

May 2020



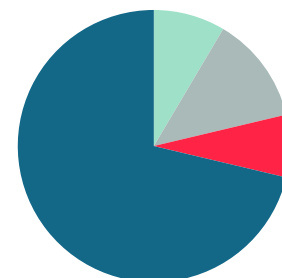
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	159,900	147,500	-7.75%
Median Sale Price	155,000	135,000	-12.90%
Median Percent of Selling Price to List Price	97.10%	97.67%	0.58%
Median Days on Market to Sale	32.00	17.00	-46.88%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.90%** in May 2020 to \$135,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 15.00 days or **46.88%** in May 2020 compared to last year's same month at **32.00** DOM.

Sales Success for May 2020 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

May 2020



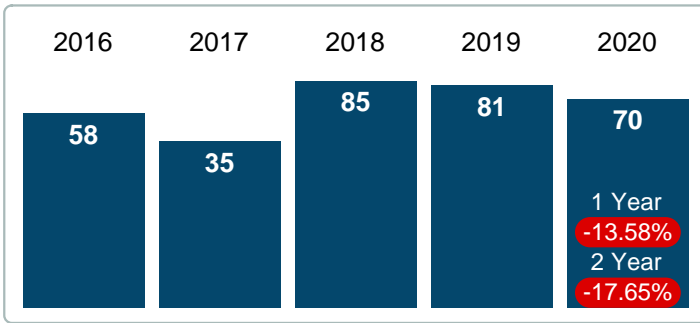
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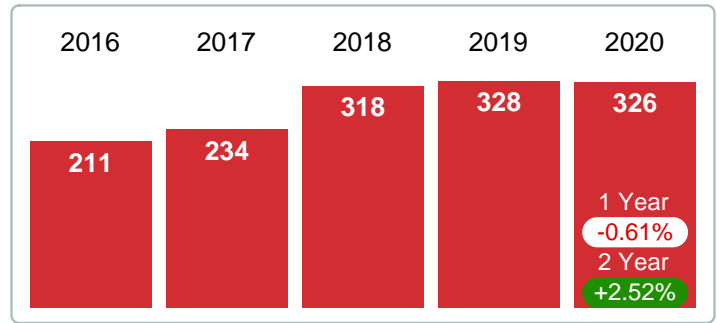
CLOSED LISTINGS

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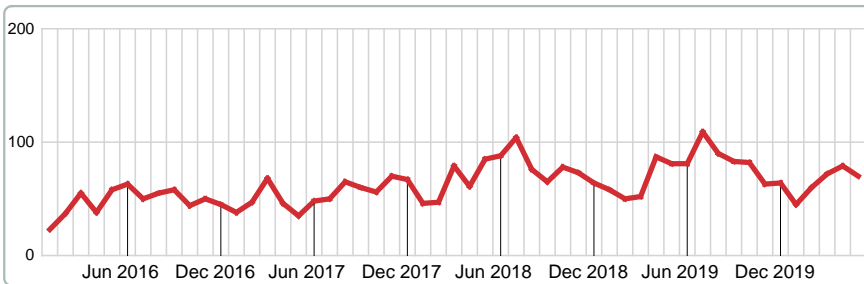
MAY



YEAR TO DATE (YTD)

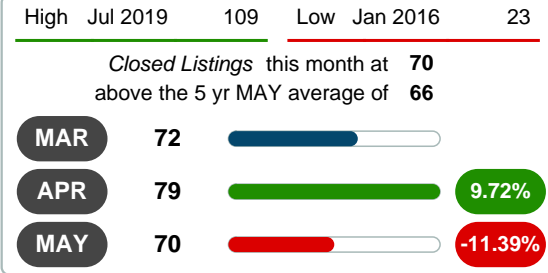


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



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	9	12.86%	31.0	8	1	0	0
\$30,001 - \$50,000	5	7.14%	16.0	3	2	0	0
\$50,001 - \$100,000	13	18.57%	16.0	9	4	0	0
\$100,001 - \$170,000	14	20.00%	23.5	4	7	3	0
\$170,001 - \$210,000	12	17.14%	7.5	0	11	1	0
\$210,001 - \$360,000	11	15.71%	12.0	3	4	4	0
\$360,001 and up	6	8.57%	45.0	0	2	2	2
Total Closed Units	70			27	31	10	2
Total Closed Volume	11,268,710	100%	17.0	2.23M	5.47M	2.80M	768.90K
Median Closed Price	\$135,000			\$60,692	\$171,000	\$255,500	\$384,450

