

April 2020



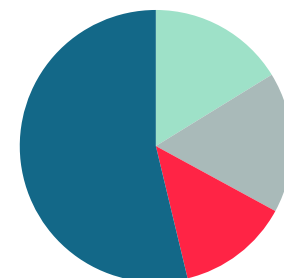
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	68	67	-1.47%
Pending Listings	68	69	1.47%
New Listings	125	109	-12.80%
Average List Price	165,608	176,822	6.77%
Average Sale Price	159,996	177,524	10.95%
Average Percent of Selling Price to List Price	96.71%	97.95%	1.29%
Average Days on Market to Sale	50.43	35.46	-29.67%
End of Month Inventory	314	222	-29.30%
Months Supply of Inventory	5.20	3.58	-31.20%



■ Closed (16.22%)
■ Pending (16.71%)
■ Other OffMarket (13.32%)
■ Active (53.75%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of April 30, 2020 = **222**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **29.30%** to 222 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **3.58** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.95%** in April 2020 to \$177,524 versus the previous year at \$159,996.

Average Days on Market Shortens

The average number of **35.46** days that homes spent on the market before selling decreased by 14.96 days or **29.67%** in April 2020 compared to last year's same month at **50.43** DOM.

Sales Success for April 2020 is Positive

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

There were 109 New Listings in April 2020, down **12.80%** from last year at 125. Furthermore, there were 67 Closed Listings this month versus last year at 68, a **-1.47%** decrease.

Closed versus Listed trends yielded a **61.5%** ratio, up from previous year's, April 2019, at **54.4%**, a **12.99%** 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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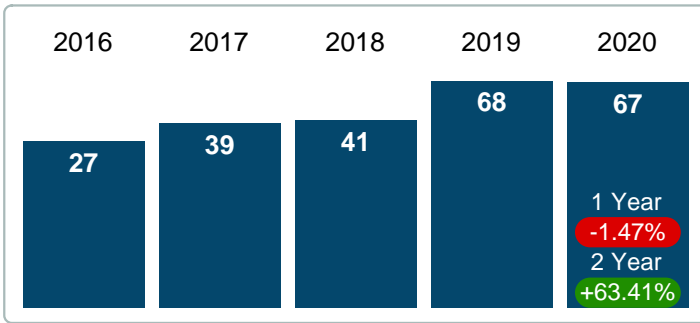
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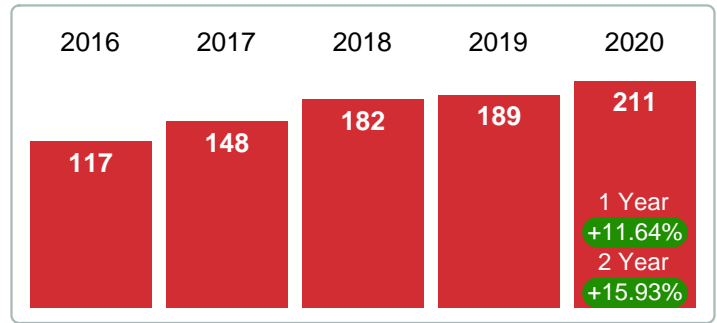
CLOSED LISTINGS

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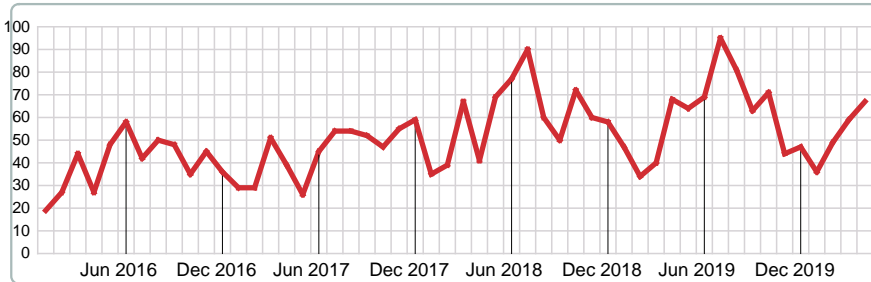
APRIL



YEAR TO DATE (YTD)

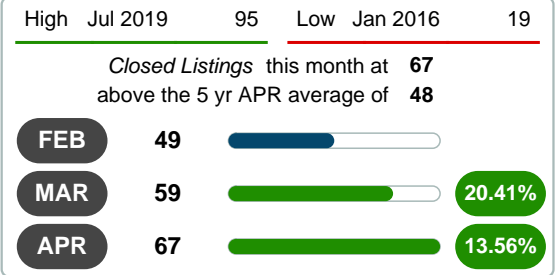


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.97%	31.5	1	3	0	0
\$50,001 - \$100,000	8	11.94%	38.3	0	7	1	0
\$100,001 - \$125,000	11	16.42%	42.8	3	7	1	0
\$125,001 - \$175,000	17	25.37%	28.4	0	16	1	0
\$175,001 - \$200,000	9	13.43%	23.2	0	8	1	0
\$200,001 - \$300,000	11	16.42%	23.1	0	7	4	0
\$300,001 and up	7	10.45%	75.4	0	5	1	1
Total Closed Units	67			4	53	9	1
Total Closed Volume	11,894,090	100%	35.5	363.00K	9.29M	1.81M	436.50K
Average Closed Price	\$177,524			\$90,750	\$175,202	\$200,988	\$436,500

