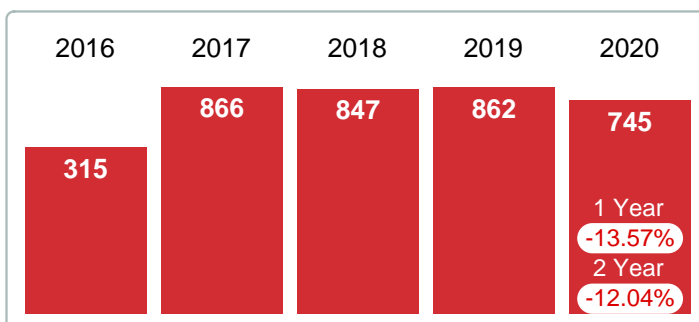
ACTIVE INVENTORY

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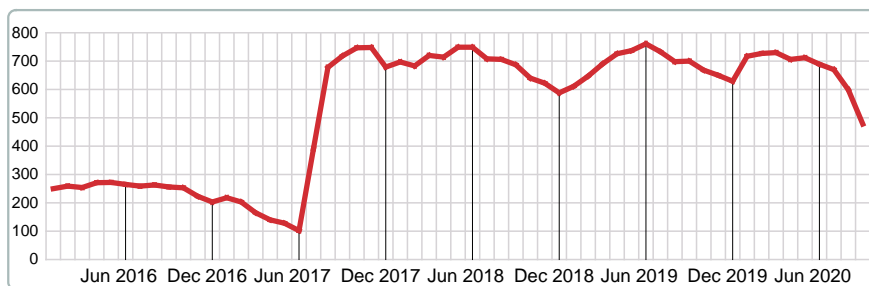
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

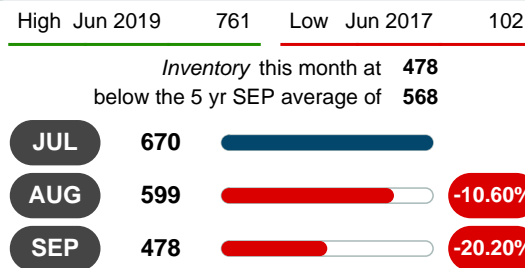


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 568



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	7.74%	152.5	37	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	130	27.20%	179.2	115	12	3	0
\$75,001 - \$200,000	133	27.82%	104.9	75	50	7	1
\$200,001 - \$350,000	71	14.85%	78.3	28	25	17	1
\$350,001 - \$575,000	59	12.34%	83.1	32	11	9	7
\$575,001 and up	48	10.04%	107.4	26	7	7	8
Total Active Inventory by Units	478			313	105	43	17
Total Active Inventory by Volume	118,862,002	100%	122.4	63.05M	23.56M	17.13M	15.13M
Average Active Inventory Listing Price	\$248,665			\$201,445	\$224,345	\$398,271	\$889,876

September 2020



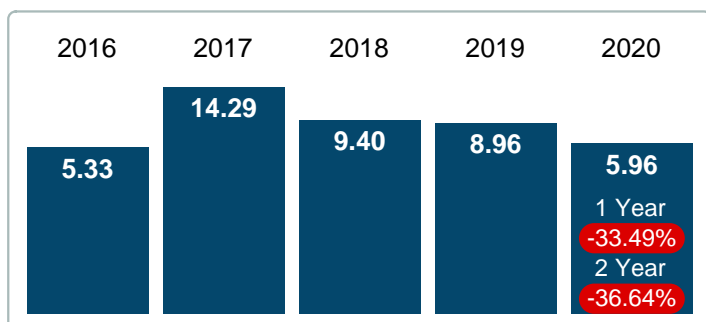
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



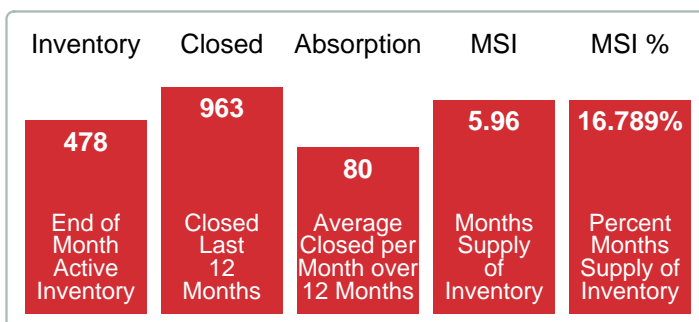
MONTHS SUPPLY of INVENTORY (MSI)

