



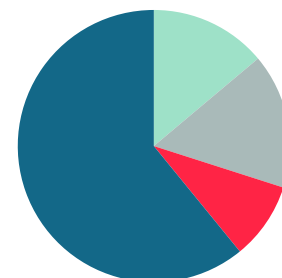
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	135,400	129,900	-4.06%
Median Sale Price	128,000	129,000	0.78%
Median Percent of Selling Price to List Price	94.92%	98.63%	3.91%
Median Days on Market to Sale	40.00	16.00	-60.00%
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.

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 **0.78%** in September 2020 to \$129,000 versus the previous year at \$128,000.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 24.00 days or **60.00%** in September 2020 compared to last year's same month at **40.00** DOM.

Sales Success for September 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 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



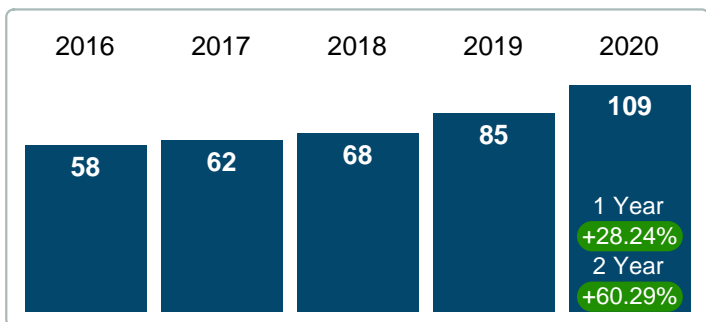
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



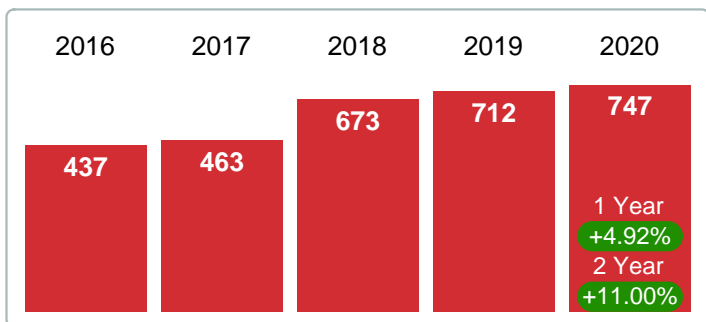
CLOSED LISTINGS

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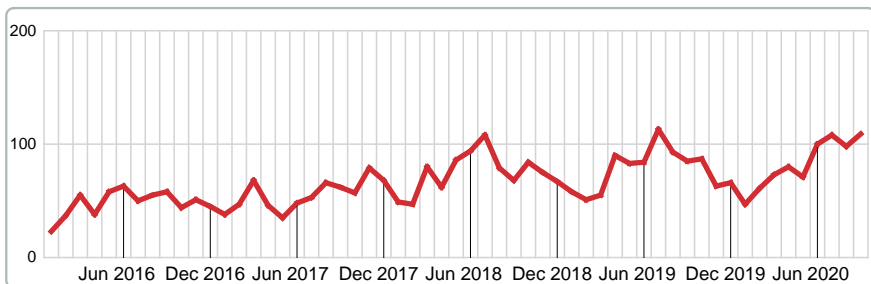
SEPTEMBER



YEAR TO DATE (YTD)

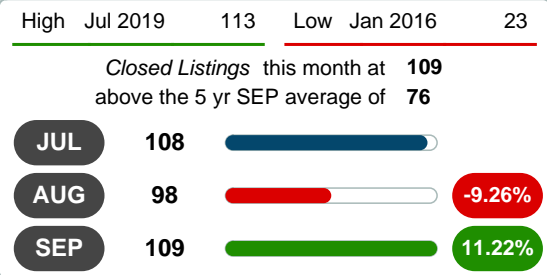


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 76



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	4.59%	67.0	5	0	0	0
\$20,001 - \$50,000	19	17.43%	131.0	18	1	0	0
\$50,001 - \$90,000	18	16.51%	20.0	13	4	1	0
\$90,001 - \$140,000	23	21.10%	27.0	7	14	2	0
\$140,001 - \$180,000	15	13.76%	8.0	7	6	2	0
\$180,001 - \$290,000	20	18.35%	3.5	2	15	3	0
\$290,001 and up	9	8.26%	20.0	1	5	2	1
Total Closed Units	109			53	45	10	1
Total Closed Volume	16,164,013	100%	16.0	5.06M	8.16M	2.60M	340.00K
Median Closed Price	\$129,000			\$60,000	\$162,000	\$185,500	\$340,000