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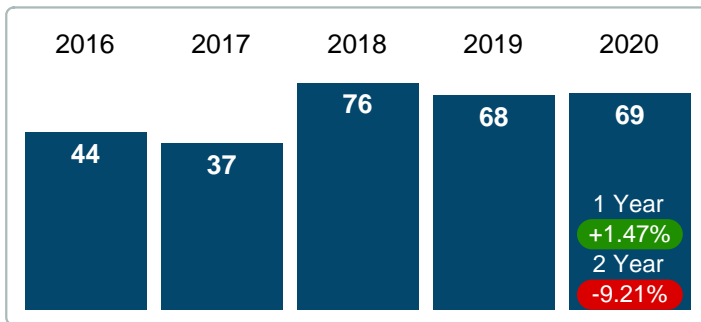
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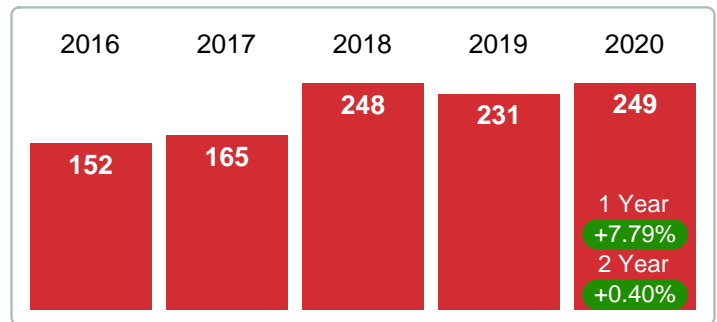
PENDING LISTINGS

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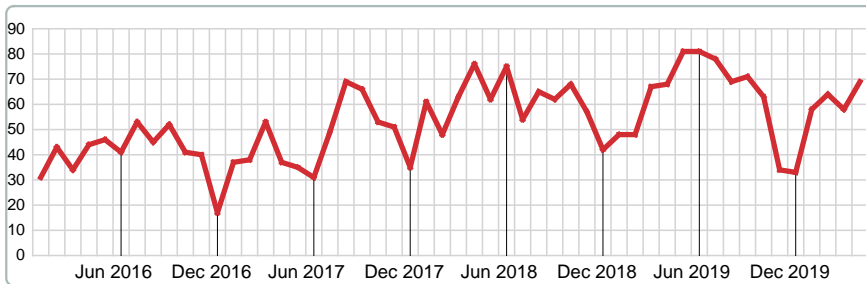
APRIL



YEAR TO DATE (YTD)

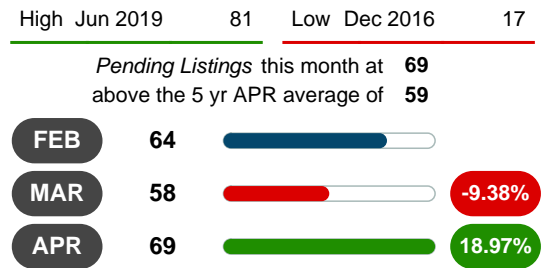


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	41.7	1	5	0	0
\$75,001 - \$125,000	10	14.49%	19.5	2	5	3	0
\$125,001 - \$150,000	9	13.04%	25.0	1	7	1	0
\$150,001 - \$175,000	14	20.29%	25.0	2	11	1	0
\$175,001 - \$200,000	10	14.49%	34.7	0	9	1	0
\$200,001 - \$350,000	13	18.84%	43.4	2	6	5	0
\$350,001 and up	7	10.14%	74.0	0	2	3	2
Total Pending Units	69			8	45	14	2
Total Pending Volume	13,080,710	100%	35.2	1.28M	7.64M	3.34M	823.90K
Average Listing Price	\$191,790			\$160,038	\$169,747	\$238,421	\$411,950