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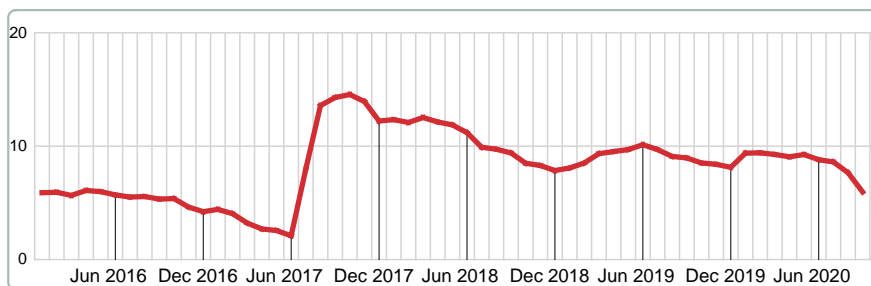
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8.79

High Oct 2017 14.55 Low Jun 2017 2.09

Months Supply this month at 5.96 below the 5 yr SEP average of 8.79



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	71	14.85%	7.68	8.11	0.00	0.00	0.00
\$30,001 - \$40,000	41	8.58%	9.11	11.10	4.36	0.00	0.00
\$40,001 - \$80,000	62	12.97%	6.70	8.12	3.90	18.00	0.00
\$80,001 - \$200,000	126	26.36%	3.38	7.62	1.94	1.79	1.71
\$200,001 - \$350,000	71	14.85%	4.90	12.00	3.23	4.43	1.71
\$350,001 - \$570,000	59	12.34%	15.06	96.00	8.25	5.68	10.50
\$570,001 and up	48	10.04%	30.32	62.40	16.80	12.00	48.00
Market Supply of Inventory (MSI)			5.96	10.29	2.81	4.13	8.16
Total Active Inventory by Units		100%	5.96	313	105	43	17

September 2020



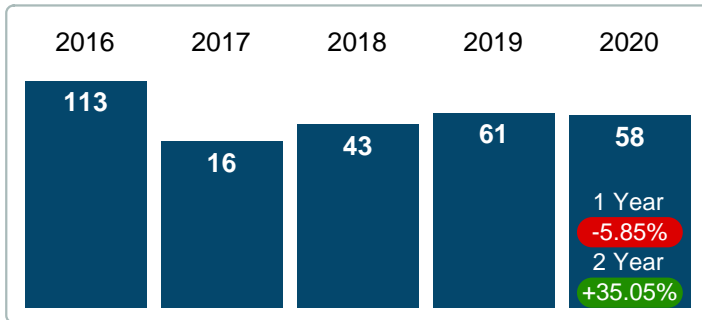
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



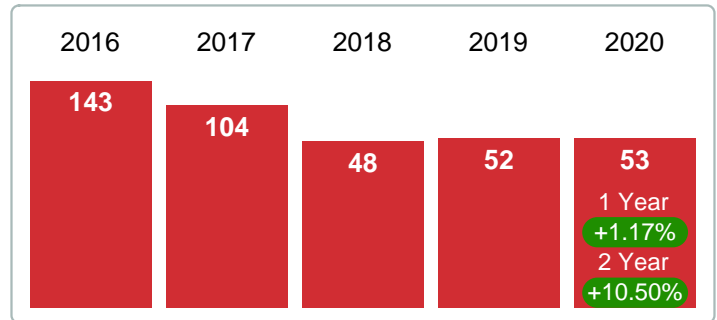
AVERAGE DAYS ON MARKET TO SALE

Report produced on Oct 12, 2020 for MLS Technology Inc.