May 2020



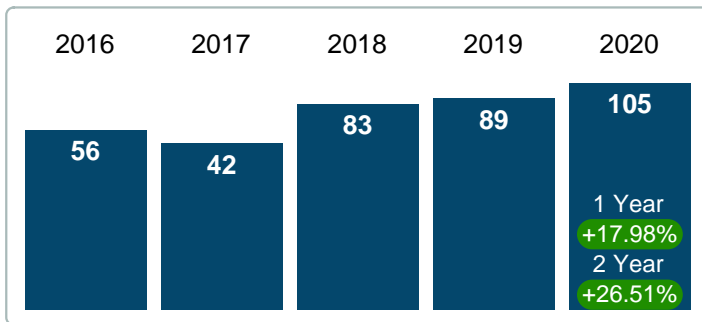
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



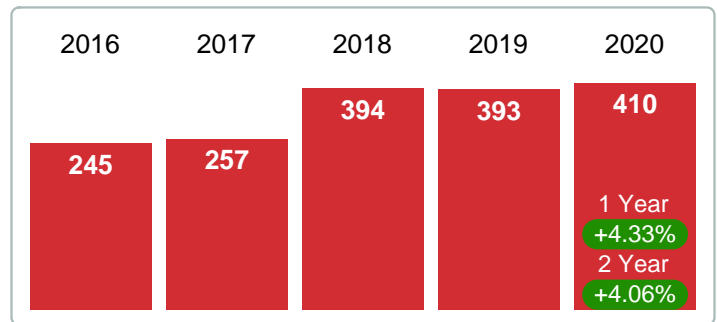
PENDING LISTINGS

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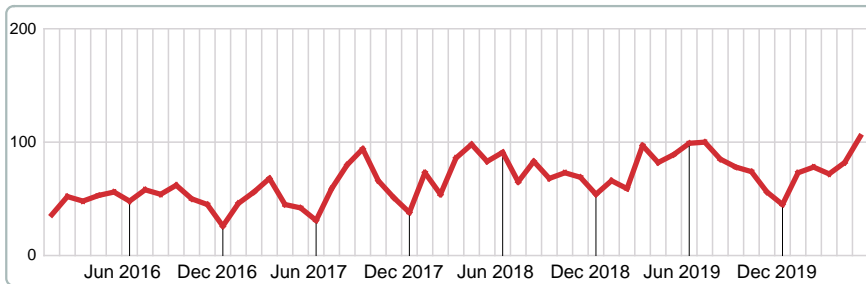
MAY



YEAR TO DATE (YTD)

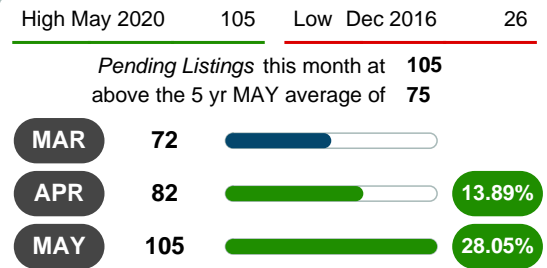


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	10.48%	51.0	11	0	0	0
\$25,001 - \$75,000	10	9.52%	73.0	9	1	0	0
\$75,001 - \$125,000	18	17.14%	19.0	6	11	1	0
\$125,001 - \$200,000	23	21.90%	21.0	1	17	5	0
\$200,001 - \$275,000	19	18.10%	23.0	4	10	4	1
\$275,001 - \$400,000	11	10.48%	42.0	1	1	8	1
\$400,001 and up	13	12.38%	67.0	2	6	2	3
Total Pending Units	105			34	46	20	5
Total Pending Volume	21,164,399	100%	35.0	4.10M	9.79M	5.43M	1.85M
Median Listing Price	\$170,000			\$62,000	\$172,450	\$274,450	\$419,900

May 2020



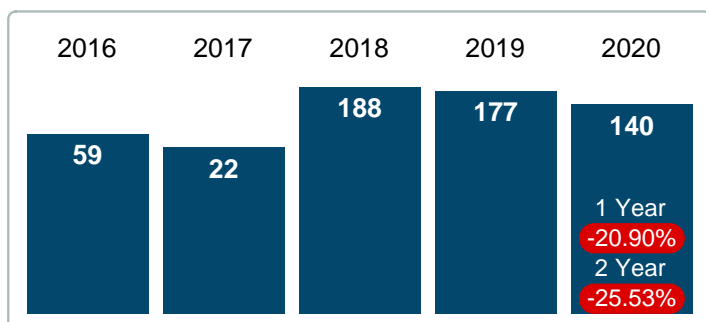
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



