

April 2020



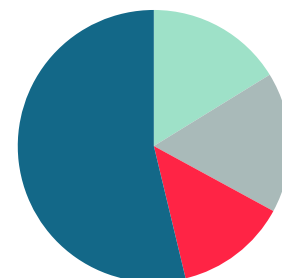
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	159,250	154,900	-2.73%
Median Sale Price	157,500	150,000	-4.76%
Median Percent of Selling Price to List Price	98.03%	98.39%	0.36%
Median Days on Market to Sale	37.00	14.00	-62.16%
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.

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 **4.76%** in April 2020 to \$150,000 versus the previous year at \$157,500.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 23.00 days or **62.16%** in April 2020 compared to last year's same month at **37.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices falling 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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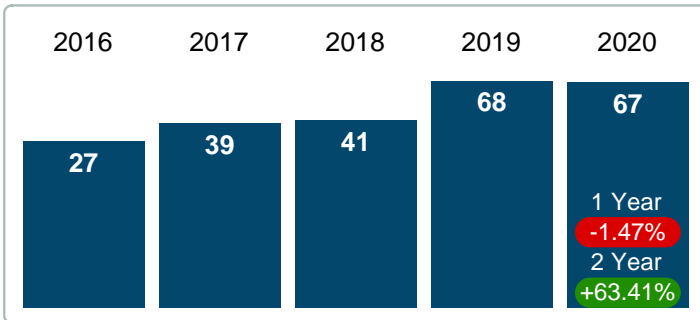
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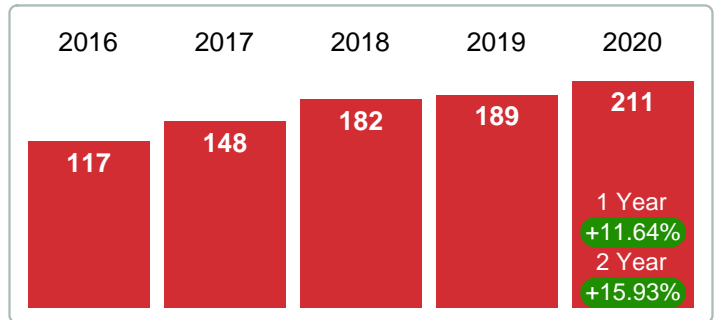
CLOSED LISTINGS

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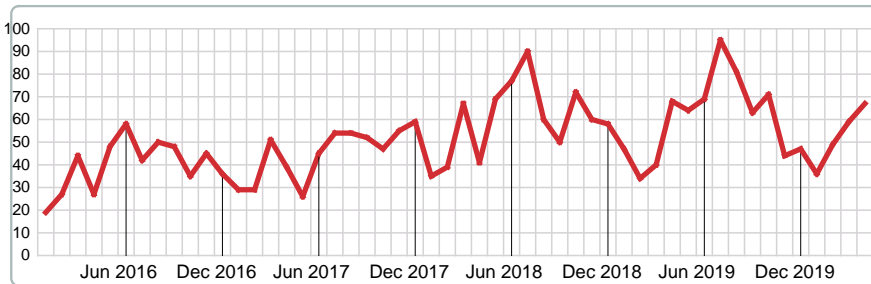
APRIL



YEAR TO DATE (YTD)

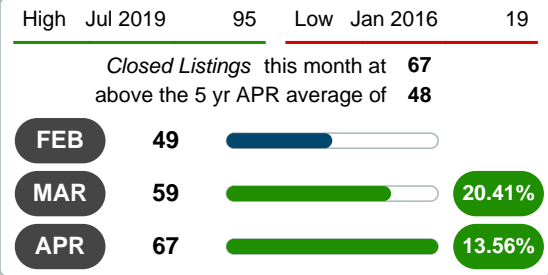


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	10.45%	22.0	1	6	0	0
\$70,001 - \$110,000	8	11.94%	20.5	2	5	1	0
\$110,001 - \$120,000	6	8.96%	12.5	1	4	1	0
\$120,001 - \$170,000	15	22.39%	15.0	0	14	1	0
\$170,001 - \$210,000	15	22.39%	11.0	0	13	2	0
\$210,001 - \$320,000	9	13.43%	11.0	0	6	3	0
\$320,001 and up	7	10.45%	74.0	0	5	1	1
Total Closed Units	67			4	53	9	1
Total Closed Volume	11,894,090	100%	14.0	363.00K	9.29M	1.81M	436.50K
Median Closed Price	\$150,000			\$108,000	\$150,000	\$203,690	\$436,500

