

March 2020



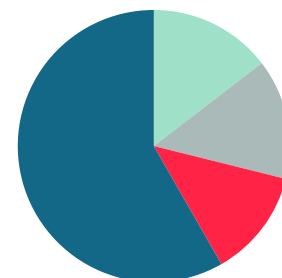
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	40	59	47.50%
Pending Listings	67	58	-13.43%
New Listings	118	91	-22.88%
Average List Price	146,395	198,934	35.89%
Average Sale Price	141,309	189,919	34.40%
Average Percent of Selling Price to List Price	95.27%	93.88%	-1.45%
Average Days on Market to Sale	60.03	44.71	-25.51%
End of Month Inventory	286	236	-17.48%
Months Supply of Inventory	4.92	3.80	-22.79%



■ Closed (14.57%)
■ Pending (14.32%)
■ Other OffMarket (12.84%)
■ Active (58.27%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of March 31, 2020 = **236**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **17.48%** to 236 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 **3.80** 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 **34.40%** in March 2020 to \$189,919 versus the previous year at \$141,309.

Average Days on Market Shortens

The average number of **44.71** days that homes spent on the market before selling decreased by 15.31 days or **25.51%** in March 2020 compared to last year's same month at **60.03** DOM.

Sales Success for March 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 91 New Listings in March 2020, down **22.88%** from last year at 118. Furthermore, there were 59 Closed Listings this month versus last year at 40, a **47.50%** increase.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, March 2019, at **33.9%**, a **91.26%** 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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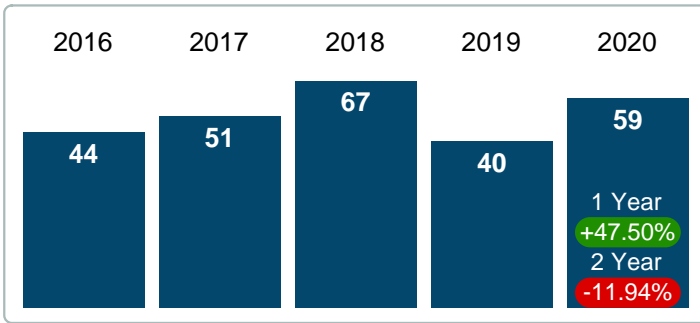
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



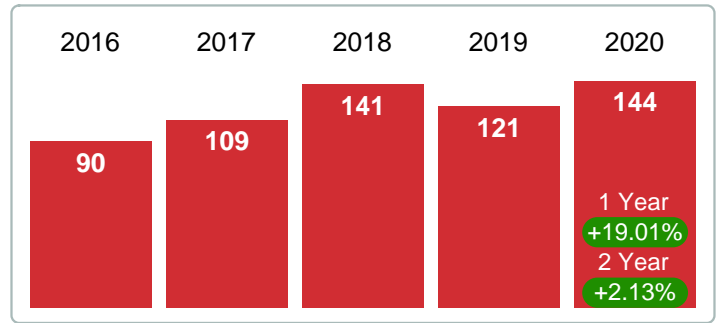
CLOSED LISTINGS

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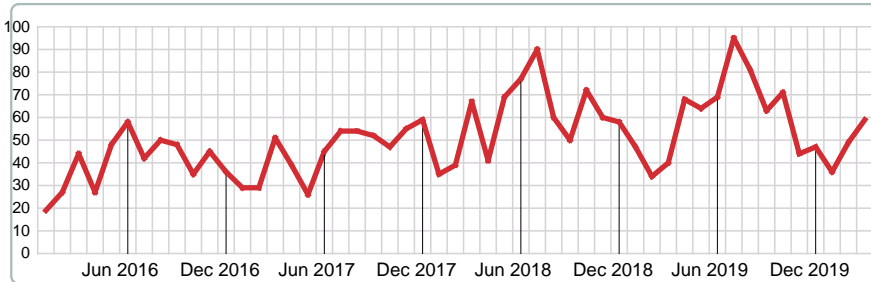
MARCH



YEAR TO DATE (YTD)

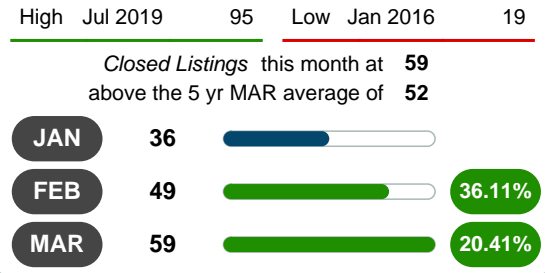


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



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	3	5.08%	53.7	1	2	0	0
\$25,001 - \$75,000	8	13.56%	67.1	3	5	0	0
\$75,001 - \$125,000	10	16.95%	33.5	2	7	1	0
\$125,001 - \$175,000	14	23.73%	39.4	1	7	6	0
\$175,001 - \$250,000	11	18.64%	62.8	1	6	4	0
\$250,001 - \$325,000	7	11.86%	38.6	1	4	2	0
\$325,001 and up	6	10.17%	15.5	0	3	3	0
Total Closed Units	59			9	34	16	0
Total Closed Volume	11,205,200	100%	44.7	1.06M	6.25M	3.90M	0.00B
Average Closed Price	\$189,919			\$117,822	\$183,718	\$243,650	\$0