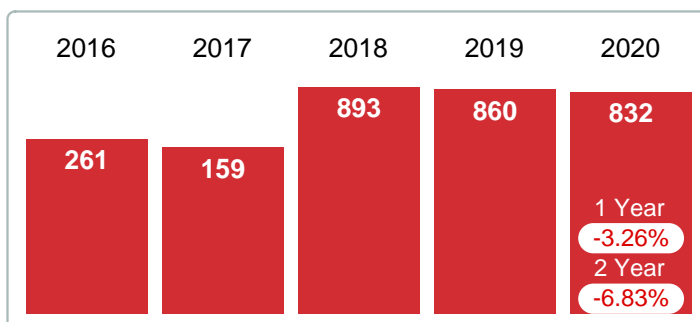
NEW LISTINGS

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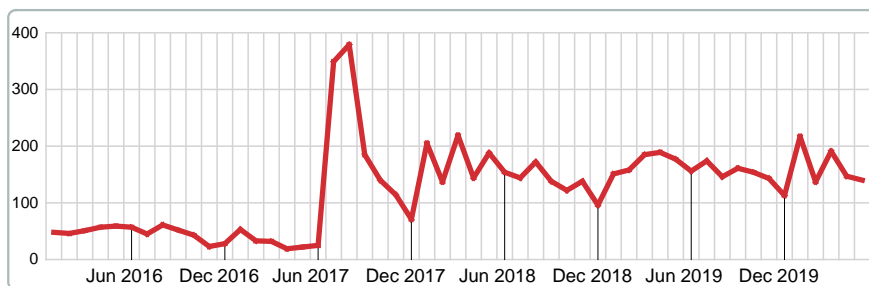
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

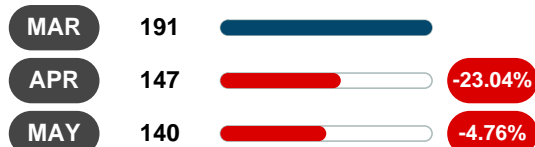


3 MONTHS

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
Median New Listed Listing Price	\$139,250		\$59,500	\$191,950	\$266,450	\$499,900

May 2020



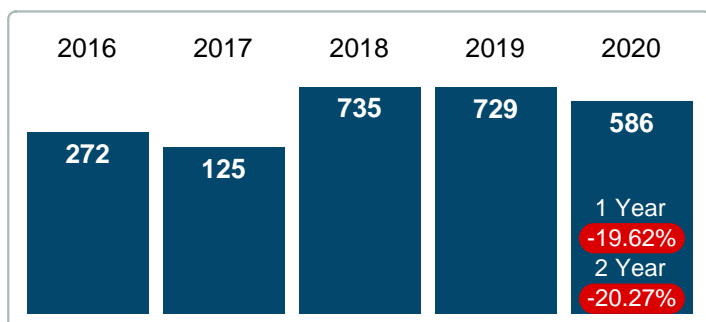
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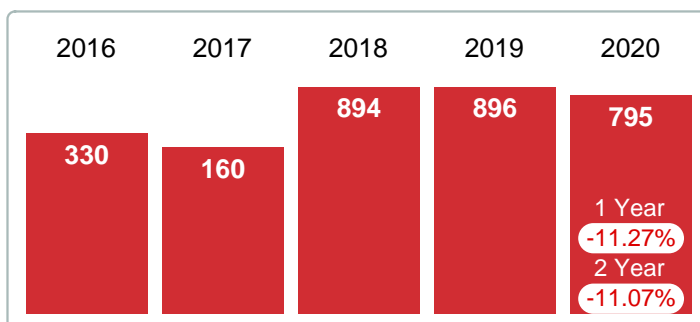
ACTIVE INVENTORY

