

May 2020



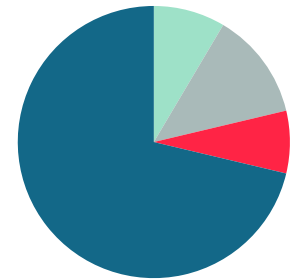
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	81	70	-13.58%
Pending Listings	89	105	17.98%
New Listings	177	140	-20.90%
Average List Price	202,202	168,733	-16.55%
Average Sale Price	191,931	160,982	-16.13%
Average Percent of Selling Price to List Price	95.26%	93.55%	-1.80%
Average Days on Market to Sale	44.83	41.87	-6.59%
End of Month Inventory	729	586	-19.62%
Months Supply of Inventory	9.99	7.83	-21.59%



■ Closed (8.52%)
■ Pending (12.77%)
■ Other OffMarket (7.42%)
■ Active (71.29%)

Absorption: Last 12 months, an Average of **75** Sales/Month
Active Inventory as of May 31, 2020 = **586**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **19.62%** to 586 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **7.83** 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 **16.13%** in May 2020 to \$160,982 versus the previous year at \$191,931.

Average Days on Market Shortens

The average number of **41.87** days that homes spent on the market before selling decreased by 2.96 days or **6.59%** in May 2020 compared to last year's same month at **44.83** DOM.

Sales Success for May 2020 is Positive

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

There were 140 New Listings in May 2020, down **20.90%** from last year at 177. Furthermore, there were 70 Closed Listings this month versus last year at 81, a **-13.58%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, May 2019, at **45.8%**, a **9.26%** 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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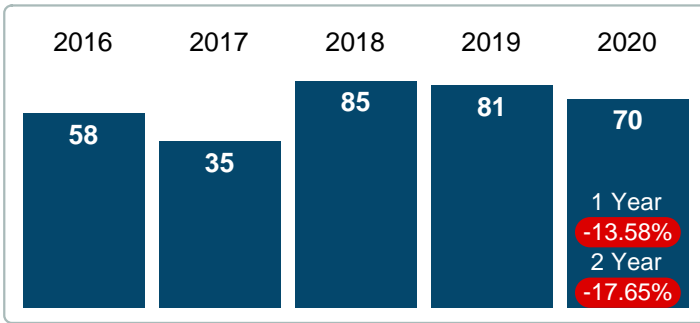
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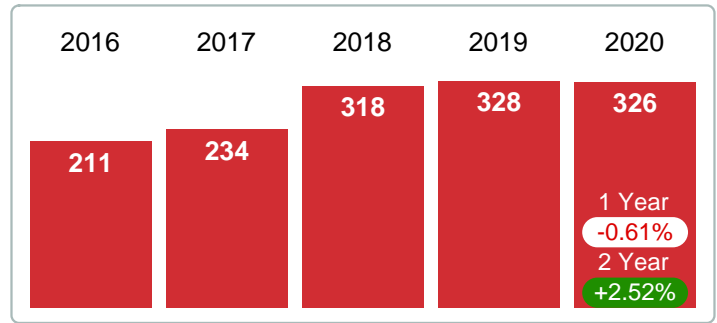
CLOSED LISTINGS

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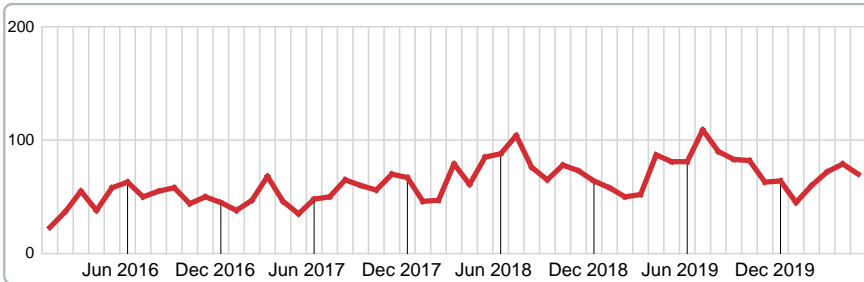
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

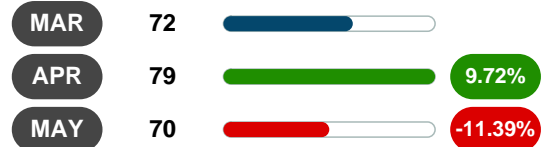


3 MONTHS

5 year MAY AVG = 66

High Jul 2019 109 Low Jan 2016 23

Closed Listings this month at **70**
above the 5 yr MAY average of **66**



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	7	10.00%	40.1	6	1	0	0
\$25,001 - \$50,000	7	10.00%	55.6	5	2	0	0
\$50,001 - \$100,000	13	18.57%	26.5	9	4	0	0
\$100,001 - \$175,000	16	22.86%	32.2	4	9	3	0
\$175,001 - \$200,000	8	11.43%	18.3	0	8	0	0
\$200,001 - \$350,000	12	17.14%	70.8	3	5	4	0
\$350,001 and up	7	10.00%	58.1	0	2	3	2
Total Closed Units	70			27	31	10	2
Total Closed Volume	11,268,710	100%	41.9	2.23M	5.47M	2.80M	768.90K
Average Closed Price	\$160,982			\$82,700	\$176,481	\$279,600	\$384,450