September 2020



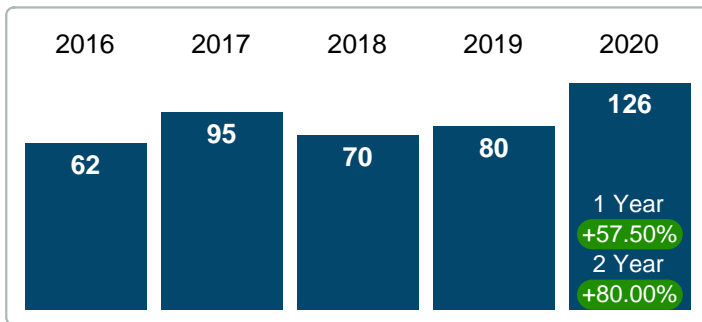
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



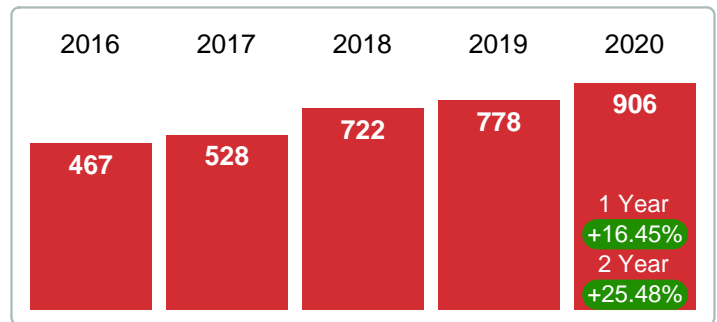
PENDING LISTINGS

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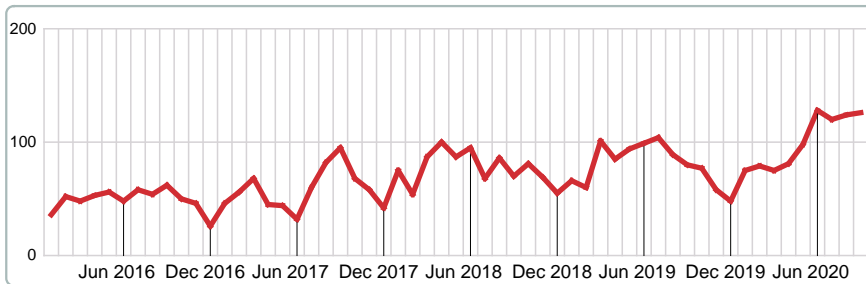
SEPTEMBER



YEAR TO DATE (YTD)

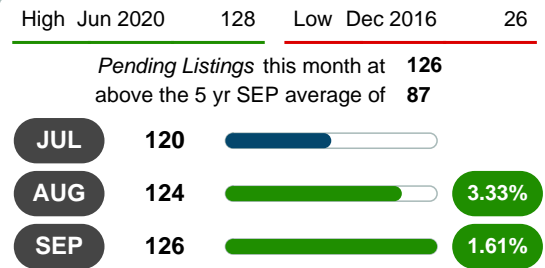


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 87



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	6.35%	30.0	8	0	0	0
\$30,001 - \$50,000	20	15.87%	61.5	20	0	0	0
\$50,001 - \$110,000	21	16.67%	6.0	8	11	2	0
\$110,001 - \$170,000	25	19.84%	8.0	8	16	1	0
\$170,001 - \$220,000	21	16.67%	16.0	4	13	3	1
\$220,001 - \$430,000	18	14.29%	36.0	5	7	5	1
\$430,001 and up	13	10.32%	72.0	5	4	1	3
Total Pending Units	126			58	51	12	5
Total Pending Volume	24,010,586	100%	24.0	8.93M	9.74M	3.07M	2.28M
Median Listing Price	\$145,000			\$58,325	\$169,900	\$221,250	\$489,000

September 2020



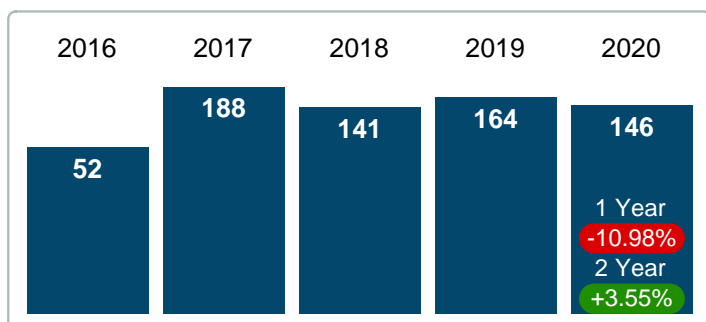
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