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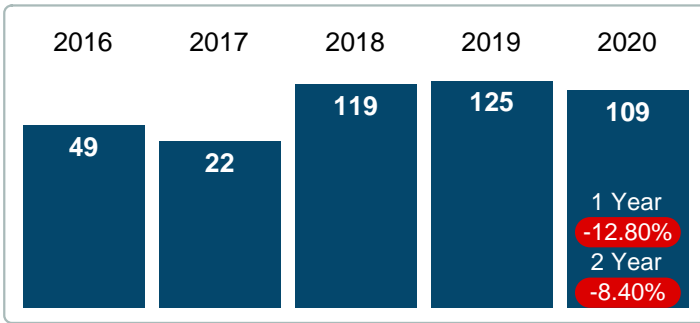
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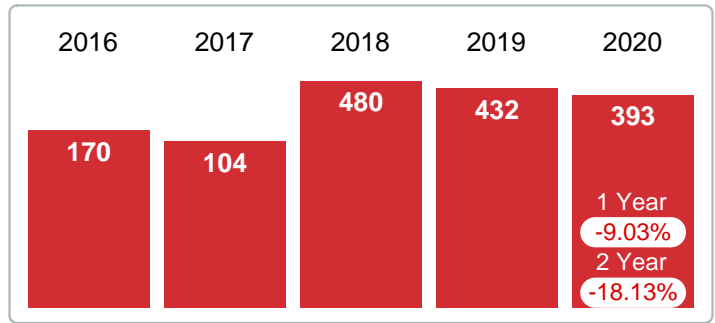
NEW LISTINGS

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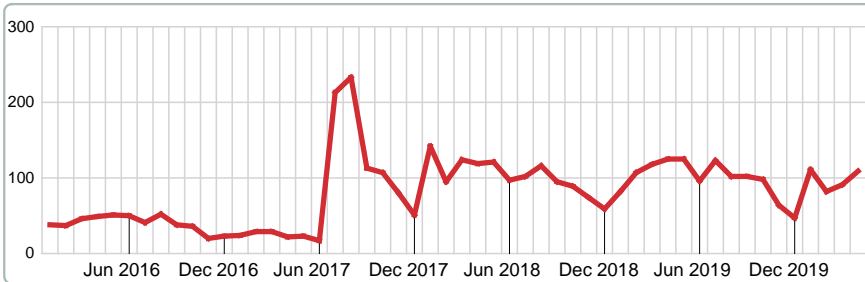
APRIL



YEAR TO DATE (YTD)

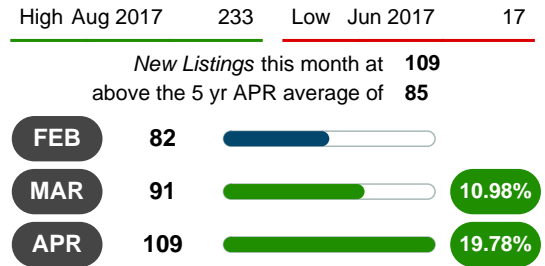


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 85



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.42%	5	2	0	0
\$75,001 - \$125,000	16	14.68%	4	9	2	1
\$125,001 - \$150,000	7	6.42%	1	4	2	0
\$150,001 - \$200,000	38	34.86%	2	30	6	0
\$200,001 - \$275,000	14	12.84%	2	9	3	0
\$275,001 - \$450,000	16	14.68%	0	7	7	2
\$450,001 and up	11	10.09%	1	4	6	0
Total New Listed Units	109		15	65	26	3
Total New Listed Volume	26,513,887	100%	2.15M	14.11M	9.40M	856.00K
Average New Listed Listing Price	\$219,832		\$143,120	\$217,086	\$361,557	\$285,333

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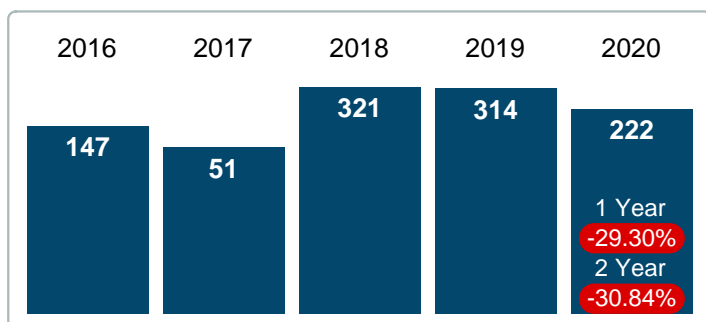
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



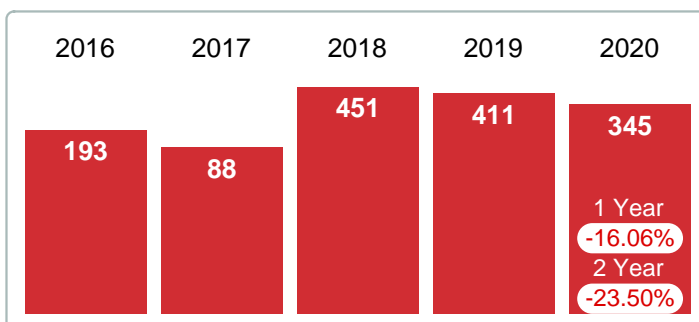
ACTIVE INVENTORY

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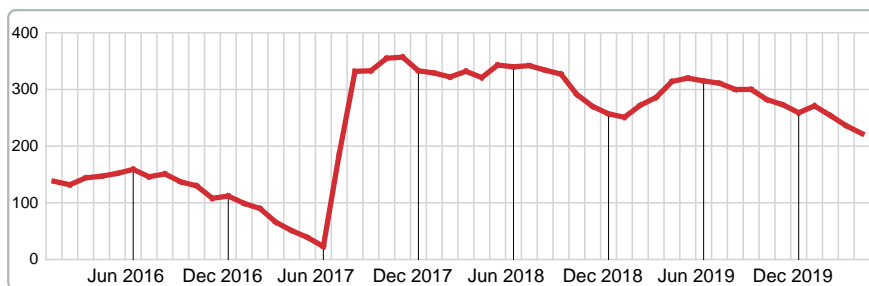
END OF APRIL