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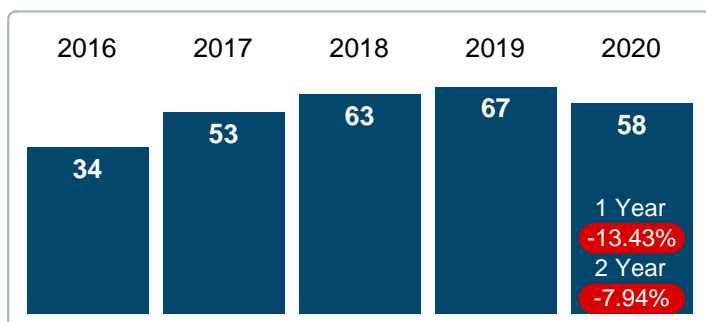
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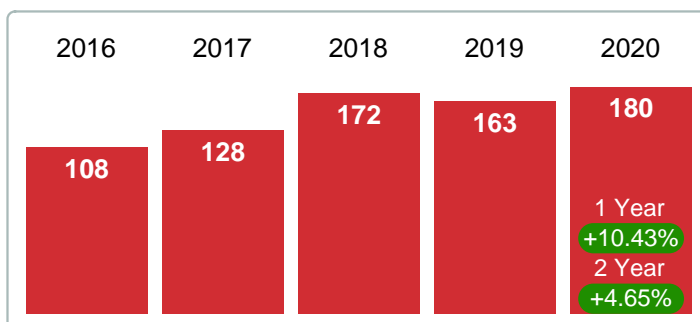
PENDING LISTINGS

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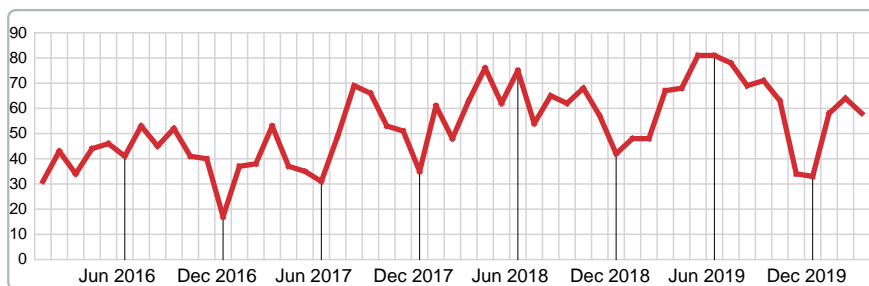
MARCH



YEAR TO DATE (YTD)

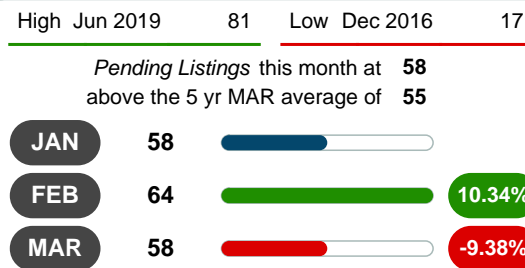


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.17%	37.0	0	3	0	0
\$50,001 - \$75,000	3	5.17%	29.3	1	2	0	0
\$75,001 - \$125,000	12	20.69%	39.3	3	9	0	0
\$125,001 - \$175,000	18	31.03%	38.8	1	15	2	0
\$175,001 - \$200,000	8	13.79%	29.8	0	8	0	0
\$200,001 - \$250,000	7	12.07%	34.7	0	5	2	0
\$250,001 and up	7	12.07%	21.3	0	4	2	1
Total Pending Units	58			5	46	6	1
Total Pending Volume	9,481,550	100%	35.0	494.50K	7.04M	1.51M	439.00K
Average Listing Price	\$163,904			\$98,900	\$152,982	\$251,817	\$439,000

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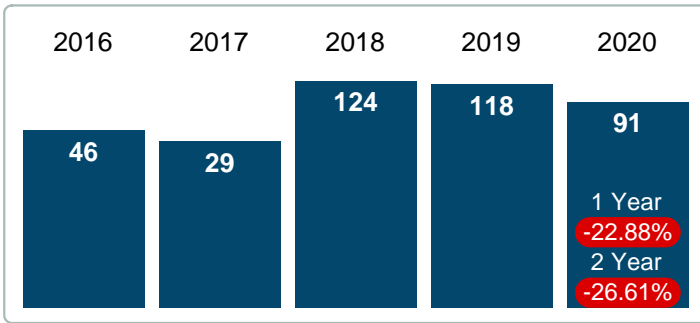
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