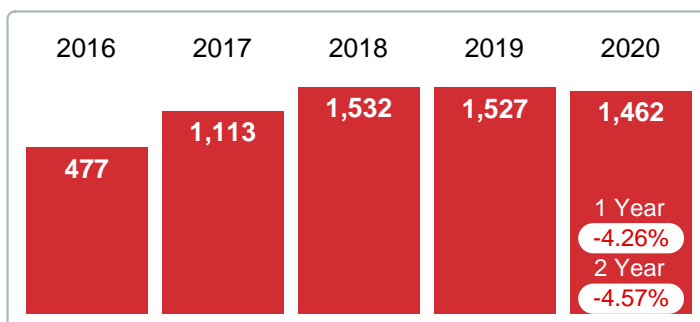
NEW LISTINGS

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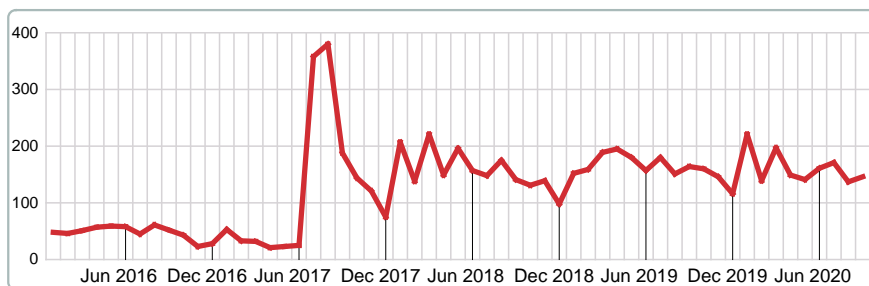
SEPTEMBER



YEAR TO DATE (YTD)

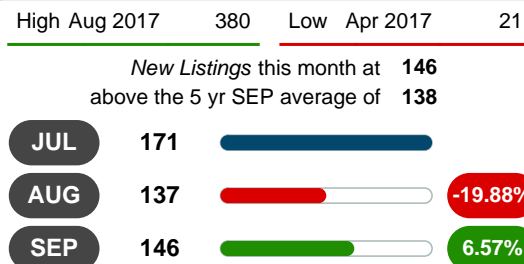


5 YEAR MARKET ACTIVITY TRENDS



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
\$25,000 and less	3	2.05%	3	0	0	0
\$25,001 - \$75,000	24	16.44%	16	7	1	0
\$75,001 - \$100,000	14	9.59%	3	9	2	0
\$100,001 - \$200,000	47	32.19%	22	23	2	0
\$200,001 - \$325,000	23	15.75%	11	5	7	0
\$325,001 - \$450,000	18	12.33%	5	5	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
Median New Listed Listing Price	\$158,450		\$114,500	\$145,000	\$249,900	\$1,329,950

September 2020



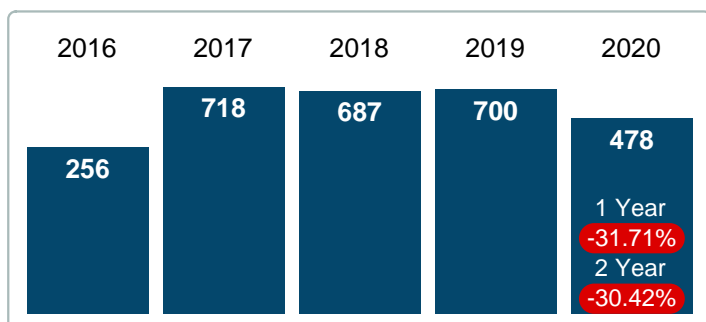
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