ACTIVE DURING APRIL

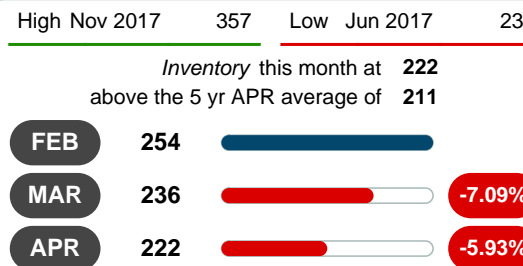


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	5.86%	55.8	6	5	1	1
\$50,001 - \$100,000	36	16.22%	83.9	10	23	3	0
\$100,001 - \$150,000	30	13.51%	75.9	6	19	3	2
\$150,001 - \$275,000	59	26.58%	52.1	4	37	14	4
\$275,001 - \$375,000	30	13.51%	77.0	2	13	14	1
\$375,001 - \$575,000	28	12.61%	56.0	2	9	10	7
\$575,001 and up	26	11.71%	84.7	0	10	13	3
Total Active Inventory by Units	222			30	116	58	18
Total Active Inventory by Volume	62,049,295	100%	68.4	4.24M	27.46M	22.65M	7.70M
Average Active Inventory Listing Price	\$279,501			\$141,447	\$236,697	\$390,540	\$427,650

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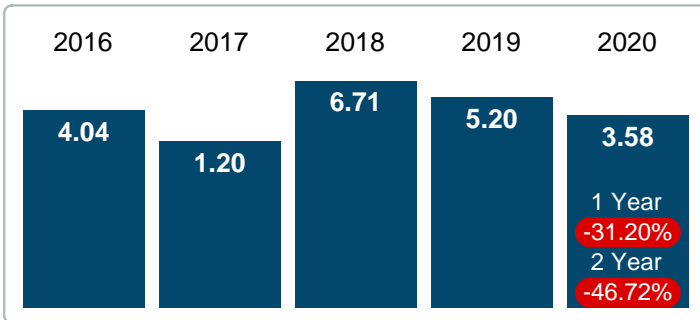
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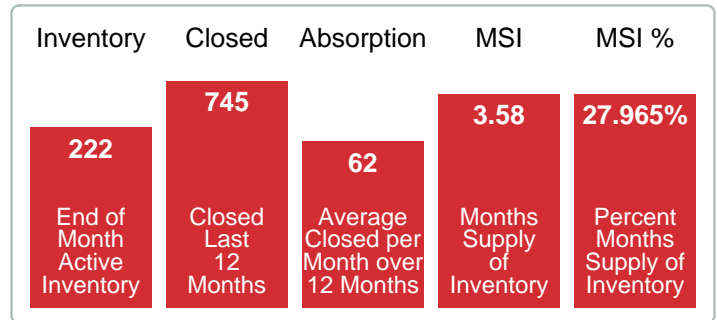
MONTHS SUPPLY of INVENTORY (MSI)

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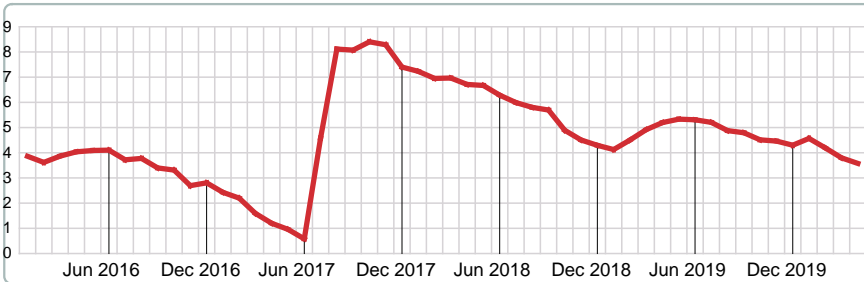
MSI FOR APRIL