May 2020



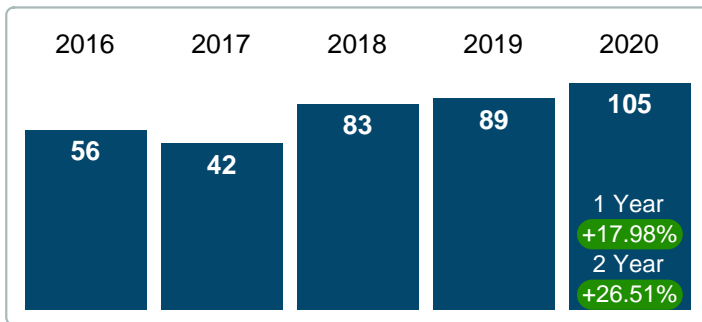
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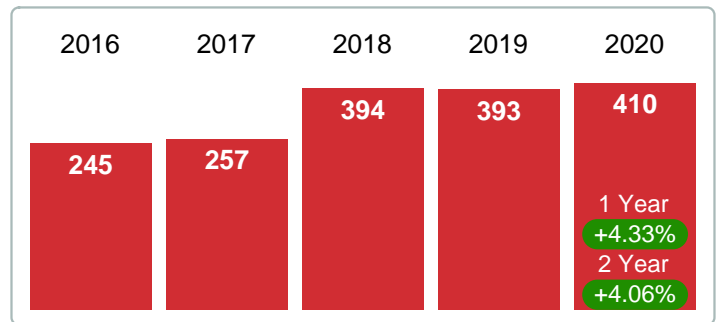
PENDING LISTINGS

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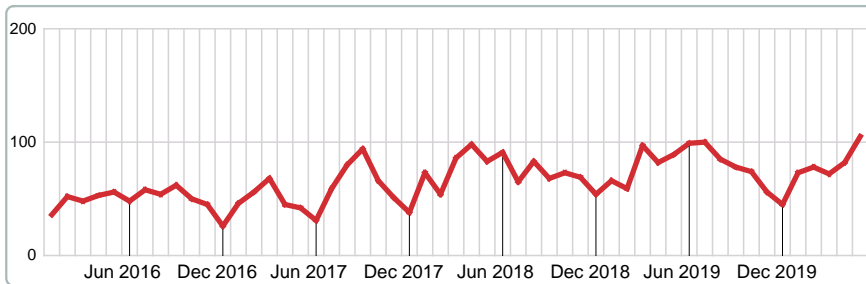
MAY



YEAR TO DATE (YTD)

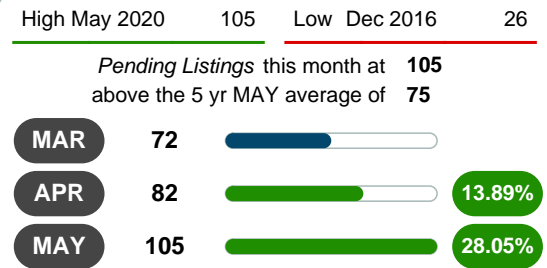


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 75



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	11	10.48%	81.9	11	0	0	0
\$25,001 - \$75,000	10	9.52%	72.3	9	1	0	0
\$75,001 - \$125,000	18	17.14%	39.2	6	11	1	0
\$125,001 - \$200,000	23	21.90%	33.2	1	17	5	0
\$200,001 - \$275,000	19	18.10%	51.4	4	10	4	1
\$275,001 - \$400,000	11	10.48%	55.9	1	1	8	1
\$400,001 and up	13	12.38%	72.7	2	6	2	3
Total Pending Units	105			34	46	20	5
Total Pending Volume	21,164,399	100%	39.3	4.10M	9.79M	5.43M	1.85M
Average Listing Price	\$169,458			\$120,574	\$212,898	\$271,290	\$369,160