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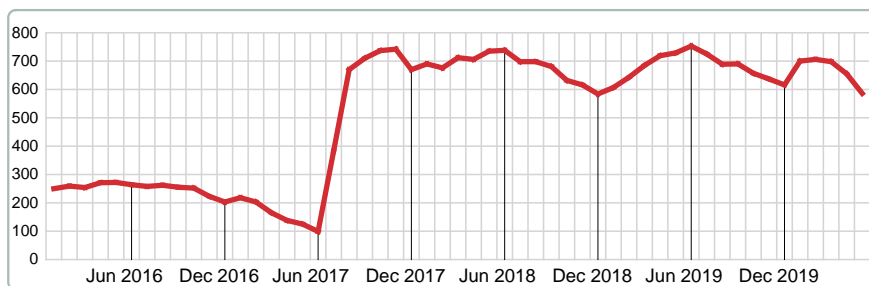
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

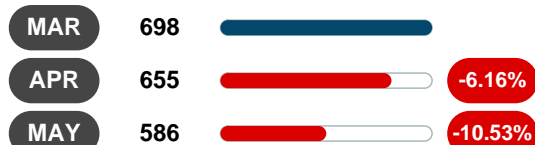


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	62	10.58%	136.0	62	0	0	0
\$20,001 - \$30,000	75	12.80%	178.0	73	2	0	0
\$30,001 - \$50,000	82	13.99%	95.0	78	3	1	0
\$50,001 - \$150,000	148	25.26%	71.0	98	42	7	1
\$150,001 - \$260,000	86	14.68%	60.0	40	32	11	3
\$260,001 - \$490,000	71	12.12%	66.0	30	23	13	5
\$490,001 and up	62	10.58%	84.5	27	12	16	7
Total Active Inventory by Units		586		408	114	48	16
Total Active Inventory by Volume		114,793,064	100%	59.81M	28.15M	18.12M	8.71M
Median Active Inventory Listing Price		\$109,950		\$45,000	\$184,950	\$312,500	\$469,500

May 2020



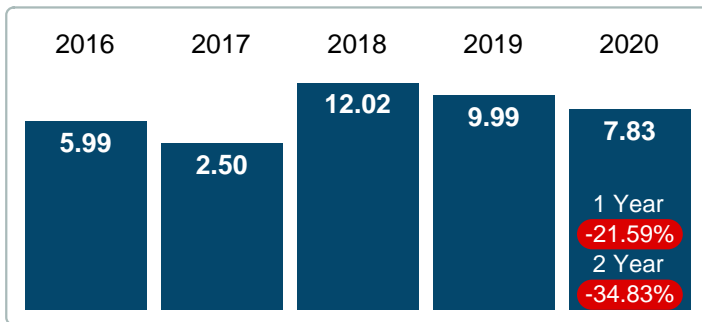
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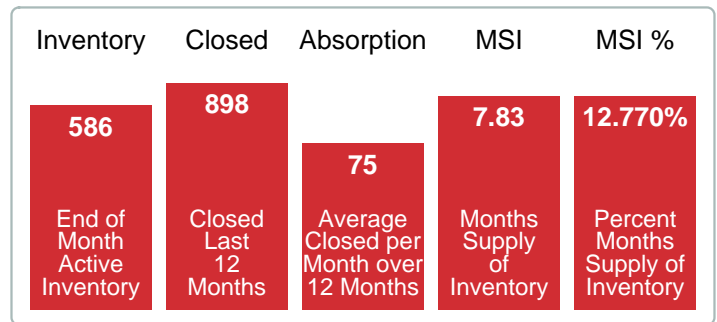
MONTHS SUPPLY of INVENTORY (MSI)

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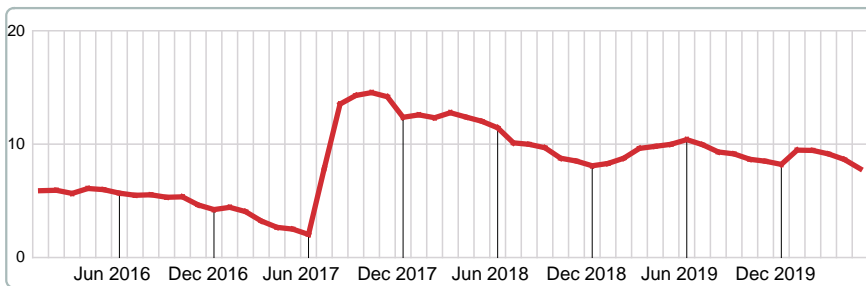
MSI FOR MAY