INDICATORS FOR APRIL 2020

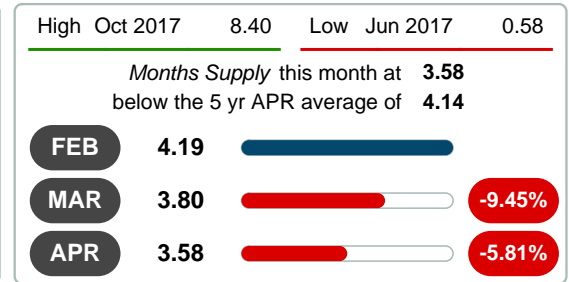


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.14



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
\$50,000 and less	13	5.86%	2.89	2.57	2.50	6.00	0.00
\$50,001 - \$100,000	36	16.22%	2.98	2.93	2.94	5.14	0.00
\$100,001 - \$150,000	30	13.51%	2.29	3.27	2.04	1.71	12.00
\$150,001 - \$275,000	59	26.58%	2.42	3.20	2.13	2.58	12.00
\$275,001 - \$375,000	30	13.51%	5.90	6.00	4.88	9.33	1.71
\$375,001 - \$575,000	28	12.61%	14.61	0.00	10.80	12.00	28.00
\$575,001 and up	26	11.71%	24.00	0.00	20.00	31.20	18.00
Market Supply of Inventory (MSI)	3.58	100%	3.58	3.27	2.86	5.44	10.29
Total Active Inventory by Units	222			30	116	58	18

April 2020



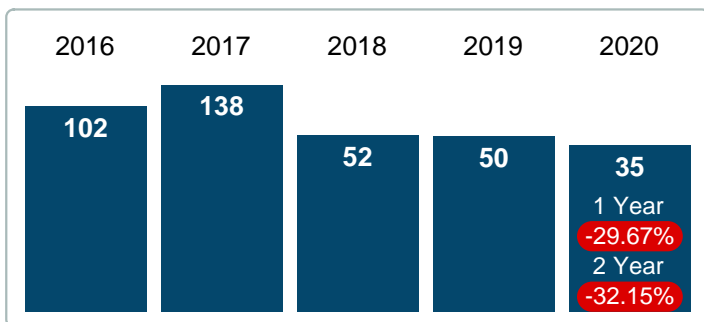
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



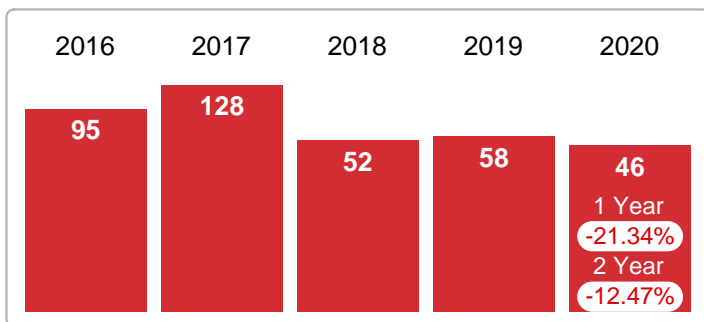
AVERAGE DAYS ON MARKET TO SALE

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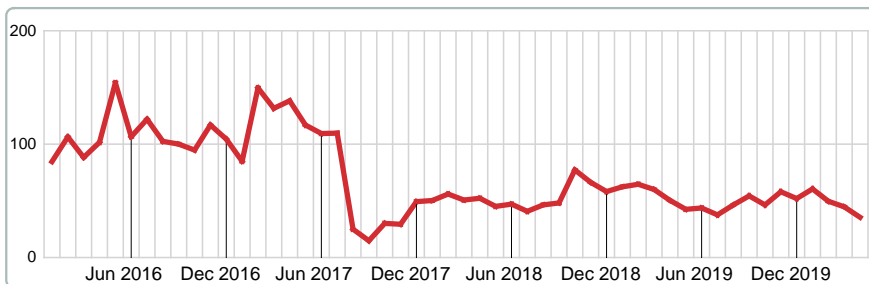
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

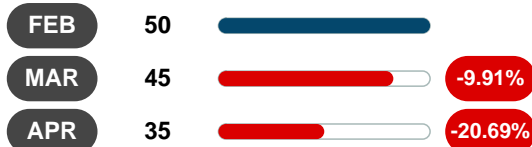


3 MONTHS

5 year APR AVG = 76

High May 2016 154 Low Sep 2017 15

Average Days on Market to Sale this month at 35 below the 5 yr APR average of 76



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
\$50,000 and less	5.97%	32	89	12	0	0
\$50,001 - \$100,000	11.94%	38	0	44	1	0
\$100,001 - \$125,000	16.42%	43	96	12	95	0
\$125,001 - \$175,000	25.37%	28	0	30	1	0
\$175,001 - \$200,000	13.43%	23	0	22	35	0
\$200,001 - \$300,000	16.42%	23	0	28	14	0
\$300,001 and up	10.45%	75	0	83	37	74
Average Closed DOM		35				
Total Closed Units	100%	67	4	53	9	1
Total Closed Volume		11,894,090	363.00K	9.29M	1.81M	436.50K