May 2020



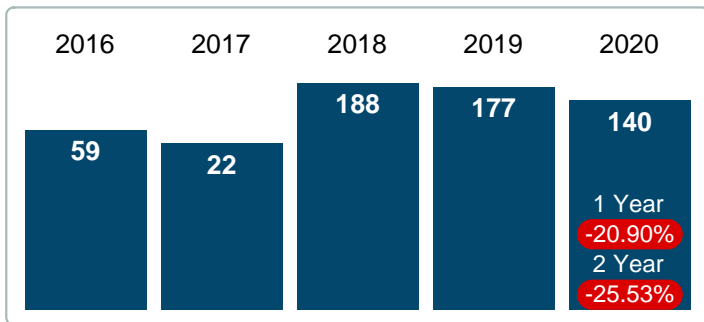
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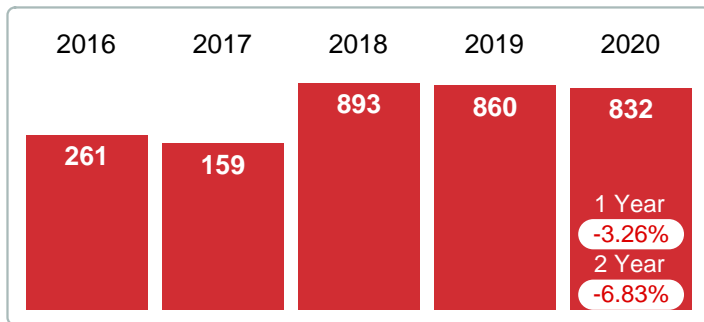
NEW LISTINGS

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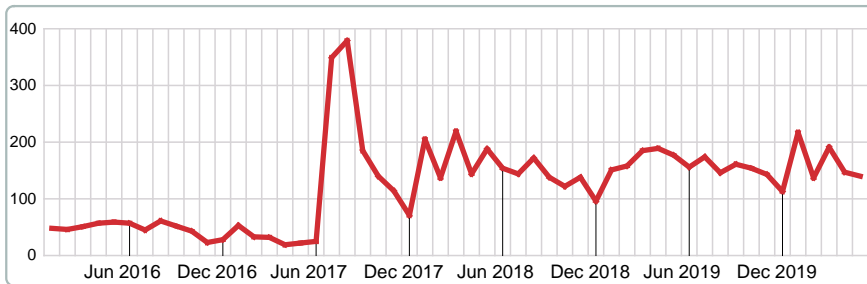
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 117

High Aug 2017 379 Low Apr 2017 19

New Listings this month at 140
above the 5 yr MAY 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
\$30,000 and less	14	10.00%	14	0	0	0
\$30,001 - \$40,000	10	7.14%	10	0	0	0
\$40,001 - \$80,000	25	17.86%	20	3	2	0
\$80,001 - \$170,000	38	27.14%	17	20	1	0
\$170,001 - \$240,000	21	15.00%	6	12	2	1
\$240,001 - \$490,000	18	12.86%	5	7	4	2
\$490,001 and up	14	10.00%	1	6	3	4
Total New Listed Units	140		73	48	12	7
Total New Listed Volume	26,169,113	100%	7.30M	11.75M	3.76M	3.35M
Average New Listed Listing Price	\$123,571		\$100,055	\$244,879	\$313,342	\$478,686

May 2020



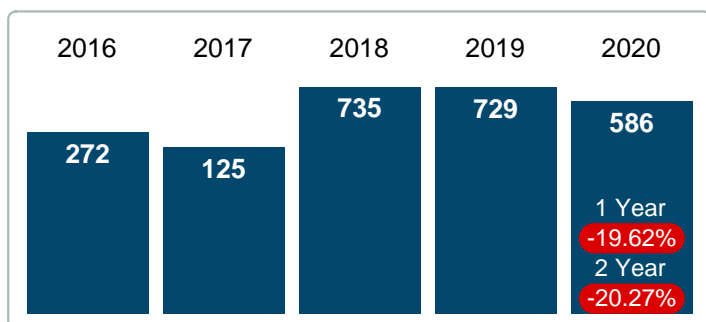
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



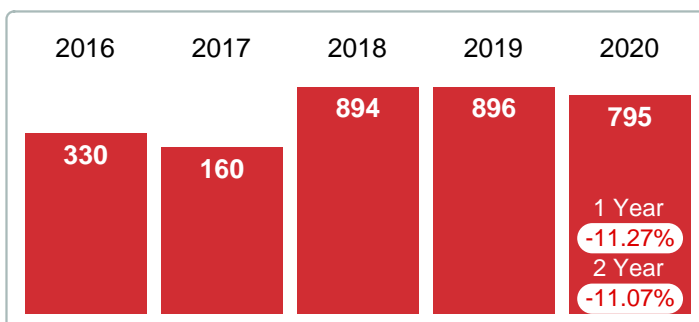
ACTIVE INVENTORY

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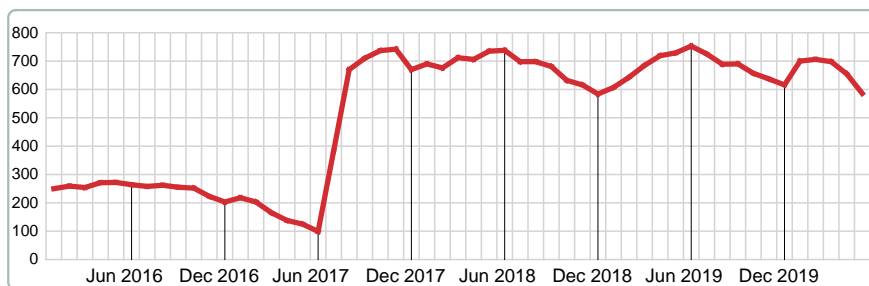
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