INDICATORS FOR MAY 2020

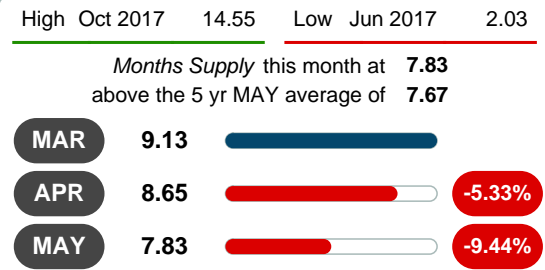


5 YEAR MARKET ACTIVITY TRENDS



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



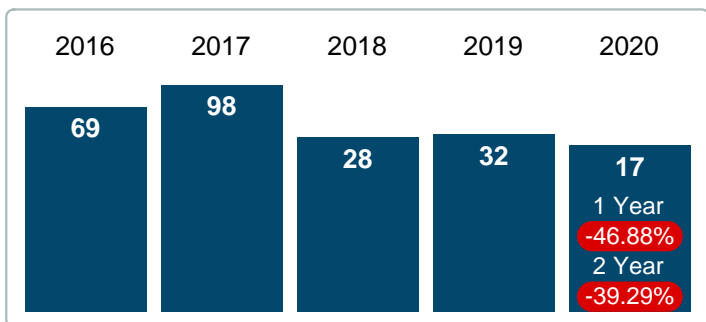
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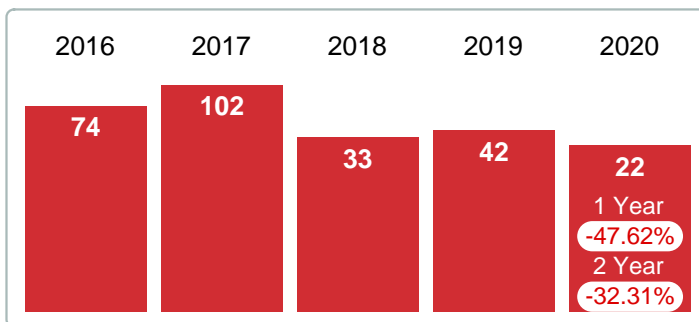
MEDIAN DAYS ON MARKET TO SALE

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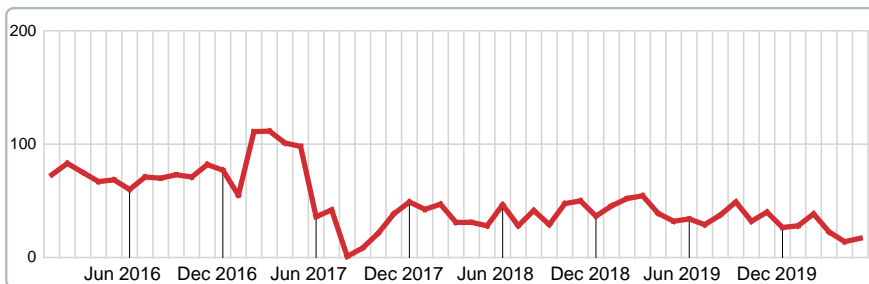
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49

High Mar 2017 112 Low Aug 2017 1

Median Days on Market to Sale this month at 17 below the 5 yr MAY average of 49



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	9	12.86%	31	30	31	0	0
\$30,001 - \$50,000	5	7.14%	16	16	29	0	0
\$50,001 - \$100,000	13	18.57%	16	16	34	0	0
\$100,001 - \$170,000	14	20.00%	24	11	26	28	0
\$170,001 - \$210,000	12	17.14%	8	0	6	164	0
\$210,001 - \$360,000	11	15.71%	12	102	35	7	0
\$360,001 and up	6	8.57%	45	0	76	108	9
Median Closed DOM			17	18	13	25	9
Total Closed Units		100%	70	27	31	10	2
Total Closed Volume			11,268,710	2.23M	5.47M	2.80M	768.90K

May 2020



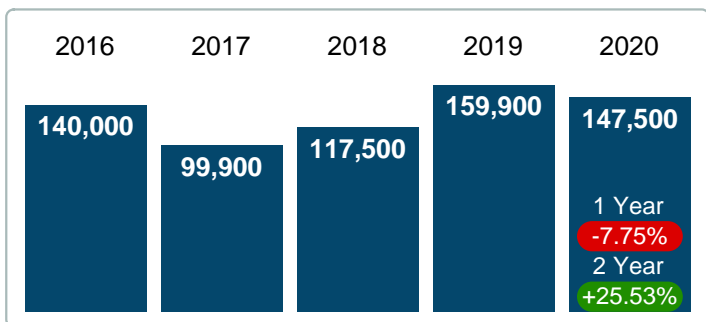
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