April 2020



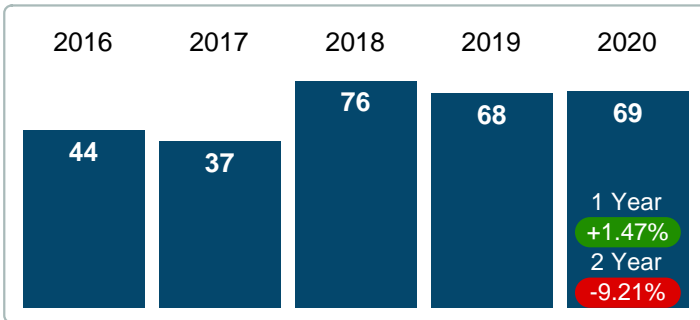
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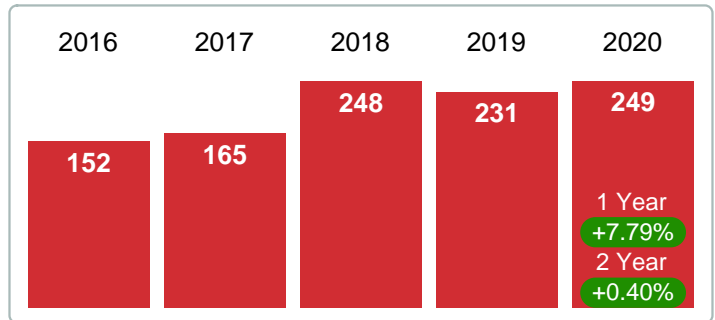
PENDING LISTINGS

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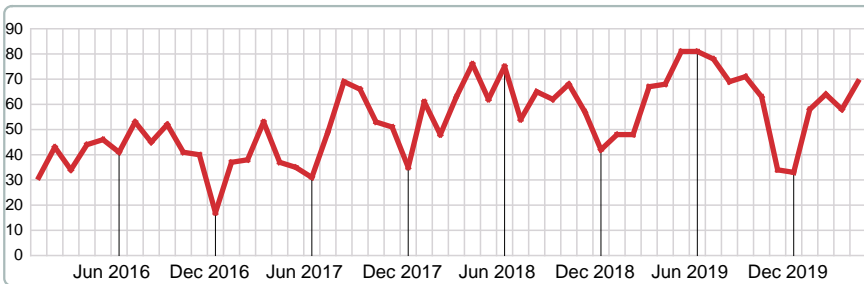
APRIL



YEAR TO DATE (YTD)

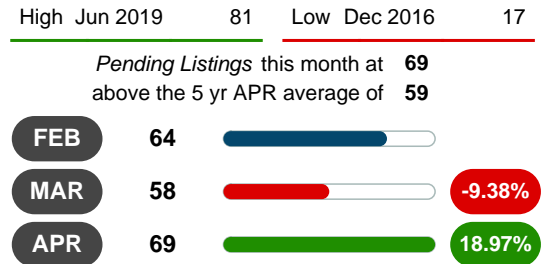


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	18.0	1	5	0	0
\$75,001 - \$125,000	10	14.49%	7.5	2	5	3	0
\$125,001 - \$150,000	9	13.04%	22.0	1	7	1	0
\$150,001 - \$175,000	14	20.29%	6.5	2	11	1	0
\$175,001 - \$200,000	10	14.49%	6.0	0	9	1	0
\$200,001 - \$350,000	13	18.84%	12.0	2	6	5	0
\$350,001 and up	7	10.14%	45.0	0	2	3	2
Total Pending Units	69			8	45	14	2
Total Pending Volume	13,080,710	100%	9.0	1.28M	7.64M	3.34M	823.90K
Median Listing Price	\$170,000			\$144,950	\$166,150	\$206,795	\$411,950