April 2020



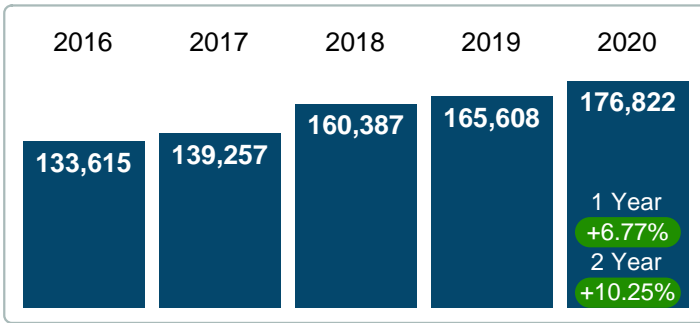
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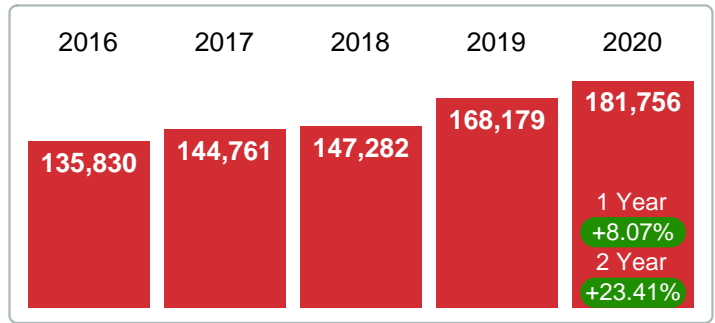
AVERAGE LIST PRICE AT CLOSING

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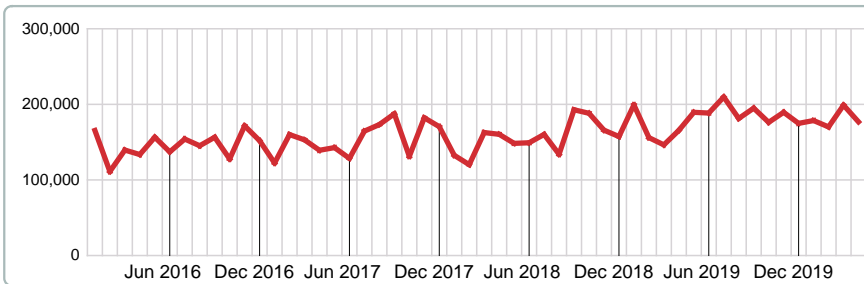
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

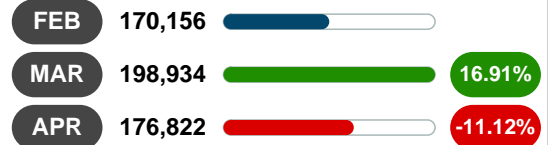


3 MONTHS

5 year APR AVG = 155,138

High Jul 2019 209,710 Low Feb 2016 111,161

Average List Price at Closing this month at **176,822**
above the 5 yr APR average of **155,138**



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
\$50,000 and less	4.48%	37,967	39,000	42,600	0	0
\$50,001 - \$100,000	14.93%	77,740	0	77,943	79,000	0
\$100,001 - \$125,000	10.45%	117,114	119,667	120,457	114,000	0
\$125,001 - \$175,000	28.36%	146,892	0	151,434	150,000	0
\$175,001 - \$200,000	14.93%	187,645	0	190,256	175,900	0
\$200,001 - \$300,000	14.93%	230,599	0	241,757	232,148	0
\$300,001 and up	11.94%	395,325	0	406,740	375,000	439,000
Average List Price		176,822	99,500	173,351	202,499	439,000
Total Closed Units	100%	176,822	4	53	9	1
Total Closed Volume		11,847,090	398.00K	9.19M	1.82M	439.00K

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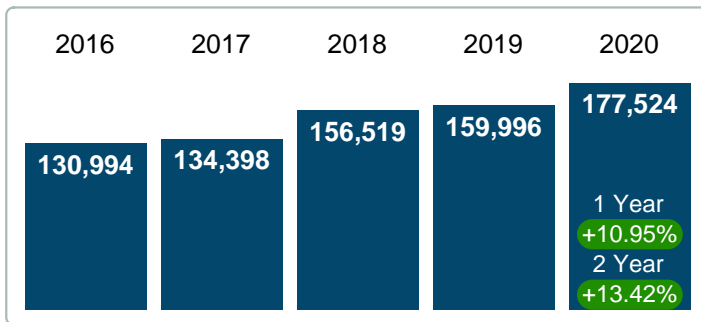
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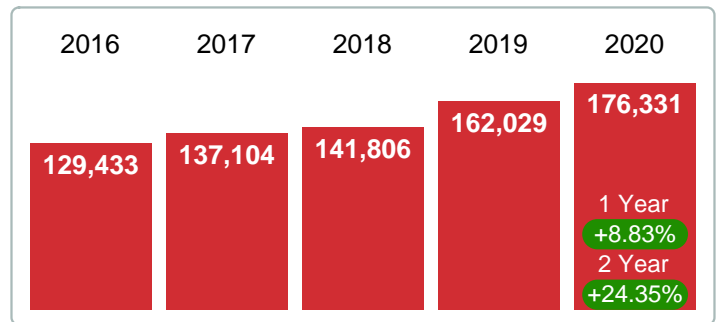
AVERAGE SOLD PRICE AT CLOSING