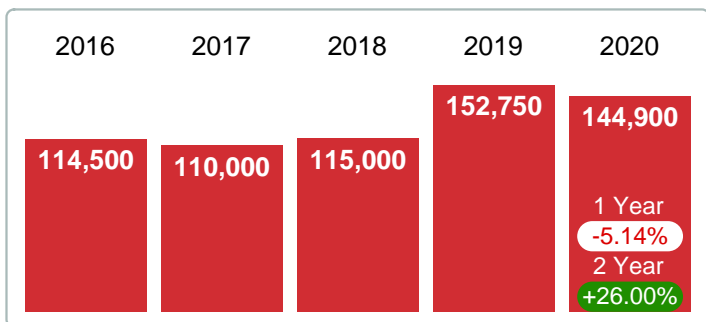
MEDIAN LIST PRICE AT CLOSING

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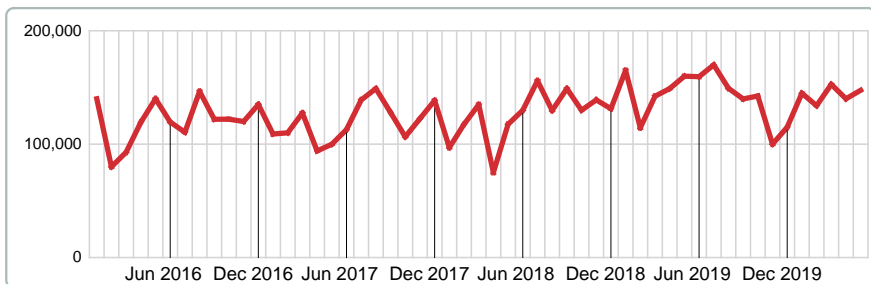
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 132,960

High Jul 2019 169,900 Low Apr 2018 75,000
 Median List Price at Closing this month at **147,500**
 above the 5 yr MAY average of **132,960**

- MAR 152,700
- APR 140,000 (-8.32%)
- MAY 147,500 (5.36%)

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	
\$30,000 and less	8	11.43%	23,200	21,500	24,900	0	
\$30,001 - \$50,000	4	5.71%	41,250	41,250	40,750	0	
\$50,001 - \$100,000	12	17.14%	80,600	79,500	99,000	0	
\$100,001 - \$170,000	17	24.29%	137,900	147,500	126,450	135,900	
\$170,001 - \$210,000	12	17.14%	191,000	0	187,000	199,900	
\$210,001 - \$360,000	10	14.29%	256,500	239,000	264,000	289,000	
\$360,001 and up	7	10.00%	449,000	0	562,000	420,000	
Median List Price		147,500		79,500	175,000	255,750	411,950
Total Closed Units		70	100%	27	31	10	2
Total Closed Volume		11,811,335		2.51M	5.64M	2.84M	823.90K

May 2020



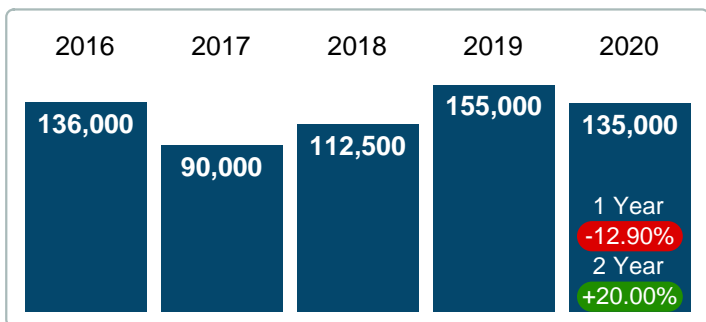
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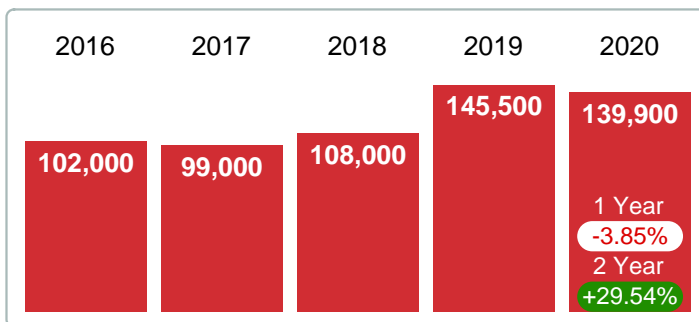
MEDIAN SOLD PRICE AT CLOSING