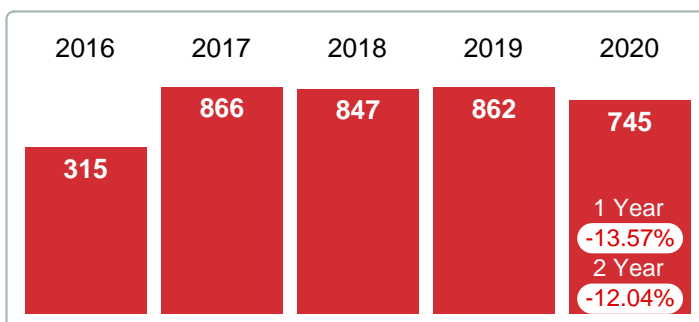
ACTIVE INVENTORY

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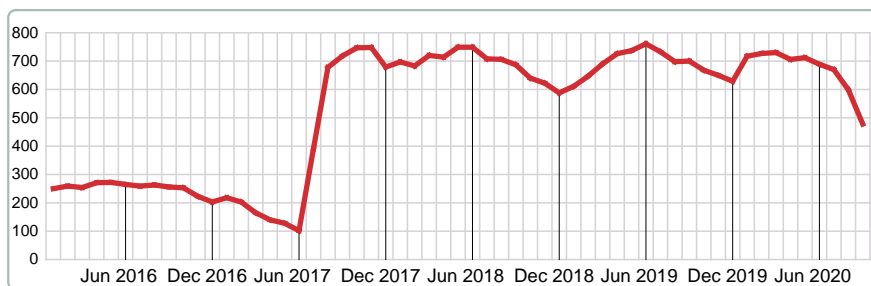
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 568

High Jun 2019 761 Low Jun 2017 102

Inventory this month at **478**
below the 5 yr SEP average of **568**



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	71	14.85%	146.0	71	0	0	0
\$30,001 - \$40,000	41	8.58%	183.0	37	4	0	0
\$40,001 - \$80,000	62	12.97%	87.0	46	13	3	0
\$80,001 - \$200,000	126	26.36%	78.5	73	45	7	1
\$200,001 - \$350,000	71	14.85%	56.0	28	25	17	1
\$350,001 - \$570,000	59	12.34%	68.0	32	11	9	7
\$570,001 and up	48	10.04%	98.5	26	7	7	8
Total Active Inventory by Units	478			313	105	43	17
Total Active Inventory by Volume	118,862,002	100%	88.5	63.05M	23.56M	17.13M	15.13M
Median Active Inventory Listing Price	\$132,500			\$85,000	\$175,000	\$332,000	\$485,000

September 2020



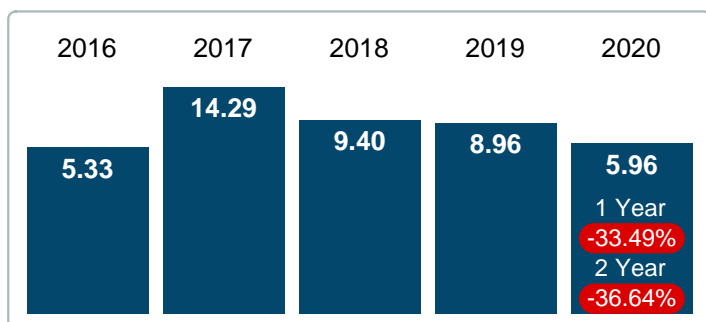
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



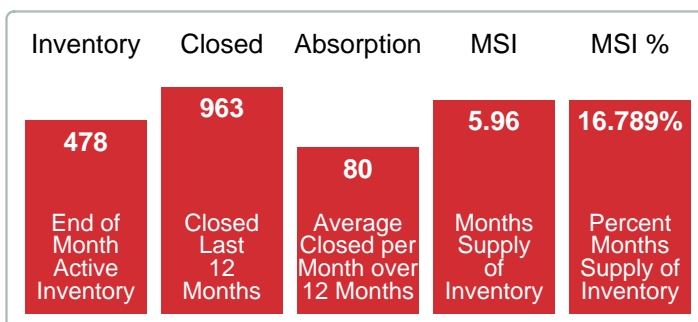
MONTHS SUPPLY of INVENTORY (MSI)

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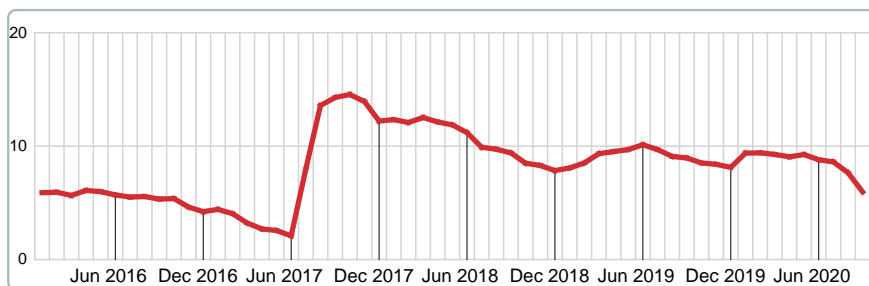
MSI FOR SEPTEMBER