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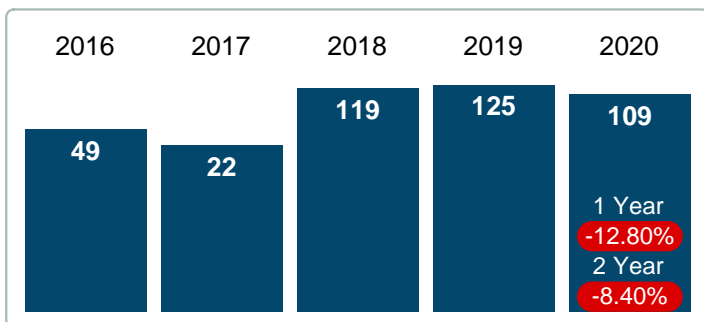
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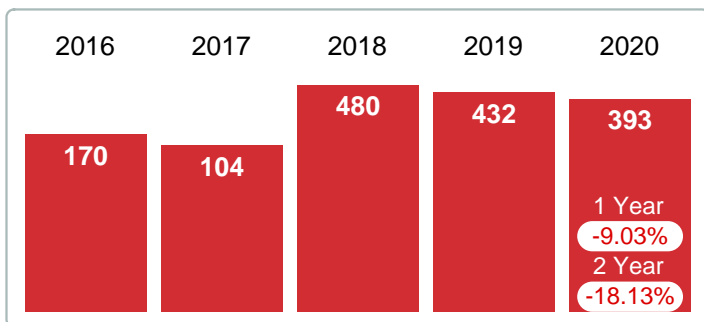
NEW LISTINGS

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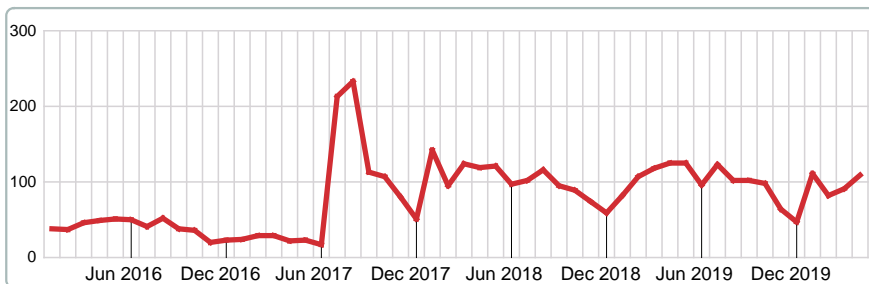
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

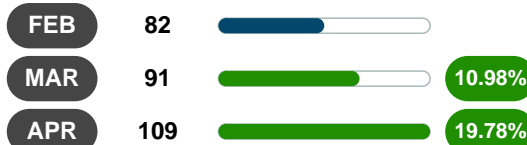


3 MONTHS

5 year APR AVG = 85

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 109
above the 5 yr APR average of 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
Median New Listed Listing Price	\$185,500		\$115,000	\$185,000	\$274,000	\$298,000

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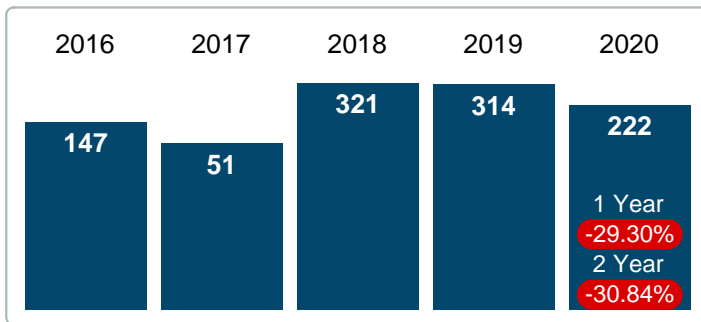
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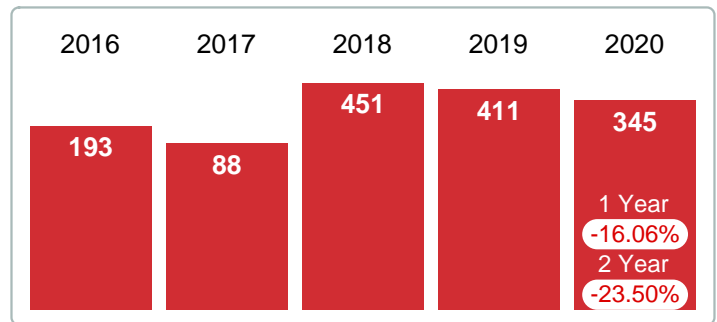
ACTIVE INVENTORY

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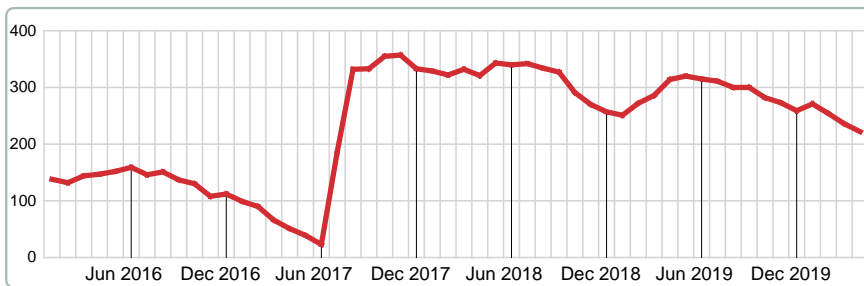
END OF APRIL