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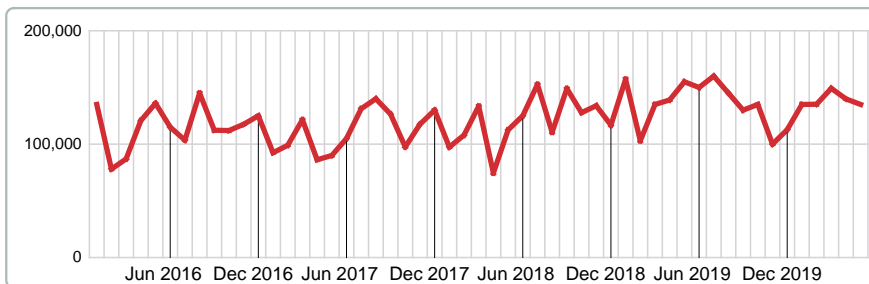
MAY



YEAR TO DATE (YTD)

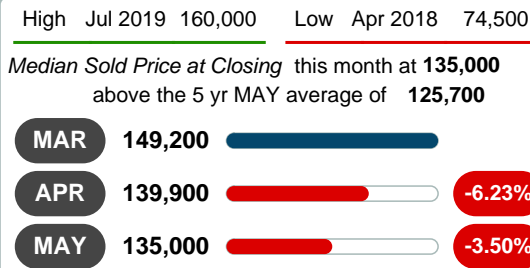


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 125,700



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	12.86%	21,500	21,500	18,960	0	0
\$30,001 - \$50,000	7.14%	39,308	40,000	35,000	0	0
\$50,001 - \$100,000	18.57%	84,000	80,000	87,000	0	0
\$100,001 - \$170,000	20.00%	133,750	142,500	132,500	135,000	0
\$170,001 - \$210,000	17.14%	187,450	0	185,000	204,000	0
\$210,001 - \$360,000	15.71%	256,250	229,000	259,625	306,000	0
\$360,001 and up	8.57%	452,500	0	540,000	495,000	384,450
Median Sold Price		135,000	60,692	171,000	255,500	384,450
Total Closed Units	100%	135,000	27	31	10	2
Total Closed Volume		11,268,710	2.23M	5.47M	2.80M	768.90K

May 2020



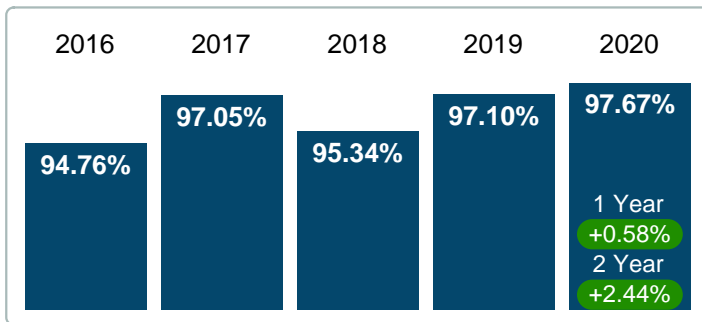
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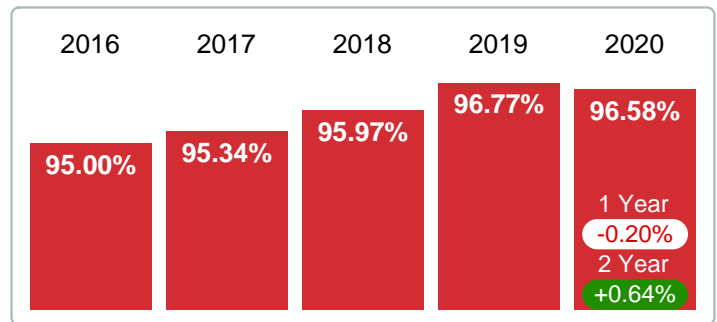
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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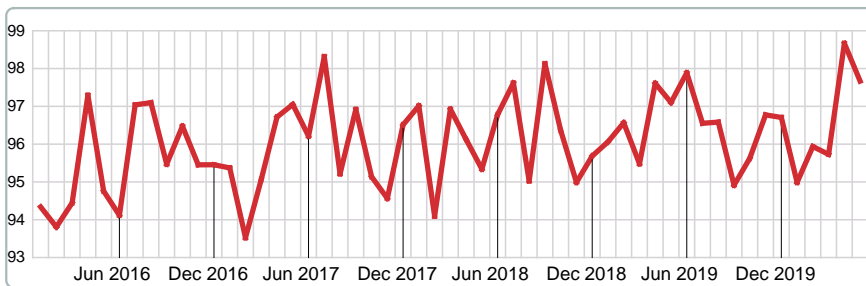
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