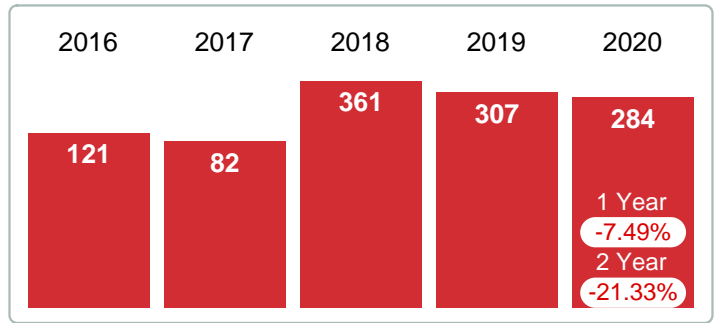
NEW LISTINGS

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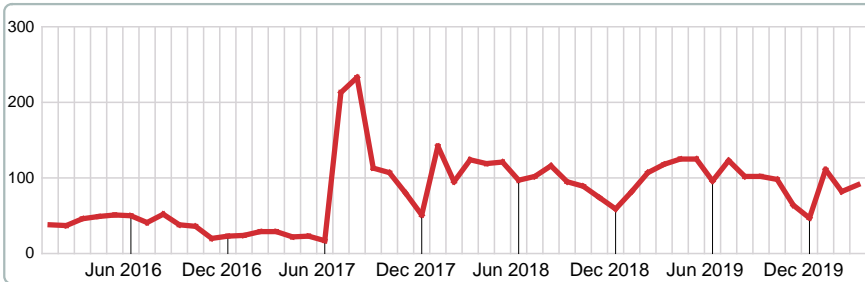
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 82

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 91 above the 5 yr MAR average of 82



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.59%	2	3	0	1
\$50,001 - \$75,000	7	7.69%	1	5	1	0
\$75,001 - \$125,000	16	17.58%	6	7	3	0
\$125,001 - \$200,000	22	24.18%	1	18	3	0
\$200,001 - \$325,000	20	21.98%	1	9	10	0
\$325,001 - \$450,000	10	10.99%	0	5	4	1
\$450,001 and up	10	10.99%	1	4	3	2
Total New Listed Units	91		12	51	24	4
Total New Listed Volume	21,199,419	100%	1.57M	11.26M	6.81M	1.55M
Average New Listed Listing Price	\$226,009		\$130,833	\$220,859	\$283,900	\$388,000

March 2020



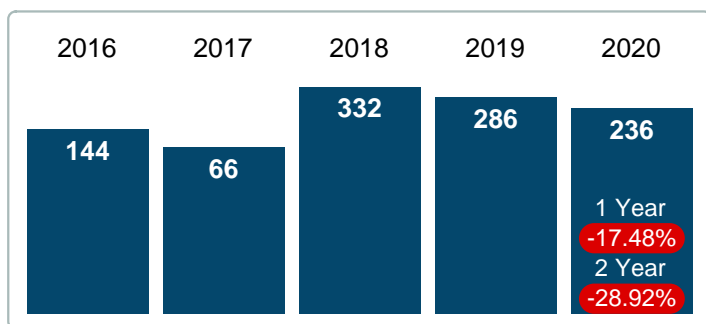
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



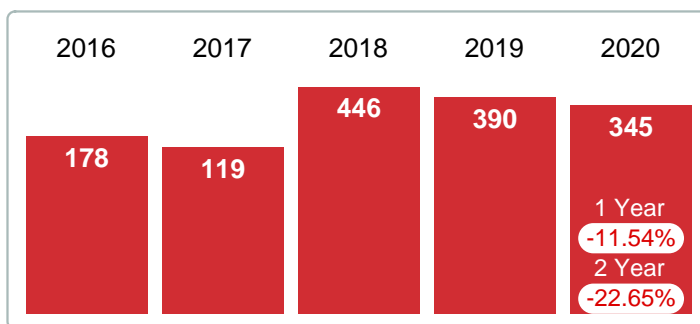
ACTIVE INVENTORY

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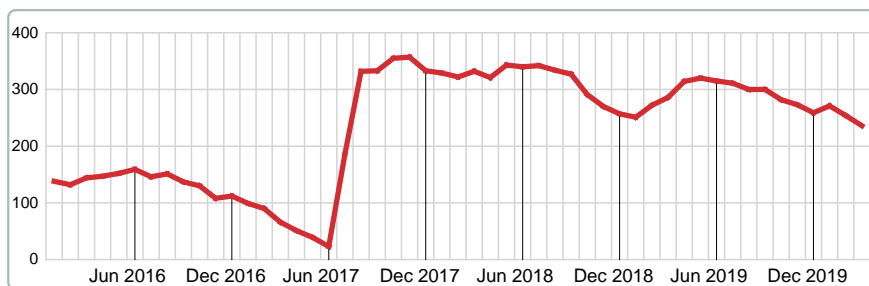
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 213