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



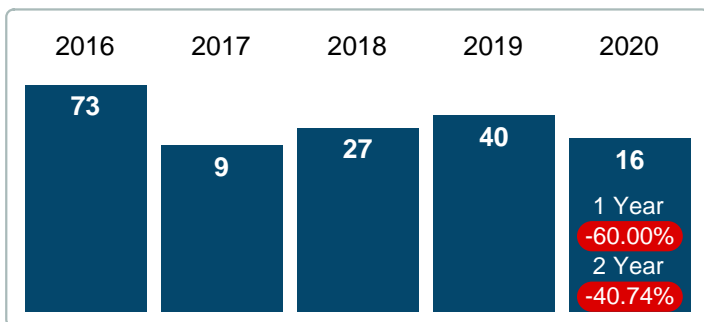
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



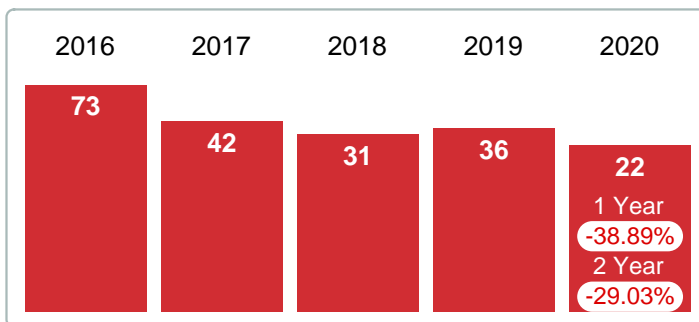
MEDIAN DAYS ON MARKET TO SALE

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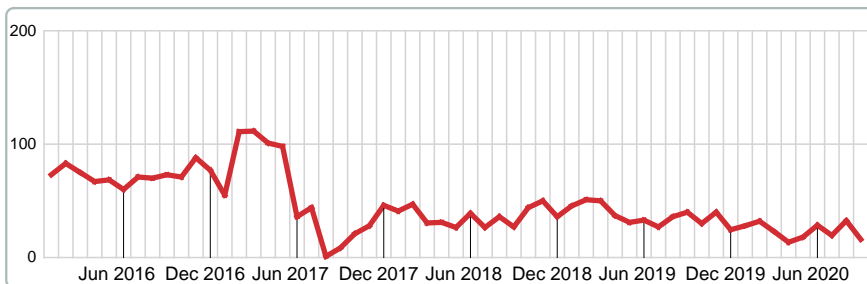
SEPTEMBER



YEAR TO DATE (YTD)

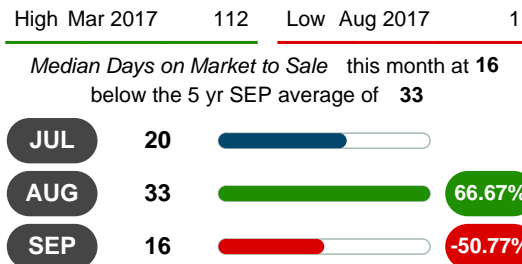


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 33



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
\$20,000 and less	4.59%	67	67	0	0	0
\$20,001 - \$50,000	17.43%	131	143	1	0	0
\$50,001 - \$90,000	16.51%	20	26	33	1	0
\$90,001 - \$140,000	21.10%	27	43	18	20	0
\$140,001 - \$180,000	13.76%	8	21	8	7	0
\$180,001 - \$290,000	18.35%	4	190	3	7	0
\$290,001 and up	8.26%	20	208	59	12	3
Median Closed DOM		16	59	8	8	3
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



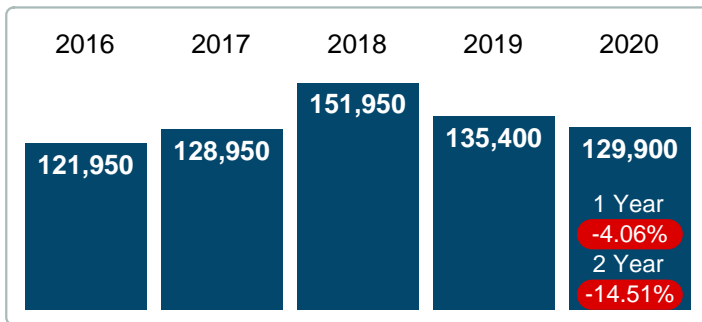
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