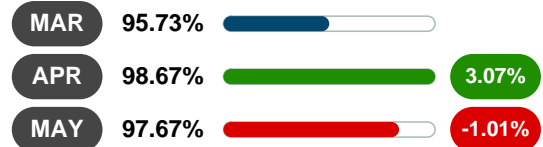


3 MONTHS

5 year MAY AVG = 96.38%

High Apr 2020 98.67% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.67%**
above the 5 yr MAY average of **96.38%**



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	9	12.86%	96.00%	98.00%	76.14%	0.00%	0.00%
\$30,001 - \$50,000	5	7.14%	74.29%	74.29%	90.56%	0.00%	0.00%
\$50,001 - \$100,000	13	18.57%	89.76%	89.76%	88.85%	0.00%	0.00%
\$100,001 - \$170,000	14	20.00%	99.06%	91.38%	100.00%	98.79%	0.00%
\$170,001 - \$210,000	12	17.14%	99.19%	0.00%	98.93%	102.05%	0.00%
\$210,001 - \$360,000	11	15.71%	99.78%	95.82%	99.83%	99.89%	0.00%
\$360,001 and up	6	8.57%	96.03%	0.00%	96.03%	100.19%	93.96%
Median Sold/List Ratio		97.67%		94.12%	97.71%	99.56%	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



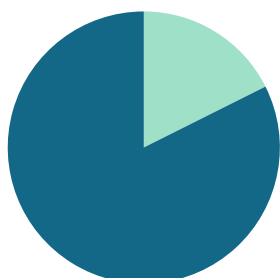
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

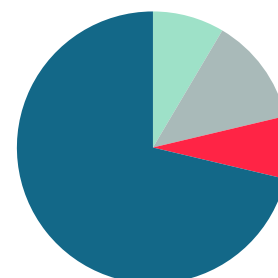


Inventory
 New Listings
140 = 17.61%
 Start Inventory
655
 Total Inventory Units
795
 Volume
\$154,336,498

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%
Median List Price	159,900	147,500	-7.75%	152,750	144,900	-5.14%
Median Sale Price	155,000	135,000	-12.90%	145,500	139,900	-3.85%
Median Percent of Selling Price to List Price	97.10%	97.67%	0.58%	96.77%	96.58%	-0.20%
Median Days on Market to Sale	32.00	17.00	-46.88%	42.00	22.00	-47.62%
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

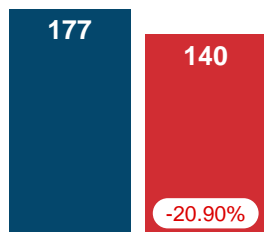
Inventory on May 31, 2020 = **586**

2019 **2020**

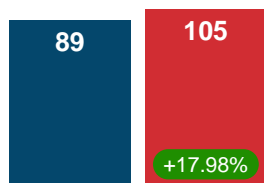
MAY MARKET

MEDIAN PRICES

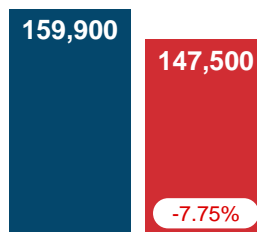
New Listings



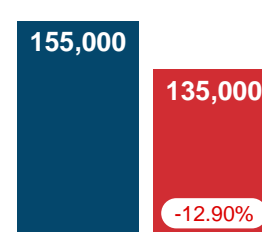
Pending Listings



List Price



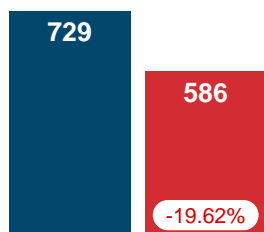
Sale Price



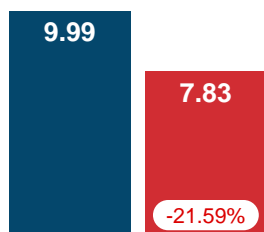
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

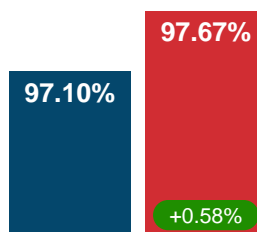
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