High Nov 2017 357 Low Jun 2017 23

Inventory this month at **236**
above the 5 yr MAR average of **213**

Month	Inventory	% Change
JAN	271	
FEB	254	-6.27%
MAR	236	-7.09%

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	5.51%	46.5	4	7	1	1
\$50,001 - \$100,000	39	16.53%	78.3	10	24	4	1
\$100,001 - \$150,000	31	13.14%	66.0	6	21	3	1
\$150,001 - \$275,000	66	27.97%	76.8	4	42	16	4
\$275,001 - \$375,000	30	12.71%	74.7	3	11	15	1
\$375,001 - \$575,000	32	13.56%	81.1	1	7	13	11
\$575,001 and up	25	10.59%	88.6	0	8	13	4
Total Active Inventory by Units	236			28	120	65	23
Total Active Inventory by Volume	65,091,468	100%	75.5	3.99M	26.55M	23.93M	10.63M
Average Active Inventory Listing Price	\$275,811			\$142,586	\$221,237	\$368,078	\$461,978

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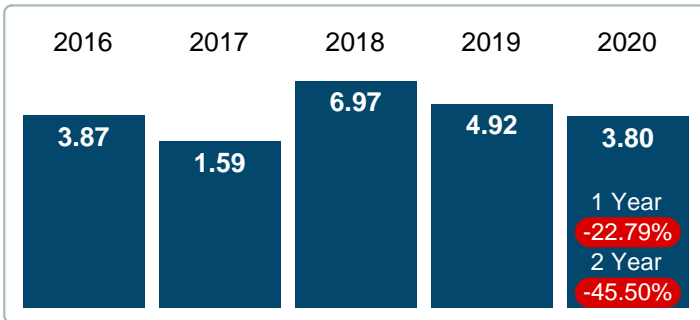
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



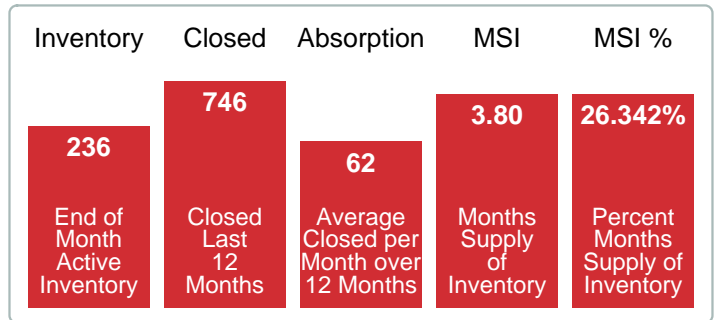
MONTHS SUPPLY of INVENTORY (MSI)

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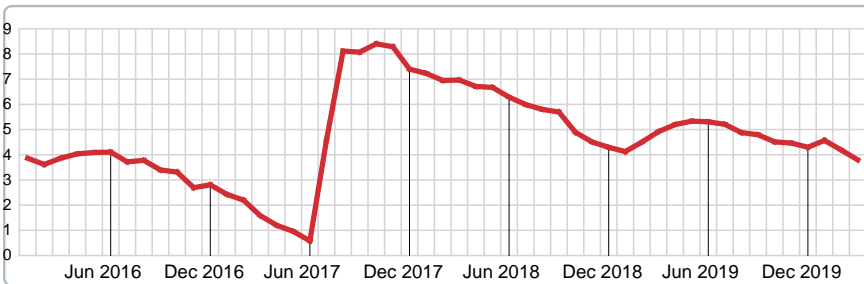
MSI FOR MARCH