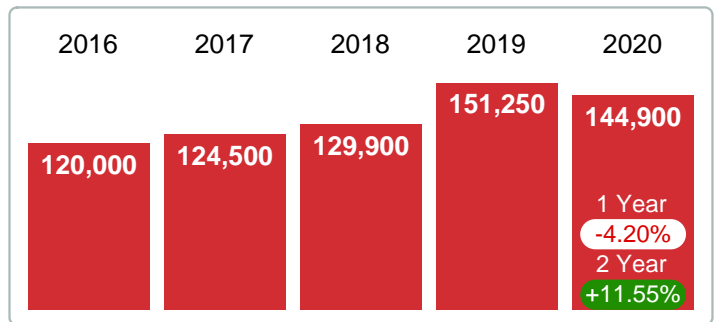
MEDIAN LIST PRICE AT CLOSING

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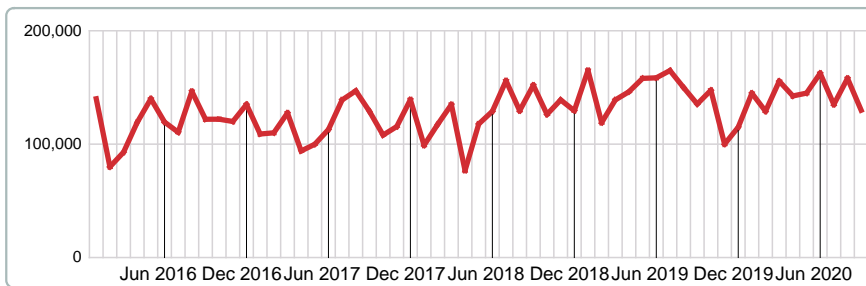
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

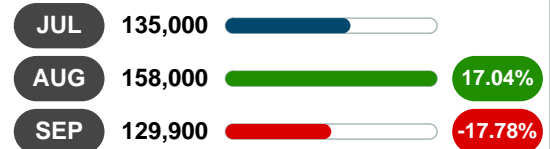


3 MONTHS

5 year SEP AVG = 133,630

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

Median List Price at Closing this month at **129,900**
 below the 5 yr SEP average of **133,630**



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
\$20,000 and less	4	18,050	18,050	0	0	0
\$20,001 - \$50,000	20	38,250	39,000	37,500	0	0
\$50,001 - \$90,000	15	75,000	70,000	82,500	87,500	0
\$90,001 - \$140,000	22	121,950	125,000	121,950	110,000	0
\$140,001 - \$180,000	15	149,900	159,900	149,450	155,000	0
\$180,001 - \$290,000	22	199,250	225,000	195,000	214,000	0
\$290,001 and up	11	365,000	1,303,820	381,250	365,000	349,000
Median List Price		129,900	61,650	162,000	189,000	349,000
Total Closed Units		109	53	45	10	1
Total Closed Volume		17,165,440	5.73M	8.42M	2.67M	349.00K

September 2020



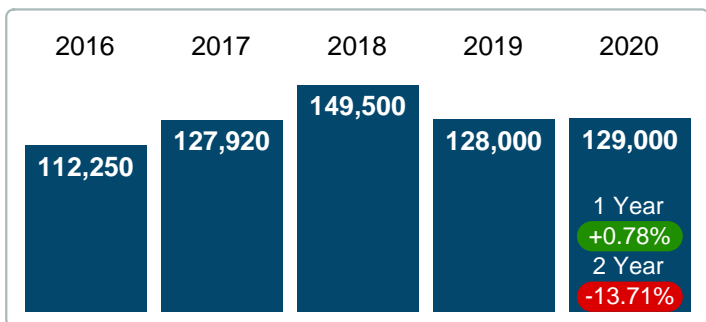
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