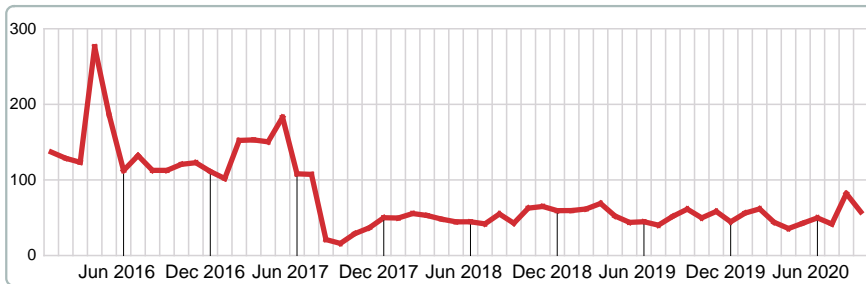
SEPTEMBER



YEAR TO DATE (YTD)

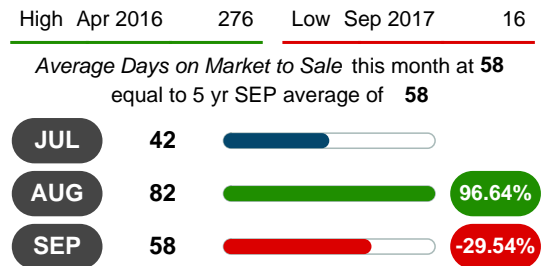


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 58



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
\$20,000 and less	4.59%	56	56	0	0	0
\$20,001 - \$50,000	17.43%	145	153	1	0	0
\$50,001 - \$90,000	16.51%	36	37	41	1	0
\$90,001 - \$140,000	21.10%	32	48	25	20	0
\$140,001 - \$180,000	13.76%	40	55	33	7	0
\$180,001 - \$290,000	18.35%	34	190	19	5	0
\$290,001 and up	8.26%	68	208	75	12	3
Average Closed DOM		58	91	30	9	3
Total Closed Units	109	100%	53	45	10	1
Total Closed Volume	16,164,013		5.06M	8.16M	2.60M	340.00K

September 2020



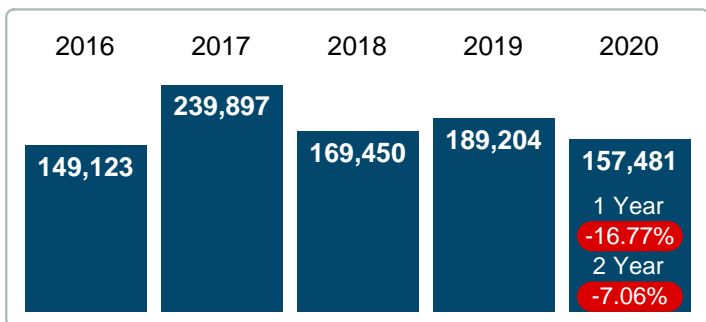
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



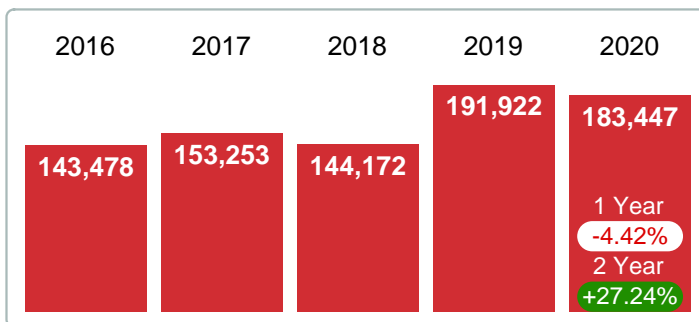
AVERAGE LIST PRICE AT CLOSING

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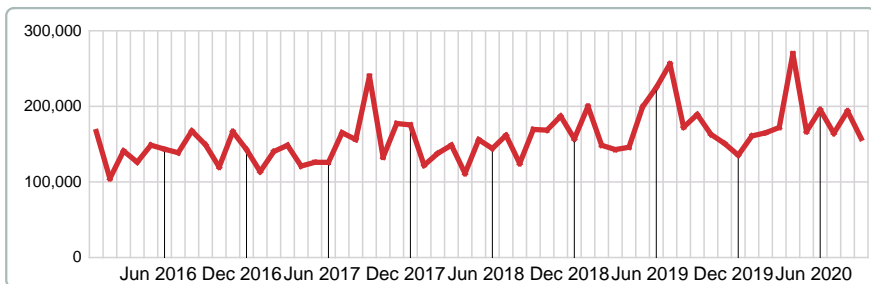
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