INDICATORS FOR MARCH 2020

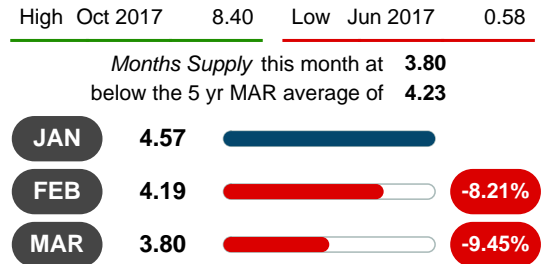


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.23



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	5.51%	2.89	1.60	3.82	6.00	0.00
\$50,001 - \$100,000	16.53%	3.16	2.73	3.10	6.00	4.00
\$100,001 - \$150,000	13.14%	2.46	3.79	2.36	1.64	4.00
\$150,001 - \$275,000	27.97%	2.63	3.00	2.32	3.00	12.00
\$275,001 - \$375,000	12.71%	6.21	9.00	4.55	10.00	1.71
\$375,001 - \$575,000	13.56%	17.45	0.00	9.33	14.18	66.00
\$575,001 and up	10.59%	25.00	0.00	19.20	31.20	24.00
Market Supply of Inventory (MSI)		3.80	2.97	2.99	6.00	13.14
Total Active Inventory by Units	100%	236	28	120	65	23

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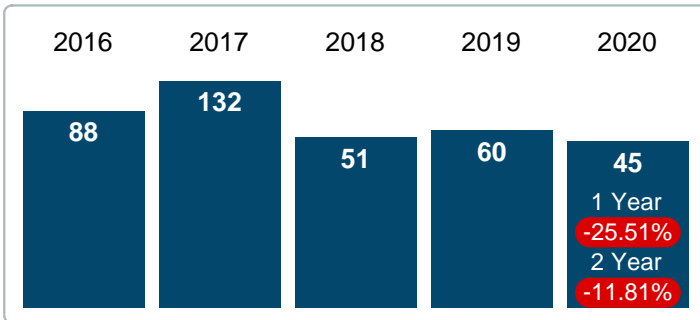
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



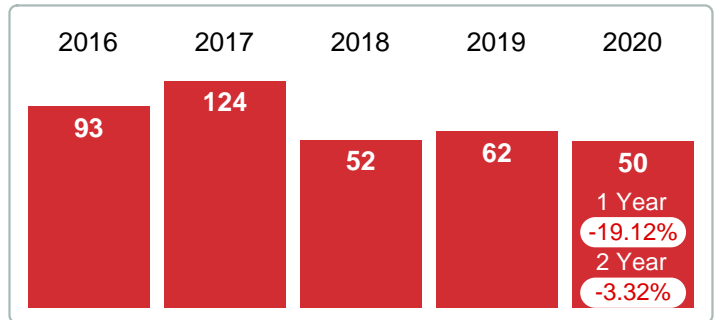
AVERAGE DAYS ON MARKET TO SALE

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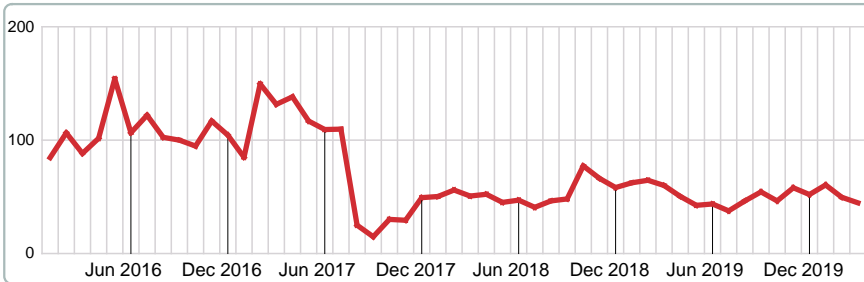
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

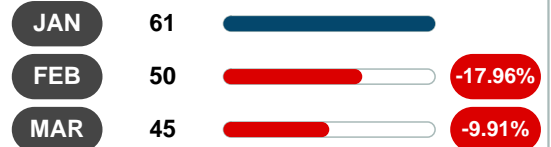


3 MONTHS

5 year MAR AVG = 75

High May 2016 154 Low Sep 2017 15

Average Days on Market to Sale this month at 45 below the 5 yr MAR average of 75



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	5.08%	54	3	79	0	0
\$25,001 - \$75,000	13.56%	67	62	70	0	0
\$75,001 - \$125,000	16.95%	34	17	39	28	0
\$125,001 - \$175,000	23.73%	39	46	40	38	0
\$175,001 - \$250,000	18.64%	63	30	57	80	0
\$250,001 - \$325,000	11.86%	39	87	45	2	0
\$325,001 and up	10.17%	16	0	13	18	0
Average Closed DOM		45	43	48	39	0
Total Closed Units	100%	45	9	34	16	
Total Closed Volume		11,205,200	1.06M	6.25M	3.90M	0.00B