ACTIVE DURING APRIL

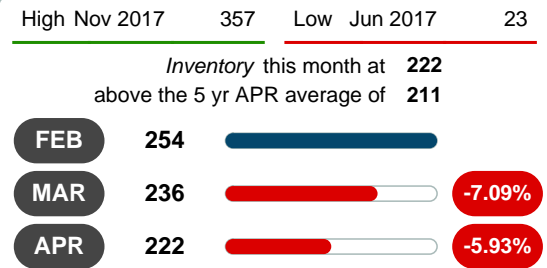


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	5.86%	55.0	6	5	1	1
\$50,001 - \$100,000	36	16.22%	62.5	10	23	3	0
\$100,001 - \$150,000	30	13.51%	62.0	6	19	3	2
\$150,001 - \$275,000	59	26.58%	38.0	4	37	14	4
\$275,001 - \$375,000	30	13.51%	74.5	2	13	14	1
\$375,001 - \$575,000	28	12.61%	48.5	2	9	10	7
\$575,001 and up	26	11.71%	61.5	0	10	13	3
Total Active Inventory by Units	222			30	116	58	18
Total Active Inventory by Volume	62,049,295	100%	57.0	4.24M	27.46M	22.65M	7.70M
Median Active Inventory Listing Price	\$209,950			\$98,000	\$179,700	\$325,000	\$404,950

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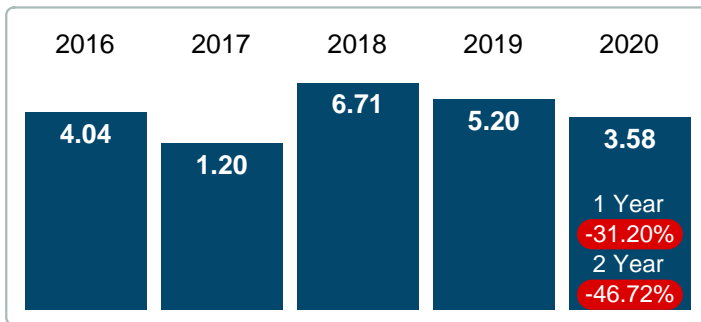
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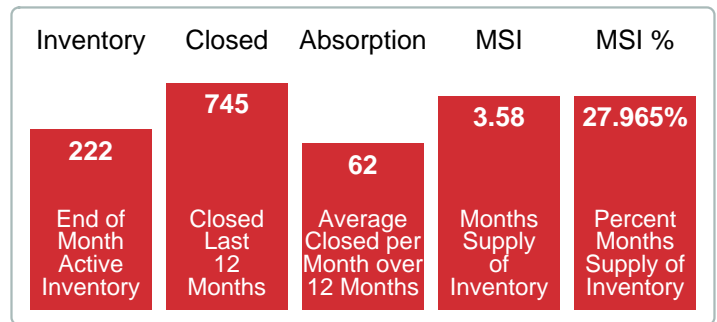
MONTHS SUPPLY of INVENTORY (MSI)

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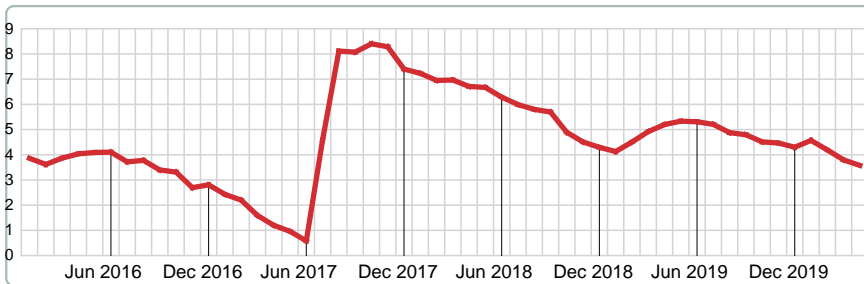
MSI FOR APRIL



INDICATORS FOR APRIL 2020

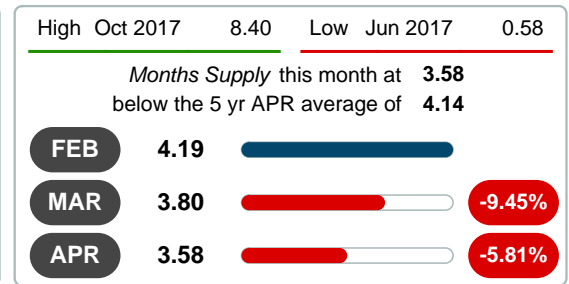


5 YEAR MARKET ACTIVITY TRENDS



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			3.27	2.86	5.44	10.29
Total Active Inventory by Units	222			30	116	58	18