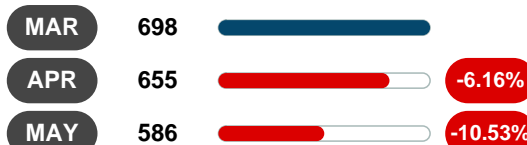


3 MONTHS

5 year MAY AVG = 489

High Jun 2019 753 Low Jun 2017 99

Inventory this month at **586**
above the 5 yr MAY average of **489**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	89	15.19%	155.6	88	1	0	0
\$25,001-\$50,000	130	22.18%	145.9	125	4	1	0
\$50,001-\$150,000	148	25.26%	89.8	98	42	7	1
\$150,001-\$250,000	82	13.99%	65.7	38	32	10	2
\$250,001-\$475,000	71	12.12%	77.9	32	21	13	5
\$475,001 and up	66	11.26%	88.2	27	14	17	8
Total Active Inventory by Units	586			408	114	48	16
Total Active Inventory by Volume	114,793,064	100%	107.2	59.81M	28.15M	18.12M	8.71M
Average Active Inventory Listing Price	\$195,893			\$146,599	\$246,934	\$377,425	\$544,606

May 2020



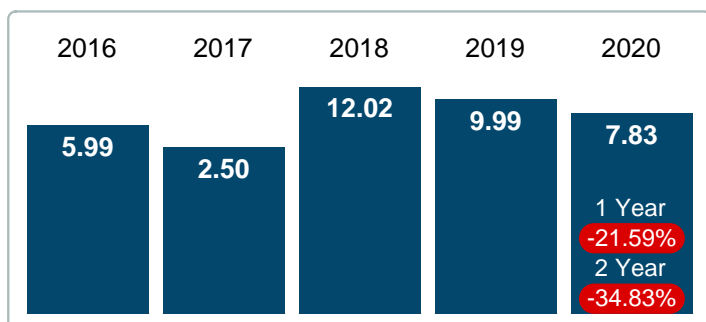
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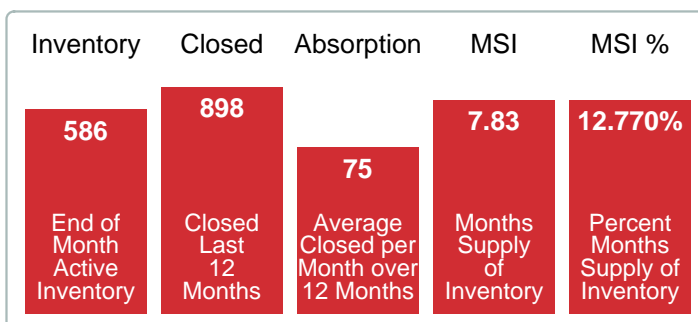
MONTHS SUPPLY of INVENTORY (MSI)

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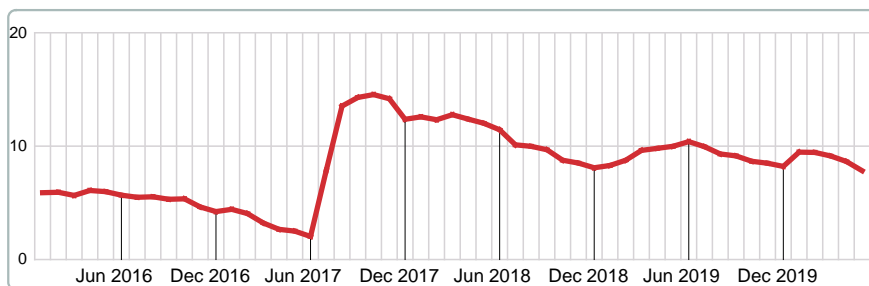
MSI FOR MAY