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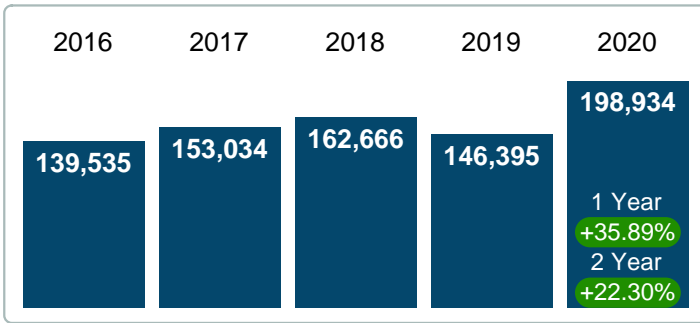
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



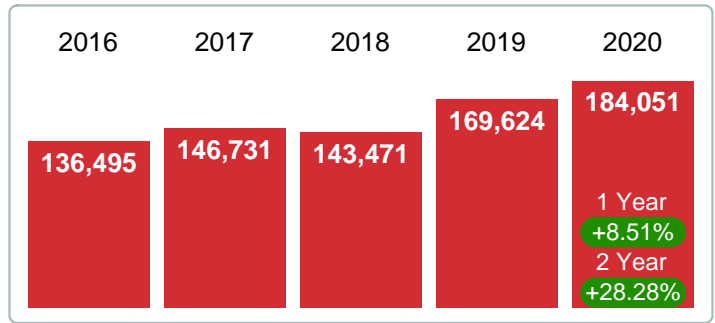
AVERAGE LIST PRICE AT CLOSING

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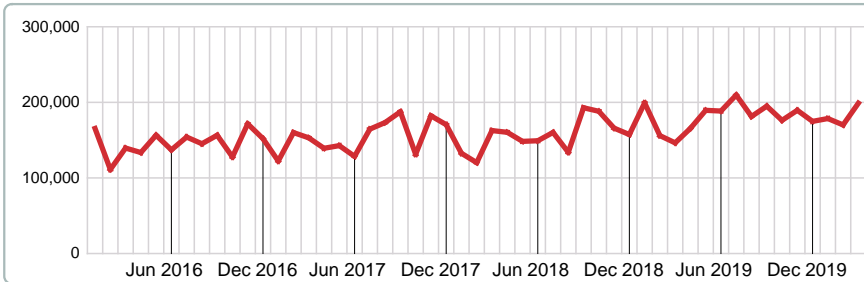
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 160,113

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

Average List Price at Closing this month at **198,934** above the 5 yr MAR average of **160,113**

Month	Average List Price	% Change
JAN	178,572	
FEB	170,156	-4.71%
MAR	198,934	16.91%

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	1.69%	22,500	27,500	35,250	0	0
\$25,001 - \$75,000	11.86%	51,343	66,667	67,380	0	0
\$75,001 - \$125,000	22.03%	100,931	85,700	110,686	112,900	0
\$125,001 - \$175,000	15.25%	160,311	189,900	163,686	171,750	0
\$175,001 - \$250,000	25.42%	207,400	224,900	215,133	239,225	0
\$250,001 - \$325,000	10.17%	287,417	339,900	288,625	310,000	0
\$325,001 and up	13.56%	470,600	0	583,333	446,633	0
Average List Price		198,934	128,178	191,862	253,763	0
Total Closed Units	100%	198,934	9	34	16	0
Total Closed Volume		11,737,100	1.15M	6.52M	4.06M	0.00B

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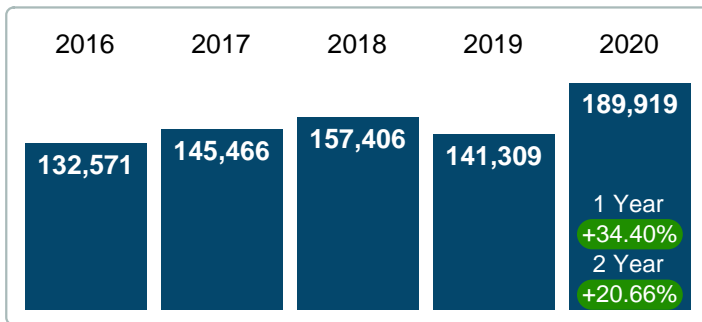
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