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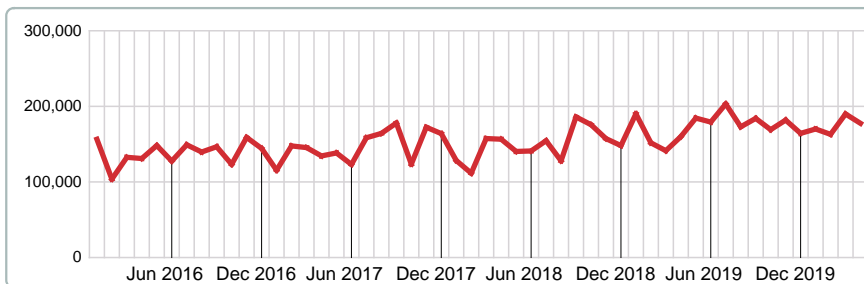
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

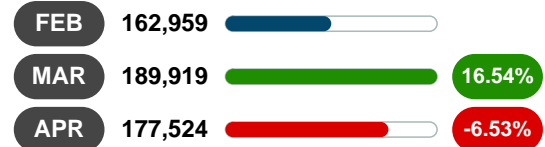


3 MONTHS

5 year APR AVG = 151,886

High Jul 2019 203,150 Low Feb 2016 103,752

Average Sold Price at Closing this month at 177,524 above the 5 yr APR average of 151,886



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
\$50,000 and less	5.97%	34,500	32,000	35,333	0	0
\$50,001 - \$100,000	11.94%	74,800	0	74,200	79,000	0
\$100,001 - \$125,000	16.42%	115,227	110,333	116,643	120,000	0
\$125,001 - \$175,000	25.37%	147,632	0	148,153	139,300	0
\$175,001 - \$200,000	13.43%	185,717	0	186,819	176,900	0
\$200,001 - \$300,000	16.42%	233,463	0	234,914	230,923	0
\$300,001 and up	10.45%	448,700	0	466,880	370,000	436,500
Average Sold Price		177,524	90,750	175,202	200,988	436,500
Total Closed Units	100%	177,524	4	53	9	1
Total Closed Volume		11,894,090	363.00K	9.29M	1.81M	436.50K

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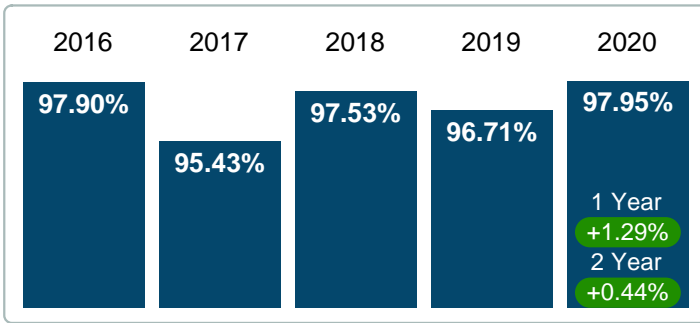
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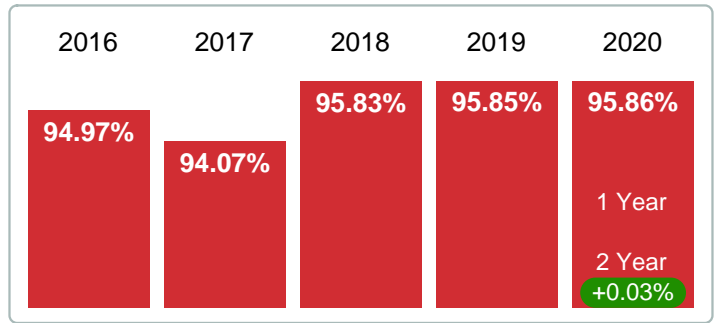
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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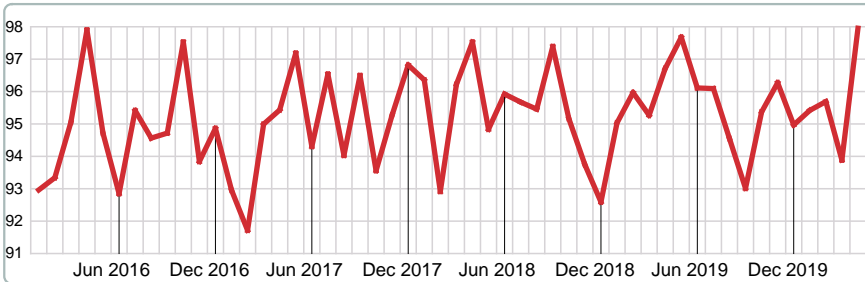
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