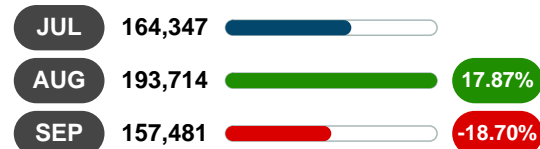


3 MONTHS

5 year SEP AVG = 181,031

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

Average List Price at Closing this month at **157,481**
below the 5 yr SEP average of **181,031**



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	7.34%	19,813	21,500	0	0	0
\$25,001 - \$50,000	14.68%	38,969	39,357	37,500	0	0
\$50,001 - \$75,000	7.34%	65,794	67,721	75,000	0	0
\$75,001 - \$125,000	18.35%	101,386	102,267	108,830	98,750	0
\$125,001 - \$175,000	20.18%	145,602	168,050	149,065	152,000	0
\$175,001 - \$275,000	22.02%	210,975	268,000	209,457	202,333	0
\$275,001 and up	10.09%	505,702	1,303,820	390,917	521,467	349,000
Average List Price		157,481	108,056	187,034	267,290	349,000
Total Closed Units	109	100%	53	45	10	1
Total Closed Volume	17,165,440		5.73M	8.42M	2.67M	349.00K

September 2020



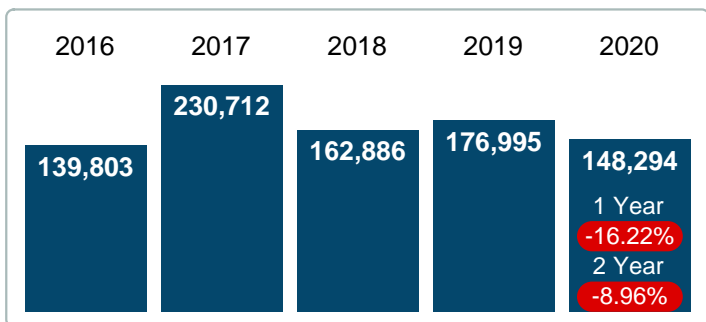
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



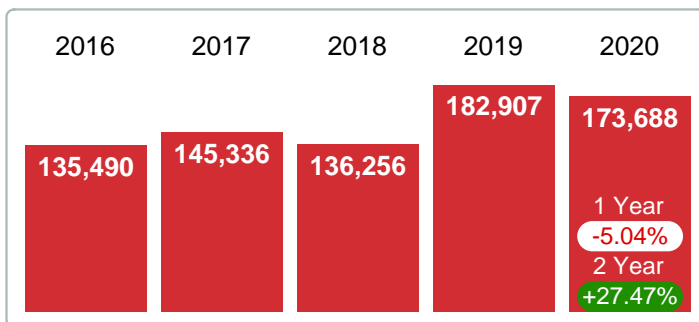
AVERAGE SOLD PRICE AT CLOSING

Report produced on Oct 12, 2020 for MLS Technology Inc.

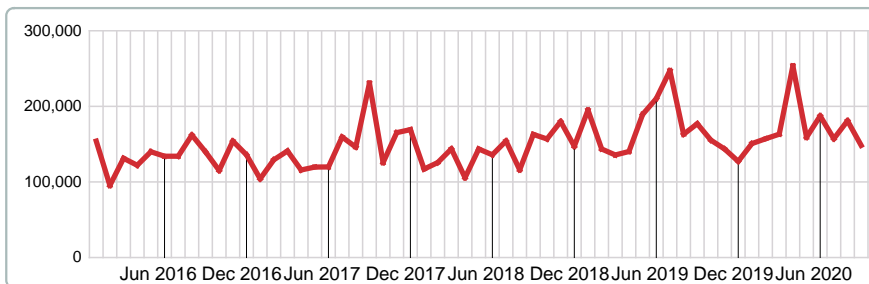
SEPTEMBER



YEAR TO DATE (YTD)