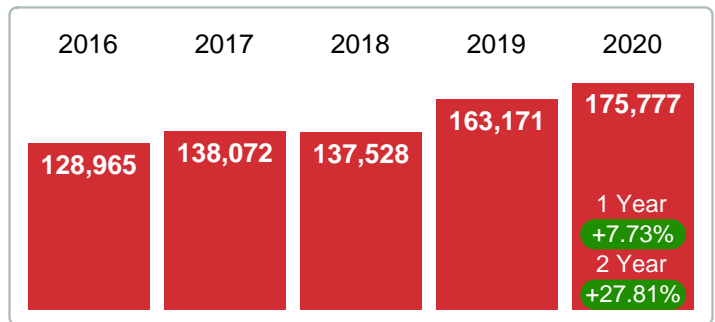
AVERAGE SOLD PRICE AT CLOSING

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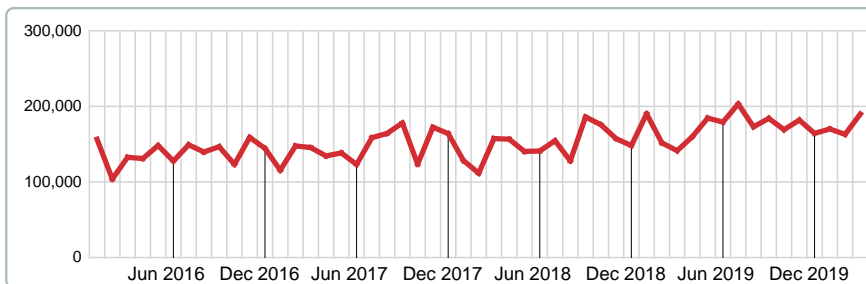
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

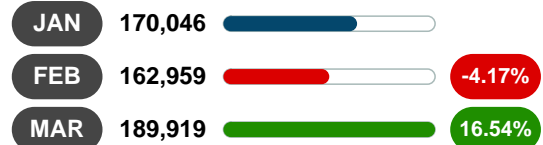


3 MONTHS

5 year MAR AVG = 153,334

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

Average Sold Price at Closing this month at **189,919** above the 5 yr MAR average of **153,334**



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	5.08%	24,167	23,000	24,750	0	0
\$25,001 - \$75,000	13.56%	58,000	59,333	57,200	0	0
\$75,001 - \$125,000	16.95%	98,950	79,750	102,714	111,000	0
\$125,001 - \$175,000	23.73%	161,636	175,000	157,343	164,417	0
\$175,001 - \$250,000	18.64%	219,209	224,900	212,583	227,725	0
\$250,001 - \$325,000	11.86%	287,143	300,000	280,000	295,000	0
\$325,001 and up	10.17%	499,167	0	565,000	433,333	0
Average Sold Price		189,919	117,822	183,718	243,650	0
Total Closed Units	100%	189,919	9	34	16	0
Total Closed Volume		11,205,200	1.06M	6.25M	3.90M	0.00B

March 2020



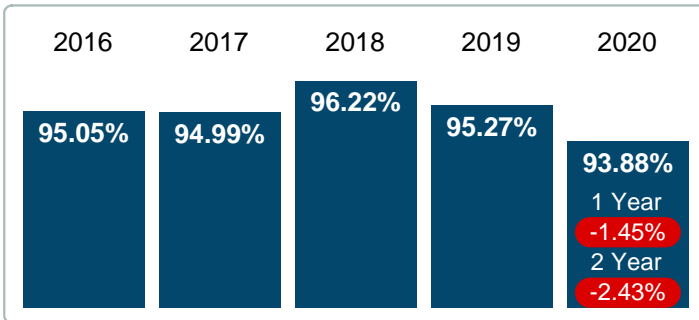
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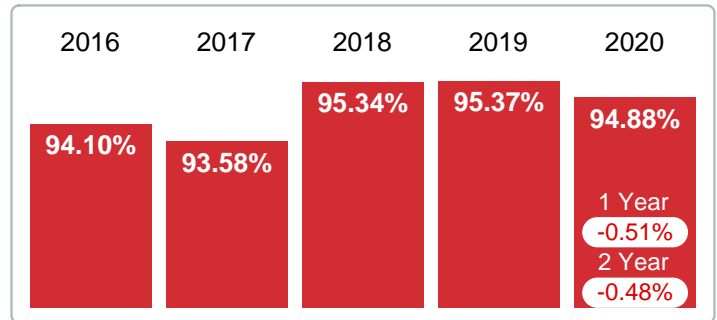
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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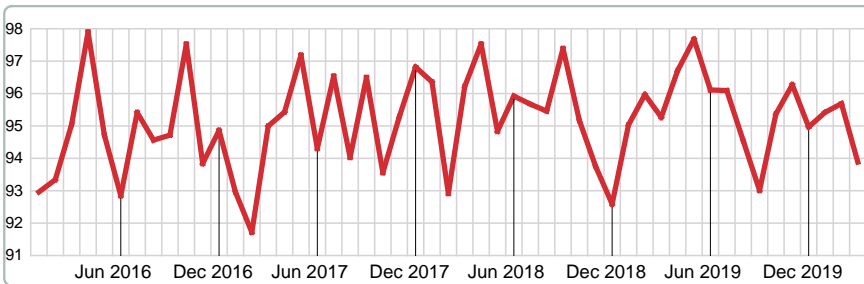
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