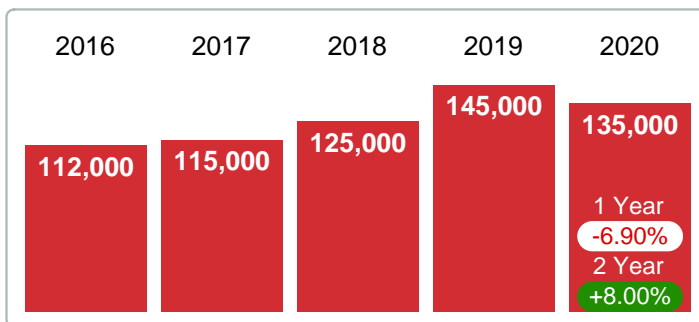
MEDIAN SOLD PRICE AT CLOSING

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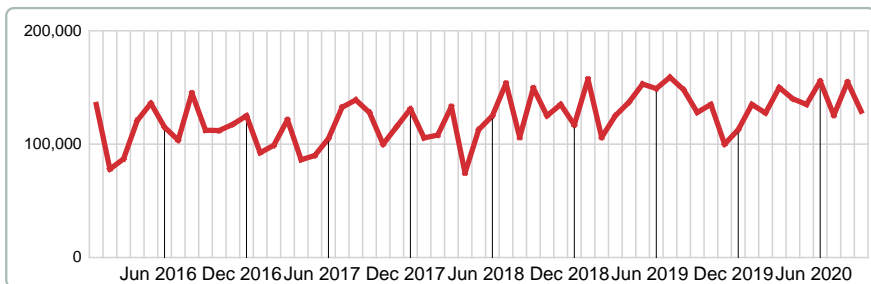
SEPTEMBER



YEAR TO DATE (YTD)

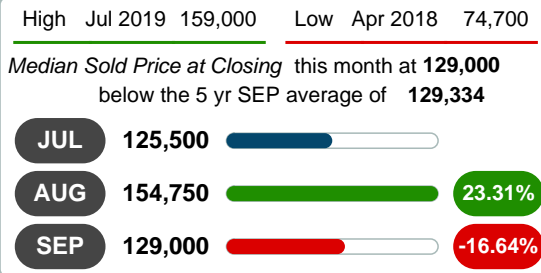


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 129,334



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
\$20,000 and less	5	4.59%	17,500	17,500	0	0	0
\$20,001 - \$50,000	19	17.43%	34,000	33,500	37,500	0	0
\$50,001 - \$90,000	18	16.51%	76,200	62,000	88,050	87,500	0
\$90,001 - \$140,000	23	21.10%	124,900	115,000	126,950	124,250	0
\$140,001 - \$180,000	15	13.76%	162,000	169,900	159,375	165,500	0
\$180,001 - \$290,000	20	18.35%	199,000	260,500	195,500	225,000	0
\$290,001 and up	9	8.26%	400,000	1,000,000	400,000	615,000	340,000
Median Sold Price			129,000	60,000	162,000	185,500	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



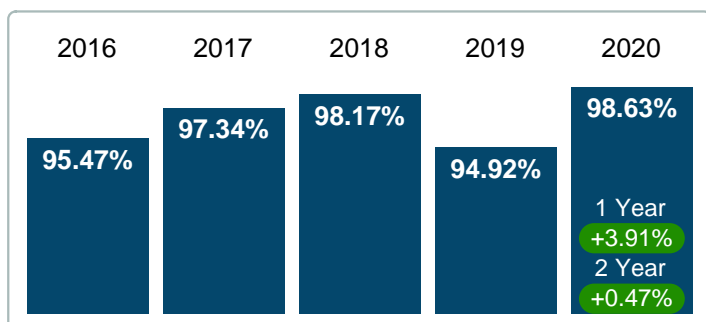
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



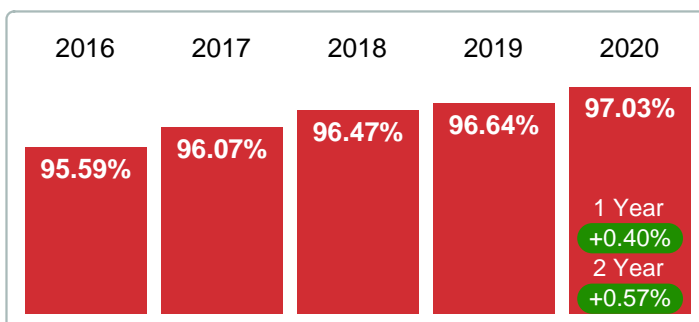
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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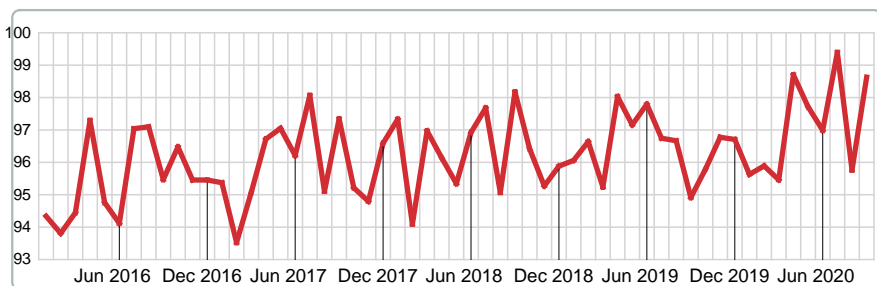
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