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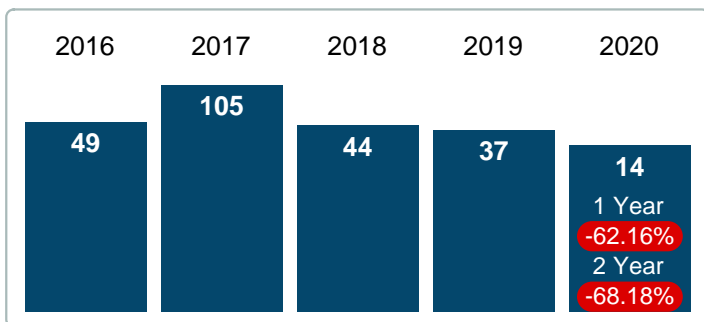
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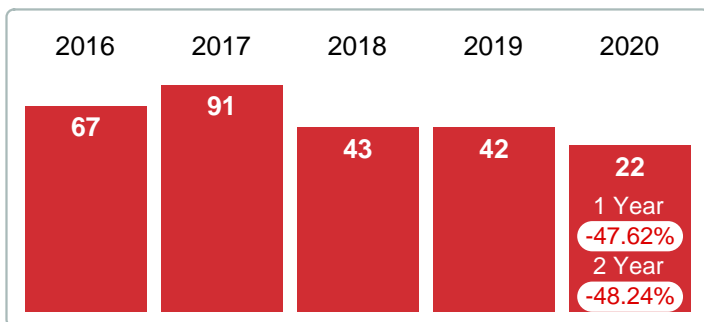
MEDIAN DAYS ON MARKET TO SALE

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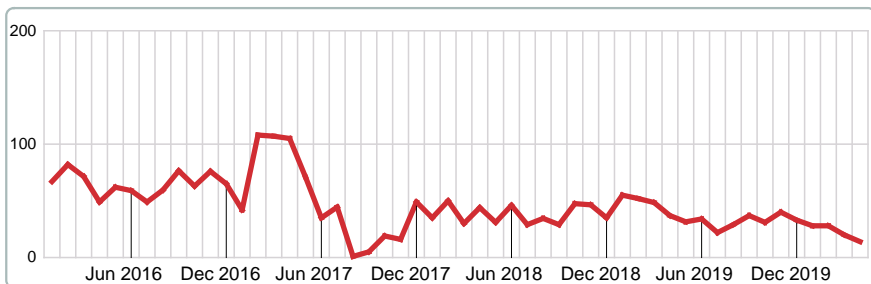
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

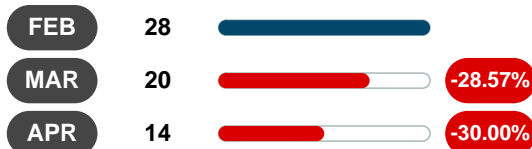


3 MONTHS

5 year APR AVG = 50

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 14 below the 5 yr APR average of 50



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
\$70,000 and less	10.45%	22	89	18	0	0
\$70,001 - \$110,000	11.94%	21	143	13	1	0
\$110,001 - \$120,000	8.96%	13	3	12	95	0
\$120,001 - \$170,000	22.39%	15	0	19	1	0
\$170,001 - \$210,000	22.39%	11	0	11	18	0
\$210,001 - \$320,000	13.43%	11	0	12	2	0
\$320,001 and up	10.45%	74	0	104	37	74
Median Closed DOM		14	108	14	2	74
Total Closed Units	100%	67	4	53	9	1
Total Closed Volume		11,894,090	363.00K	9.29M	1.81M	436.50K