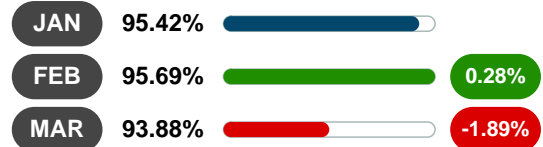


3 MONTHS

5 year MAR AVG = 95.08%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **93.88%** below the 5 yr MAR average of **95.08%**



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	3	5.08%	81.54%	83.64%	80.49%	0.00%	0.00%
\$25,001 - \$75,000	8	13.56%	86.21%	89.55%	84.21%	0.00%	0.00%
\$75,001 - \$125,000	10	16.95%	93.41%	93.05%	92.81%	98.32%	0.00%
\$125,001 - \$175,000	14	23.73%	95.75%	92.15%	96.11%	95.92%	0.00%
\$175,001 - \$250,000	11	18.64%	97.85%	100.00%	98.96%	95.65%	0.00%
\$250,001 - \$325,000	7	11.86%	95.22%	88.26%	97.04%	95.07%	0.00%
\$325,001 and up	6	10.17%	97.89%	0.00%	97.74%	98.04%	0.00%
Average Sold/List Ratio		93.90%		90.98%	93.52%	96.30%	0.00%
Total Closed Units		59	100%	9	34	16	
Total Closed Volume		11,205,200		1.06M	6.25M	3.90M	0.00B

March 2020



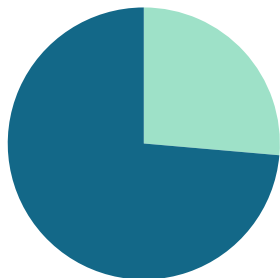
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

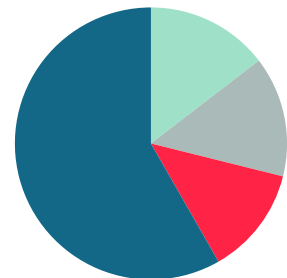


Inventory
 New Listings
91 = 26.38%
 Start Inventory
254
 Total Inventory Units
345
 Volume
\$90,624,477

Market Activity

Closed Sales
59 = 14.57%
 Pending Sales
58 = 14.32%
 Other Off Market
52 = 12.84%
 Active Inventory
236 = 58.27%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	40	59	47.50%	121	144	19.01%
Pending Sales	67	58	-13.43%	163	180	10.43%
New Listings	118	91	-22.88%	307	284	-7.49%
Average List Price	146,395	198,934	35.89%	169,624	184,051	8.51%
Average Sale Price	141,309	189,919	34.40%	163,171	175,777	7.73%
Average Percent of Selling Price to List Price	95.27%	93.88%	-1.45%	95.37%	94.88%	-0.51%
Average Days on Market to Sale	60.03	44.71	-25.51%	62.23	50.33	-19.12%
Monthly Inventory	286	236	-17.48%	286	236	-17.48%
Months Supply of Inventory	4.92	3.80	-22.79%	4.92	3.80	-22.79%

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

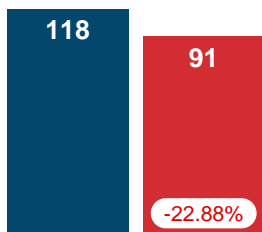
Inventory on March 31, 2020 = **236**

2019 **2020**

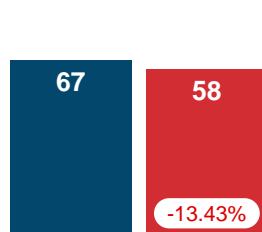
MARCH MARKET

AVERAGE PRICES

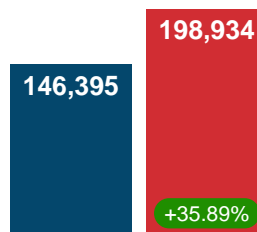
New Listings



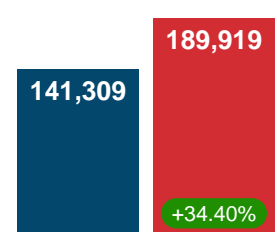
Pending Listings



List Price



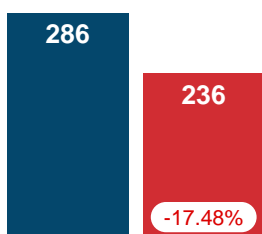
Sale Price



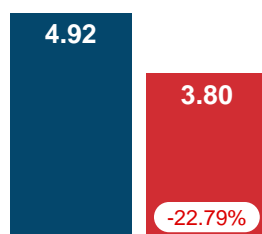
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

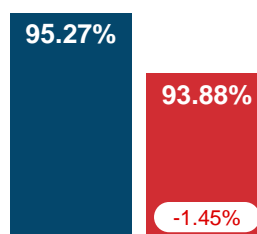
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