INDICATORS FOR MAY 2020

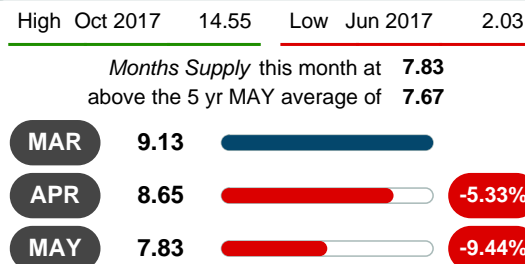


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.67



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	62	10.58%	15.83	16.17	0.00	0.00	0.00
\$20,001 - \$30,000	75	12.80%	29.03	35.04	4.80	0.00	0.00
\$30,001 - \$50,000	82	13.99%	16.40	24.00	1.80	12.00	0.00
\$50,001 - \$150,000	148	25.26%	5.06	9.26	2.61	3.11	3.00
\$150,001 - \$260,000	86	14.68%	3.67	14.12	2.05	2.32	12.00
\$260,001 - \$490,000	71	12.12%	8.19	27.69	6.27	4.59	4.62
\$490,001 and up	62	10.58%	31.00	36.00	24.00	27.43	42.00
Market Supply of Inventory (MSI)			7.83	16.71	3.00	4.54	8.73
Total Active Inventory by Units		100%	7.83	408	114	48	16

May 2020



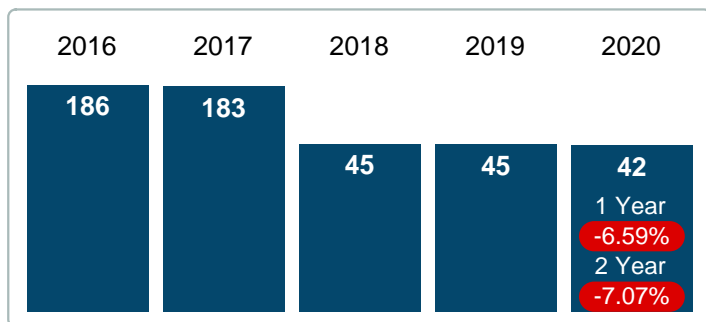
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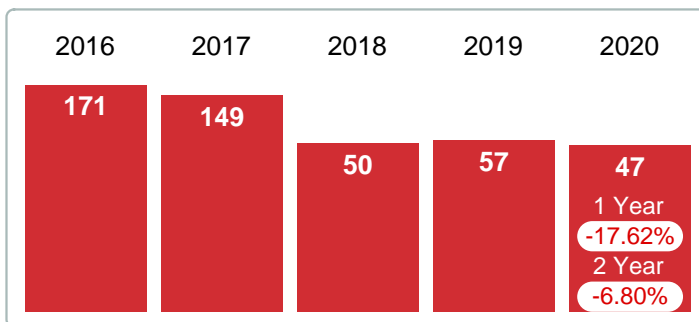
AVERAGE DAYS ON MARKET TO SALE

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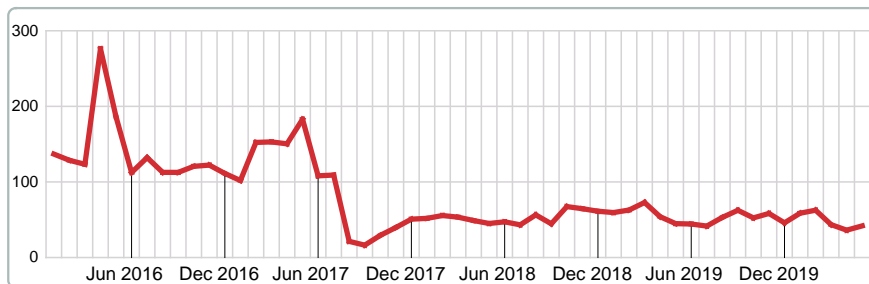
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

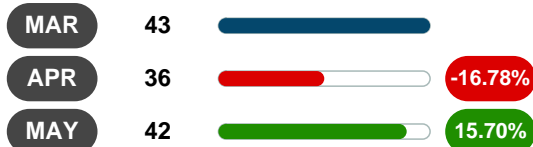


3 MONTHS

5 year MAY AVG = 100

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 42 below the 5 yr MAY average of 100



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	10.00%	40	42	31	0	0
\$25,001 - \$50,000	10.00%	56	66	29	0	0
\$50,001 - \$100,000	18.57%	26	22	38	0	0
\$100,001 - \$175,000	22.86%	32	25	36	31	0
\$175,001 - \$200,000	11.43%	18	0	18	0	0
\$200,001 - \$350,000	17.14%	71	152	43	45	0
\$350,001 and up	10.00%	58	0	76	79	9
Average Closed DOM		42	49	35	51	9
Total Closed Units	100%	42	27	31	10	2
Total Closed Volume		11,268,710	2.23M	5.47M	2.80M	768.90K