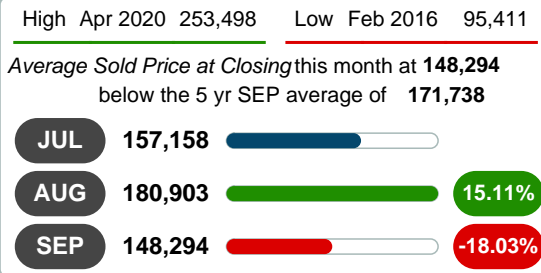


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 171,738



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
\$20,000 and less	4.59%	14,400	14,400	0	0	0
\$20,001 - \$50,000	17.43%	33,041	32,793	37,500	0	0
\$50,001 - \$90,000	16.51%	73,039	68,815	83,150	87,500	0
\$90,001 - \$140,000	21.10%	121,291	120,214	121,407	124,250	0
\$140,001 - \$180,000	13.76%	160,929	163,313	156,625	165,500	0
\$180,001 - \$290,000	18.35%	220,895	260,500	212,660	235,667	0
\$290,001 and up	8.26%	503,111	1,000,000	391,600	615,000	340,000
Average Sold Price		148,294	95,520	181,277	260,400	340,000
Total Closed Units	100%	109	53	45	10	1
Total Closed Volume		16,164,013	5.06M	8.16M	2.60M	340.00K

September 2020



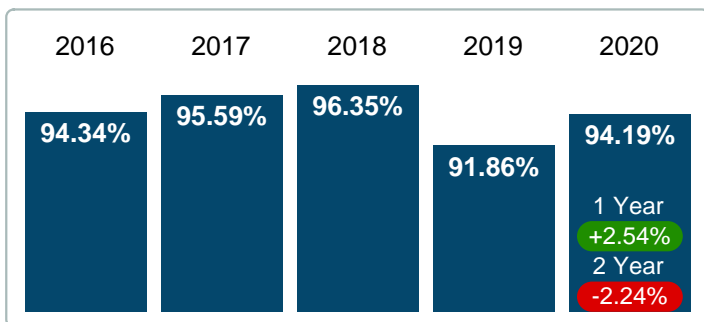
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



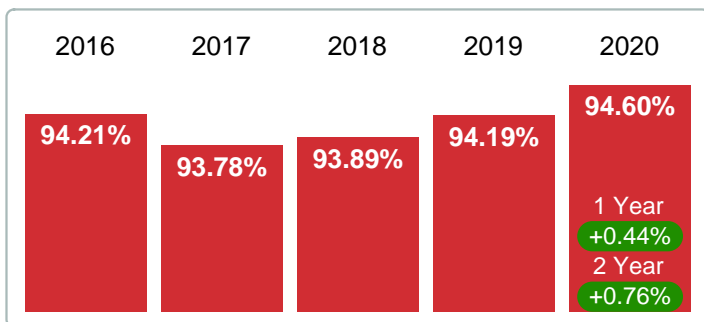
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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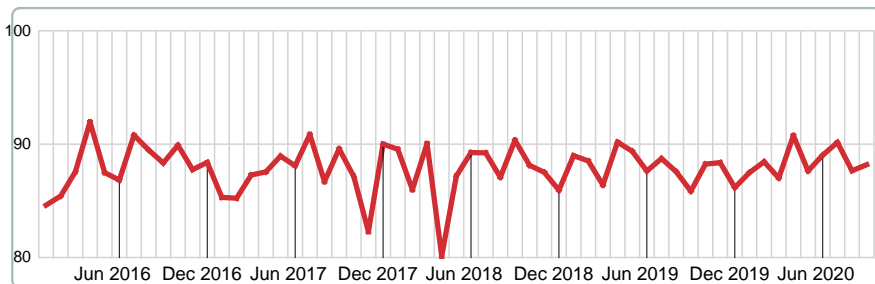
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

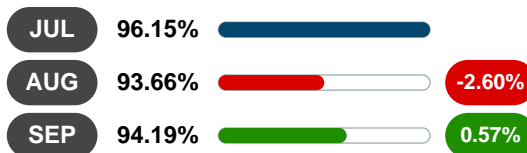


3 MONTHS

5 year SEP AVG = 94.46%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **94.19%**
 equal to 5 yr SEP average of **94.46%**