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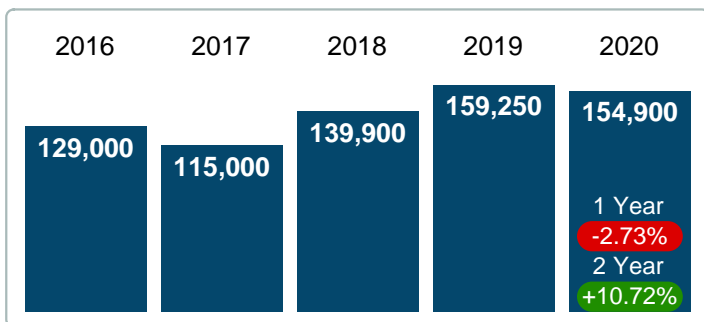
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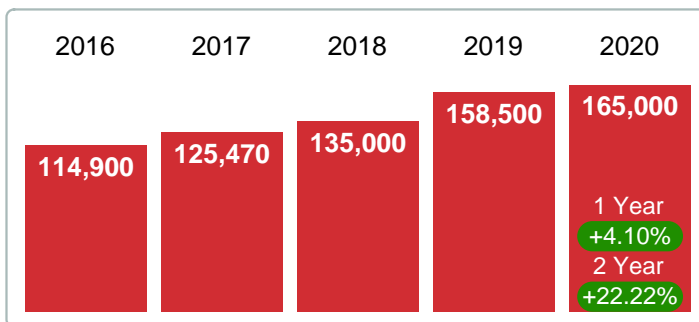
MEDIAN LIST PRICE AT CLOSING

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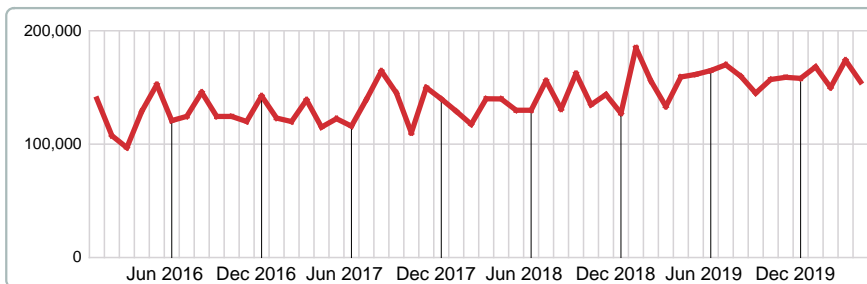
APRIL



YEAR TO DATE (YTD)

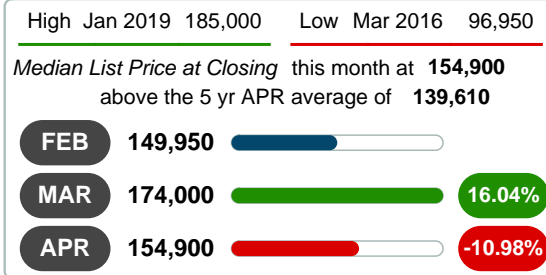


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 139,610



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
\$50,000 and less	4.48%	39,000	39,000	37,450	0	0
\$50,001 - \$100,000	14.93%	79,450	0	79,900	79,000	0
\$100,001 - \$125,000	10.45%	115,000	115,000	118,000	114,000	0
\$125,001 - \$175,000	28.36%	139,900	129,000	139,900	150,000	0
\$175,001 - \$200,000	14.93%	187,400	0	189,900	175,900	0
\$200,001 - \$300,000	14.93%	227,500	0	226,250	232,500	0
\$300,001 and up	11.94%	384,900	0	384,900	375,000	439,000
Median List Price		154,900	115,000	154,900	203,690	439,000
Total Closed Units	100%	154,900	4	53	9	1
Total Closed Volume		11,847,090	398.00K	9.19M	1.82M	439.00K

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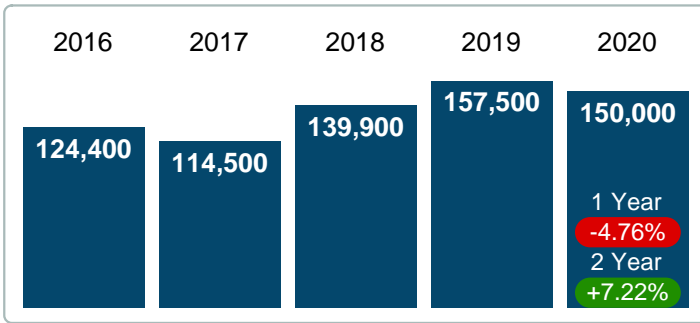
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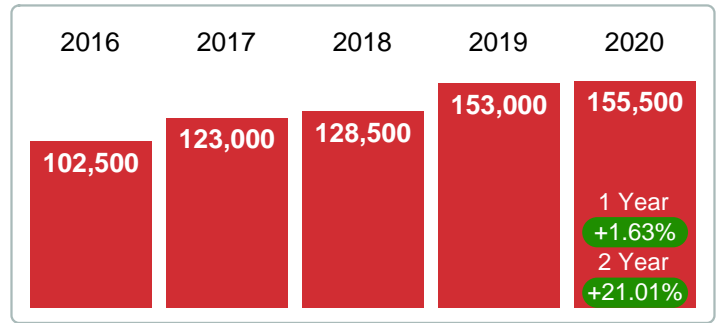
MEDIAN SOLD PRICE AT CLOSING