May 2020



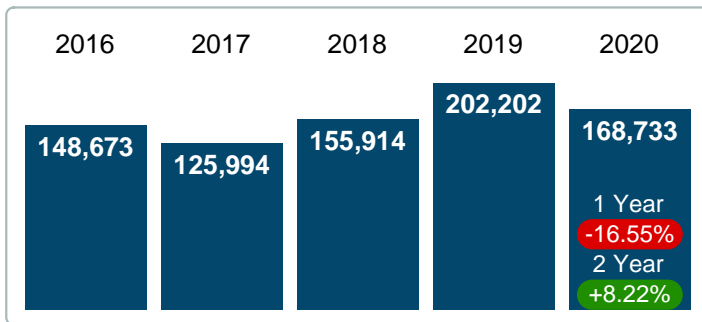
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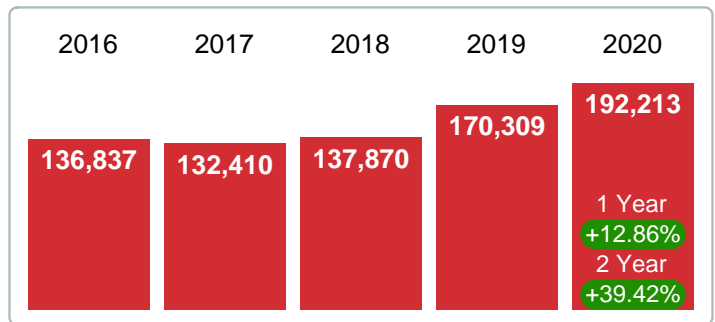
AVERAGE LIST PRICE AT CLOSING

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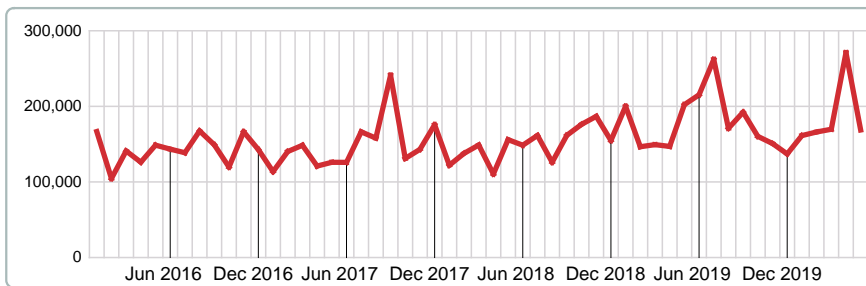
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

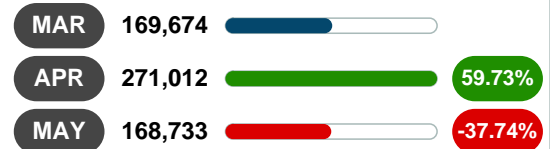


3 MONTHS

5 year MAY AVG = 160,303

High Apr 2020 271,012 Low Feb 2016 104,570

Average List Price at Closing this month at **168,733**
above the 5 yr MAY average of **160,303**



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	8	11.43%	20,925	19,583	24,900	0	
\$25,001 - \$50,000	4	5.71%	41,000	47,083	40,750	0	
\$50,001 - \$100,000	12	17.14%	81,085	92,344	94,725	0	
\$100,001 - \$175,000	19	27.14%	140,938	152,475	141,902	141,967	
\$175,001 - \$200,000	9	12.86%	191,533	0	190,488	0	
\$200,001 - \$350,000	11	15.71%	252,582	239,333	245,180	258,600	
\$350,001 and up	7	10.00%	475,271	0	562,000	459,667	
Average List Price		168,733		93,034	181,814	283,930	411,950
Total Closed Units		70	100%	168,733	27	31	10
Total Closed Volume		11,811,335		2.51M	5.64M	2.84M	823.90K

May 2020



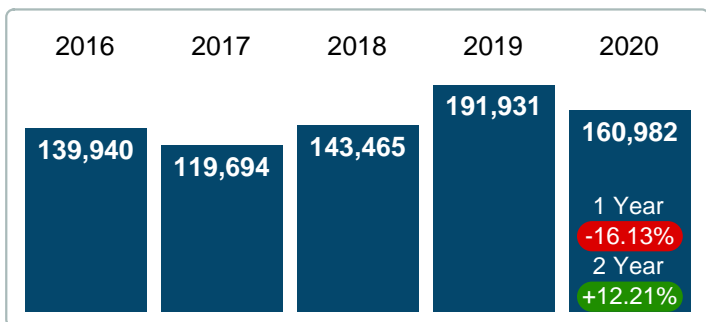
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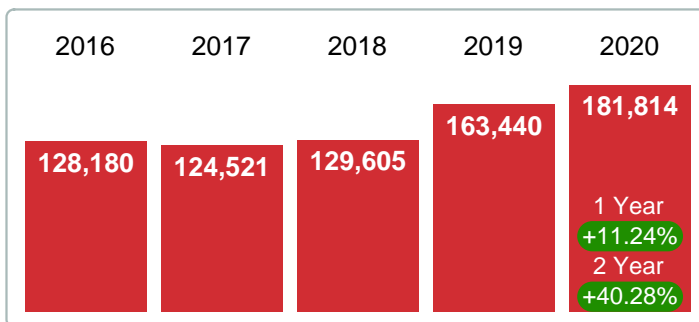
AVERAGE SOLD PRICE AT CLOSING