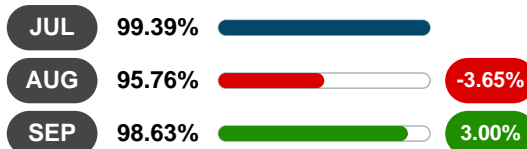


3 MONTHS

5 year SEP AVG = 96.91%

High Jul 2020 99.39% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.63%**
above the 5 yr SEP average of **96.91%**



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
\$20,000 and less	5	4.59%	87.94%	87.94%	0.00%	0.00%	0.00%
\$20,001 \$50,000	19	17.43%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 \$90,000	18	16.51%	92.37%	89.89%	94.33%	100.00%	0.00%
\$90,001 \$140,000	23	21.10%	96.64%	96.76%	96.63%	94.48%	0.00%
\$140,001 \$180,000	15	13.76%	100.00%	96.69%	100.00%	101.01%	0.00%
\$180,001 \$290,000	20	18.35%	99.62%	97.17%	100.00%	96.70%	0.00%
\$290,001 and up	9	8.26%	96.72%	76.70%	94.23%	97.68%	97.42%
Median Sold/List Ratio		98.63%		96.15%	100.00%	98.44%	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



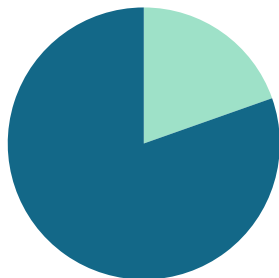
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

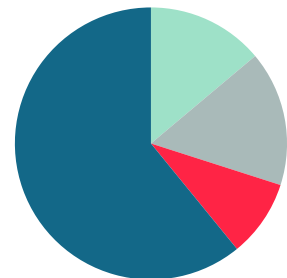


Inventory
 New Listings
146 = 19.60%
 Start Inventory
599
 Total Inventory Units
745
 Volume
\$169,053,341

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%
Median List Price	135,400	129,900	-4.06%	151,250	144,900	-4.20%
Median Sale Price	128,000	129,000	0.78%	145,000	135,000	-6.90%
Median Percent of Selling Price to List Price	94.92%	98.63%	3.91%	96.64%	97.03%	0.40%
Median Days on Market to Sale	40.00	16.00	-60.00%	36.00	22.00	-38.89%
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

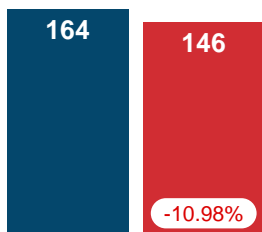
Inventory on September 30, 2020 = **478**

2019 **2020**

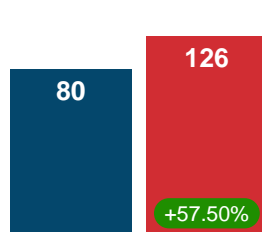
SEPTEMBER MARKET

MEDIAN PRICES

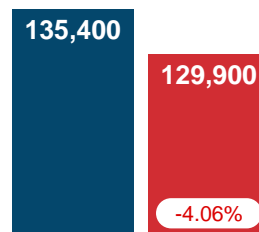
New Listings



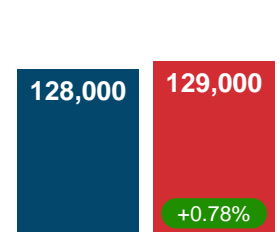
Pending Listings



List Price



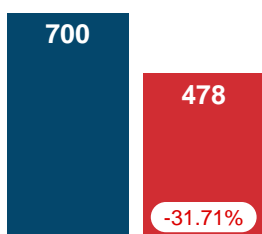
Sale Price



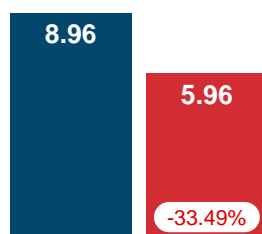
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

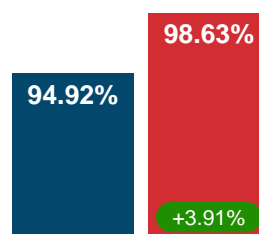
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