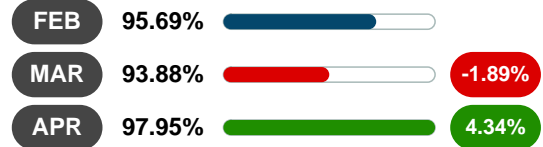


3 MONTHS

5 year APR AVG = 97.11%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **97.95%** above the 5 yr APR average of **97.11%**



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
\$50,000 and less	4	5.97%	84.93%	82.05%	85.89%	0.00%	0.00%
\$50,001 - \$100,000	8	11.94%	96.49%	0.00%	95.99%	100.00%	0.00%
\$100,001 - \$125,000	11	16.42%	96.73%	92.61%	97.27%	105.26%	0.00%
\$125,001 - \$175,000	17	25.37%	97.55%	0.00%	97.84%	92.87%	0.00%
\$175,001 - \$200,000	9	13.43%	98.46%	0.00%	98.19%	100.57%	0.00%
\$200,001 - \$300,000	11	16.42%	98.12%	0.00%	97.32%	99.53%	0.00%
\$300,001 and up	7	10.45%	109.08%	0.00%	113.10%	98.67%	99.43%
Average Sold/List Ratio		98.00%		89.97%	98.27%	99.50%	99.43%
Total Closed Units		67	100%	4	53	9	1
Total Closed Volume		11,894,090		363.00K	9.29M	1.81M	436.50K

April 2020



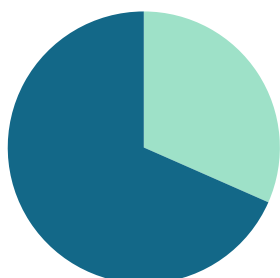
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

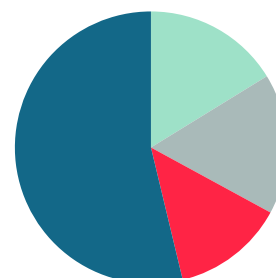


Inventory
 New Listings
109 = 31.59%
 Start Inventory
236
 Total Inventory Units
345
 Volume
\$91,605,355

Market Activity

Closed Sales
67 = 16.22%
 Pending Sales
69 = 16.71%
 Other Off Market
55 = 13.32%
 Active Inventory
222 = 53.75%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	68	67	-1.47%	189	211	11.64%
Pending Sales	68	69	1.47%	231	249	7.79%
New Listings	125	109	-12.80%	432	393	-9.03%
Average List Price	165,608	176,822	6.77%	168,179	181,756	8.07%
Average Sale Price	159,996	177,524	10.95%	162,029	176,331	8.83%
Average Percent of Selling Price to List Price	96.71%	97.95%	1.29%	95.85%	95.86%	0.00%
Average Days on Market to Sale	50.43	35.46	-29.67%	57.98	45.61	-21.34%
Monthly Inventory	314	222	-29.30%	314	222	-29.30%
Months Supply of Inventory	5.20	3.58	-31.20%	5.20	3.58	-31.20%

Absorption: Last 12 months, an Average of **62** Sales/Month

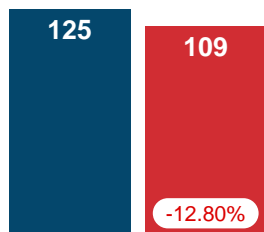
Inventory on April 30, 2020 = **222**

2019 **2020**

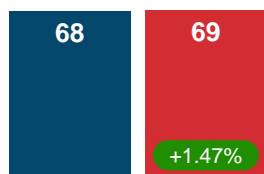
APRIL MARKET

AVERAGE PRICES

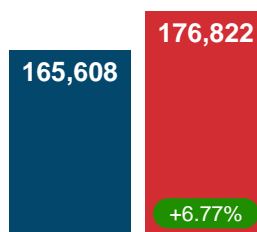
New Listings



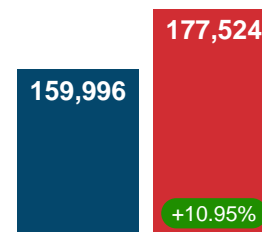
Pending Listings



List Price



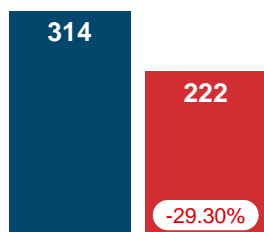
Sale Price



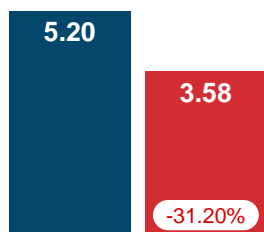
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

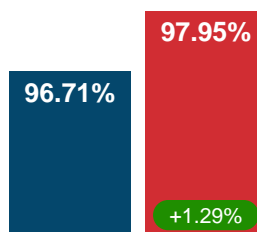
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