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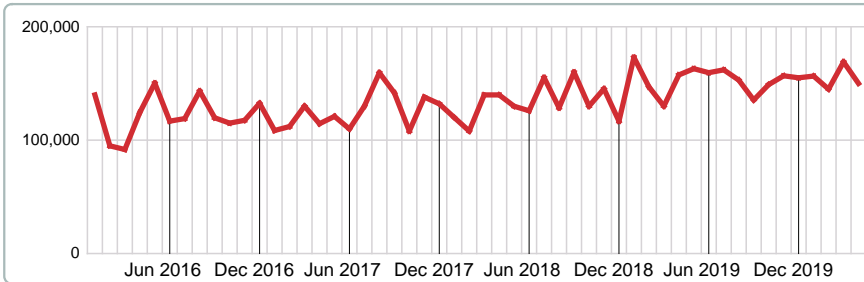
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

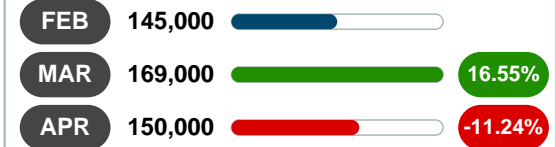


3 MONTHS

5 year APR AVG = 137,260

High Jan 2019 173,000 Low Mar 2016 91,750

Median Sold Price at Closing this month at 150,000 above the 5 yr APR average of 137,260



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
\$70,000 and less	10.45%	41,000	32,000	50,450	0	0
\$70,001 - \$110,000	11.94%	86,250	108,000	85,000	79,000	0
\$110,001 - \$120,000	8.96%	115,250	115,000	115,250	120,000	0
\$120,001 - \$170,000	22.39%	139,300	0	134,950	139,300	0
\$170,001 - \$210,000	22.39%	180,000	0	180,000	190,295	0
\$210,001 - \$320,000	13.43%	237,000	0	233,500	245,000	0
\$320,001 and up	10.45%	372,900	0	372,900	370,000	436,500
Median Sold Price		150,000	108,000	150,000	203,690	436,500
Total Closed Units	100%	150,000	4	53	9	1
Total Closed Volume		11,894,090	363.00K	9.29M	1.81M	436.50K

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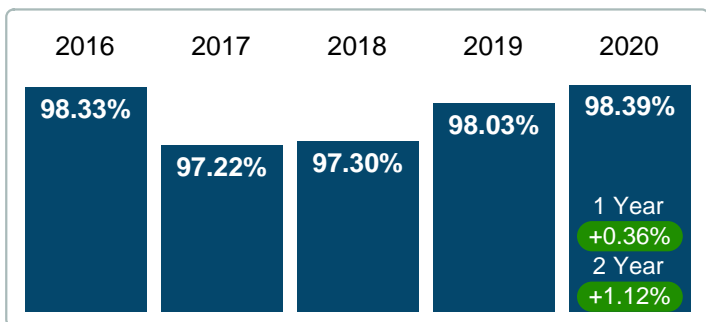
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



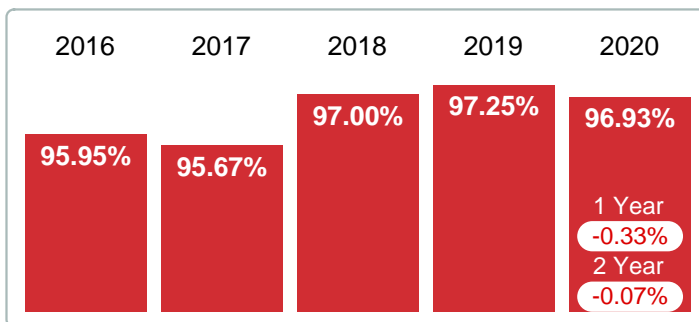
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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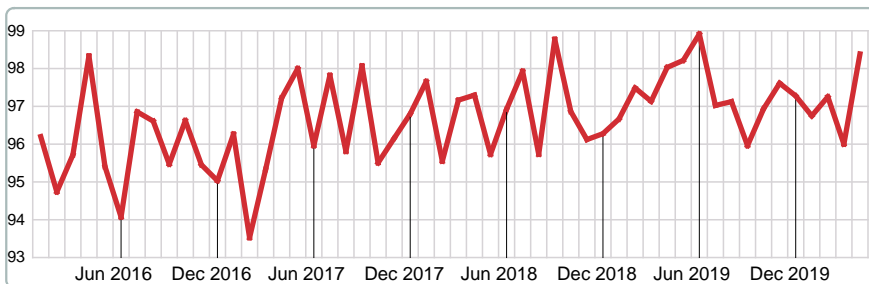
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