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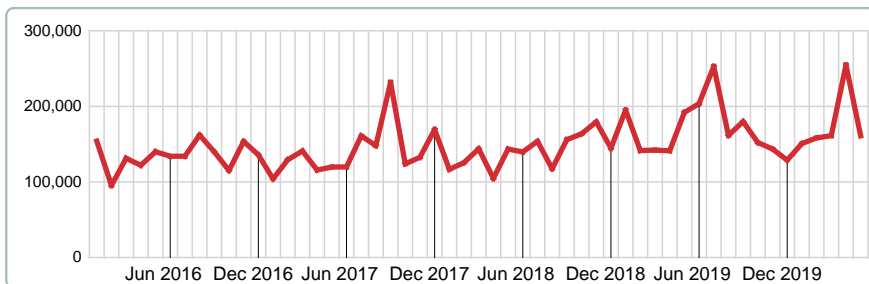
MAY



YEAR TO DATE (YTD)

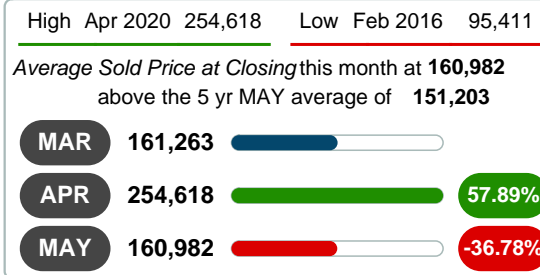


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 151,203



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	10.00%	18,423	18,333	18,960	0	0
\$25,001 - \$50,000	10.00%	35,901	36,262	35,000	0	0
\$50,001 - \$100,000	18.57%	80,463	78,558	84,750	0	0
\$100,001 - \$175,000	22.86%	138,842	140,392	139,100	136,000	0
\$175,001 - \$200,000	11.43%	187,475	0	187,475	0	0
\$200,001 - \$350,000	17.14%	243,521	224,333	242,250	259,500	0
\$350,001 and up	10.00%	456,986	0	540,000	450,000	384,450
Average Sold Price		160,982	82,700	176,481	279,600	384,450
Total Closed Units	100%	160,982	27	31	10	2
Total Closed Volume		11,268,710	2.23M	5.47M	2.80M	768.90K

May 2020



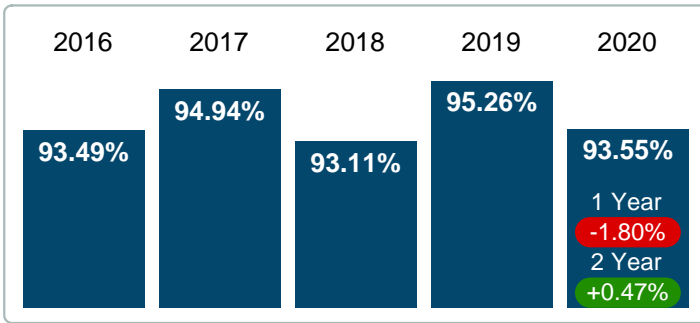
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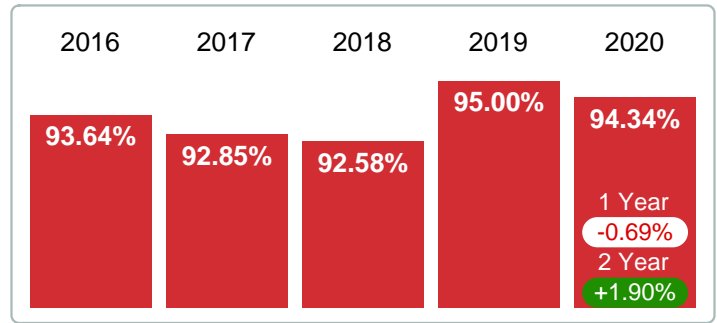
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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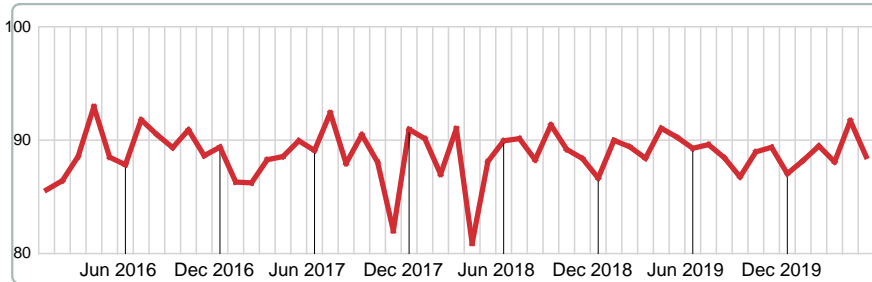
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