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
\$20,000 and less	5	4.59%	88.36%	88.36%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	19	17.43%	90.75%	90.23%	100.00%	0.00%	0.00%
\$50,001 - \$90,000	18	16.51%	92.47%	91.20%	94.69%	100.00%	0.00%
\$90,001 - \$140,000	23	21.10%	94.82%	95.24%	94.65%	94.48%	0.00%
\$140,001 - \$180,000	15	13.76%	95.84%	91.36%	99.35%	101.01%	0.00%
\$180,001 - \$290,000	20	18.35%	98.51%	97.17%	98.96%	97.14%	0.00%
\$290,001 and up	9	8.26%	94.16%	76.70%	95.59%	97.68%	97.42%
Average Sold/List Ratio		94.20%		91.11%	96.94%	97.78%	97.42%
Total Closed Units		109	100%	53	45	10	1
Total Closed Volume		16,164,013		5.06M	8.16M	2.60M	340.00K

September 2020



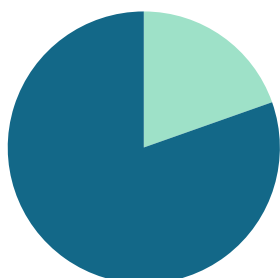
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

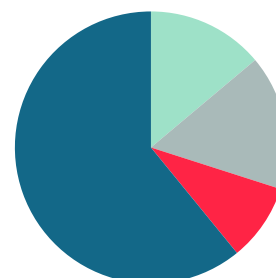


Inventory
 New Listings
146 = 19.60%
 Start Inventory
599
 Total Inventory Units
745
 Volume
\$169,053,341

Market Activity

Closed Sales
109 = 13.89%
 Pending Sales
126 = 16.05%
 Other Off Market
72 = 9.17%
 Active Inventory
478 = 60.89%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	85	109	28.24%	712	747	4.92%
Pending Sales	80	126	57.50%	778	906	16.45%
New Listings	164	146	-10.98%	1,527	1,462	-4.26%
Average List Price	189,204	157,481	-16.77%	191,922	183,447	-4.42%
Average Sale Price	176,995	148,294	-16.22%	182,907	173,688	-5.04%
Average Percent of Selling Price to List Price	91.86%	94.19%	2.54%	94.19%	94.60%	0.44%
Average Days on Market to Sale	61.34	57.75	-5.85%	52.05	52.66	1.17%
Monthly Inventory	700	478	-31.71%	700	478	-31.71%
Months Supply of Inventory	8.96	5.96	-33.49%	8.96	5.96	-33.49%

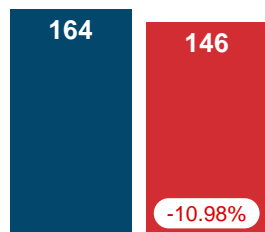
Absorption: Last 12 months, an Average of **80** Sales/Month

Inventory on September 30, 2020 = **478** 2019 2020

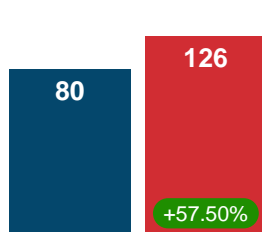
SEPTEMBER MARKET

AVERAGE PRICES

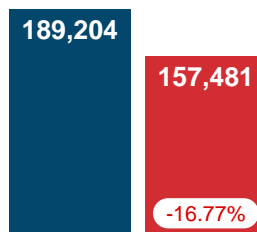
New Listings



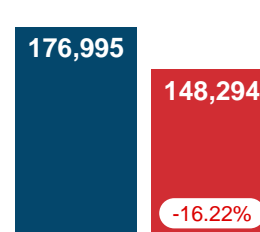
Pending Listings



List Price



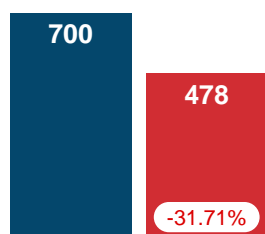
Sale Price



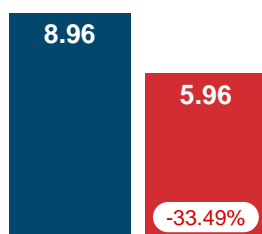
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

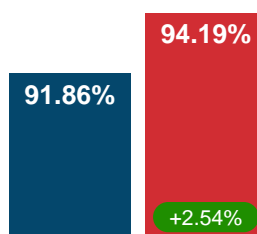
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