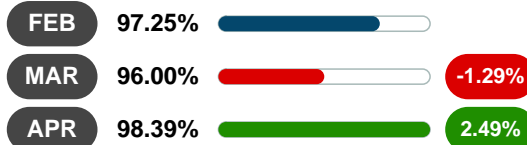


3 MONTHS

5 year APR AVG = 97.85%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.39%**
equal to 5 yr APR average of **97.85%**



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
\$70,000 and less	7	10.45%	94.20%	82.05%	97.10%	0.00%	0.00%
\$70,001 - \$110,000	8	11.94%	96.01%	88.91%	96.37%	100.00%	0.00%
\$110,001 - \$120,000	6	8.96%	98.31%	100.00%	94.46%	105.26%	0.00%
\$120,001 - \$170,000	15	22.39%	96.55%	0.00%	98.28%	92.87%	0.00%
\$170,001 - \$210,000	15	22.39%	99.24%	0.00%	98.74%	100.28%	0.00%
\$210,001 - \$320,000	9	13.43%	98.11%	0.00%	97.92%	100.00%	0.00%
\$320,001 and up	7	10.45%	98.67%	0.00%	96.88%	98.67%	99.43%
Median Sold/List Ratio		98.39%		88.91%	97.87%	100.00%	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



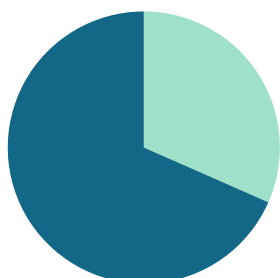
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

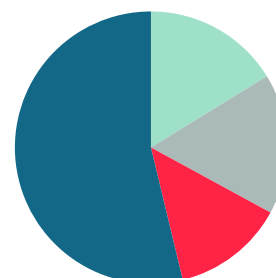


Inventory
 New Listings
109 = 31.59%
 Start Inventory
236
 Total Inventory Units
345
 Volume
\$91,605,355

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%
Median List Price	159,250	154,900	-2.73%	158,500	165,000	4.10%
Median Sale Price	157,500	150,000	-4.76%	153,000	155,500	1.63%
Median Percent of Selling Price to List Price	98.03%	98.39%	0.36%	97.25%	96.93%	-0.33%
Median Days on Market to Sale	37.00	14.00	-62.16%	42.00	22.00	-47.62%
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

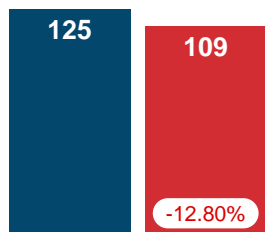
Inventory on April 30, 2020 = **222**

2019 **2020**

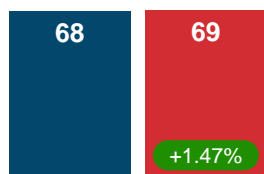
APRIL MARKET

MEDIAN PRICES

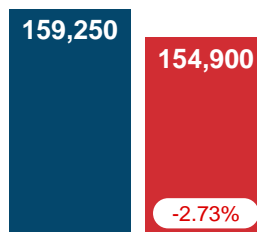
New Listings



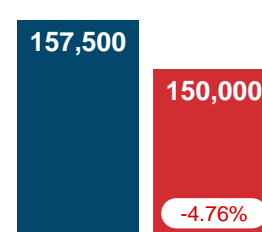
Pending Listings



List Price



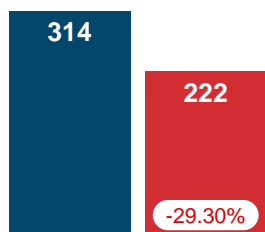
Sale Price



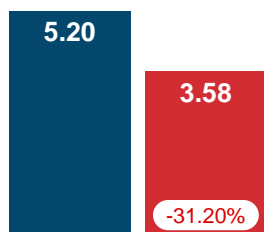
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

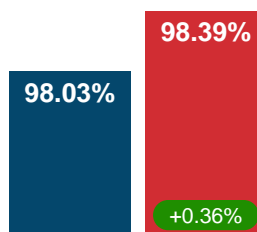
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