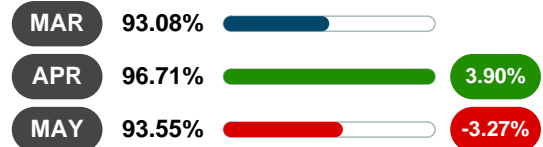


3 MONTHS

5 year MAY AVG = 94.07%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at 93.55% equal to 5 yr MAY average of 94.07%



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	7	10.00%	90.78%	93.22%	76.14%	0.00%	0.00%
\$25,001 \$50,000	7	10.00%	86.08%	84.29%	90.56%	0.00%	0.00%
\$50,001 \$100,000	13	18.57%	87.35%	86.43%	89.42%	0.00%	0.00%
\$100,001 \$175,000	16	22.86%	95.73%	91.20%	97.85%	95.38%	0.00%
\$175,001 \$200,000	8	11.43%	98.46%	0.00%	98.46%	0.00%	0.00%
\$200,001 \$350,000	12	17.14%	98.14%	93.94%	98.80%	100.46%	0.00%
\$350,001 and up	7	10.00%	96.85%	0.00%	96.03%	99.31%	93.96%
Average Sold/List Ratio		93.50%		89.08%	95.79%	98.59%	93.96%
Total Closed Units		70	100%	27	31	10	2
Total Closed Volume		11,268,710		2.23M	5.47M	2.80M	768.90K

May 2020



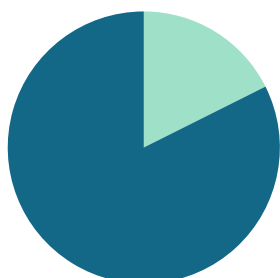
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

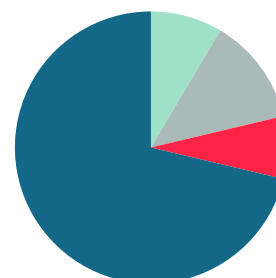


Inventory
 New Listings
140 = 17.61%
 Start Inventory
655
 Total Inventory Units
795
 Volume
\$154,336,498

Market Activity

Closed Sales
70 = 8.52%
 Pending Sales
105 = 12.77%
 Other Off Market
61 = 7.42%
 Active Inventory
586 = 71.29%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	70	-13.58%	328	326	-0.61%
Pending Sales	89	105	17.98%	393	410	4.33%
New Listings	177	140	-20.90%	860	832	-3.26%
Average List Price	202,202	168,733	-16.55%	170,309	192,213	12.86%
Average Sale Price	191,931	160,982	-16.13%	163,440	181,814	11.24%
Average Percent of Selling Price to List Price	95.26%	93.55%	-1.80%	95.00%	94.34%	-0.69%
Average Days on Market to Sale	44.83	41.87	-6.59%	57.03	46.98	-17.62%
Monthly Inventory	729	586	-19.62%	729	586	-19.62%
Months Supply of Inventory	9.99	7.83	-21.59%	9.99	7.83	-21.59%

Absorption: Last 12 months, an Average of **75** Sales/Month

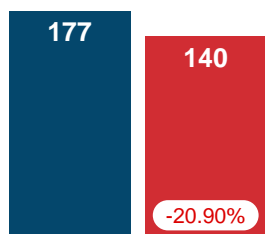
Inventory on May 31, 2020 = 586

2019 **2020**

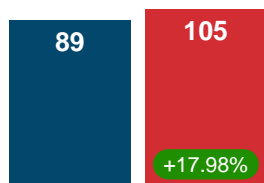
MAY MARKET

AVERAGE PRICES

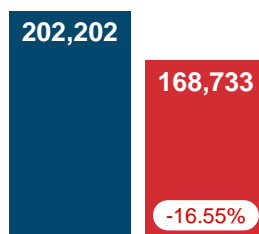
New Listings



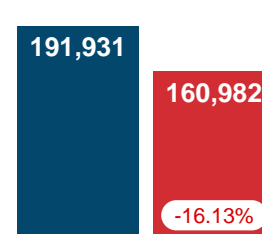
Pending Listings



List Price



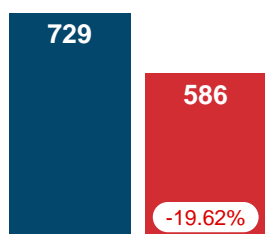
Sale Price



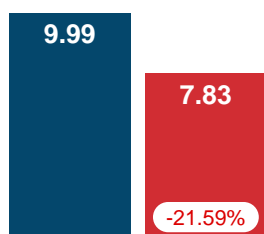
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

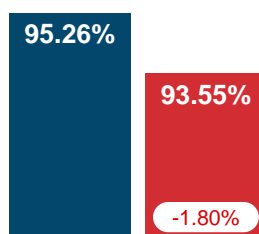
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

