

March 2020



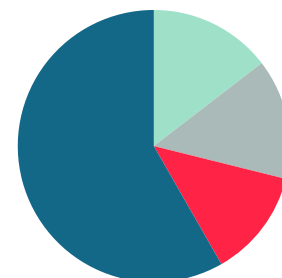
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	133,250	174,000	30.58%
Median Sale Price	130,000	169,000	30.00%
Median Percent of Selling Price to List Price	97.13%	96.00%	-1.17%
Median Days on Market to Sale	48.50	20.00	-58.76%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **30.00%** in March 2020 to \$169,000 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 28.50 days or **58.76%** in March 2020 compared to last year's same month at **48.50** DOM.

Sales Success for March 2020 is Positive

Overall, with Median 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.

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

March 2020



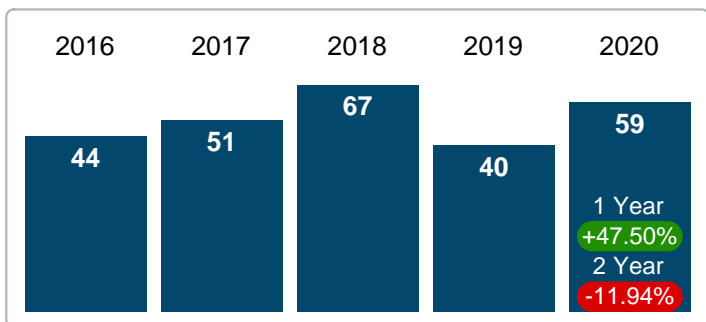
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



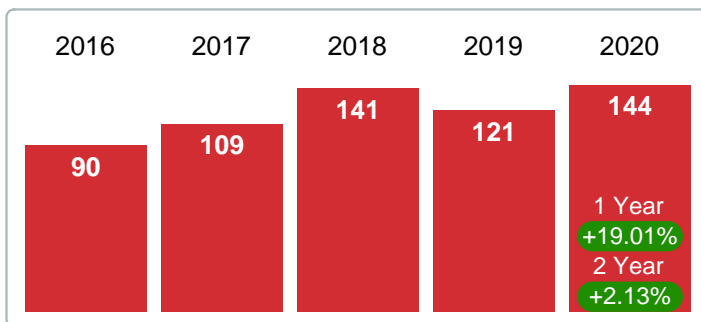
CLOSED LISTINGS

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

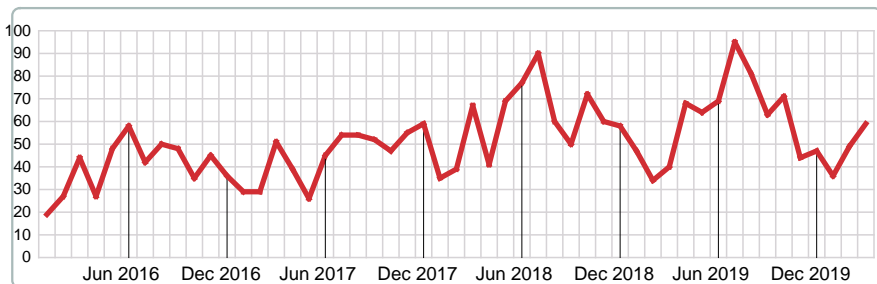
MARCH



YEAR TO DATE (YTD)

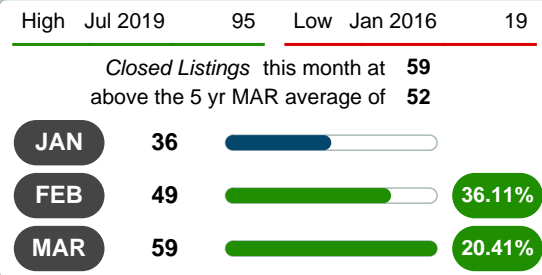


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.08%	18.0	1	2	0	0
\$25,001 - \$75,000	8	13.56%	80.5	3	5	0	0
\$75,001 - \$125,000	10	16.95%	18.0	2	7	1	0
\$125,001 - \$175,000	14	23.73%	24.5	1	7	6	0
\$175,001 - \$250,000	11	18.64%	36.0	1	6	4	0
\$250,001 - \$325,000	7	11.86%	5.0	1	4	2	0
\$325,001 and up	6	10.17%	8.0	0	3	3	0
Total Closed Units	59			9	34	16	0
Total Closed Volume	11,205,200	100%	20.0	1.06M	6.25M	3.90M	0.00B
Median Closed Price	\$169,000			\$77,500	\$152,700	\$205,500	\$0

March 2020



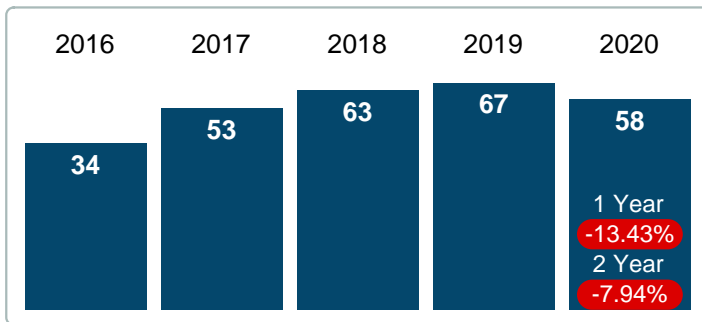
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



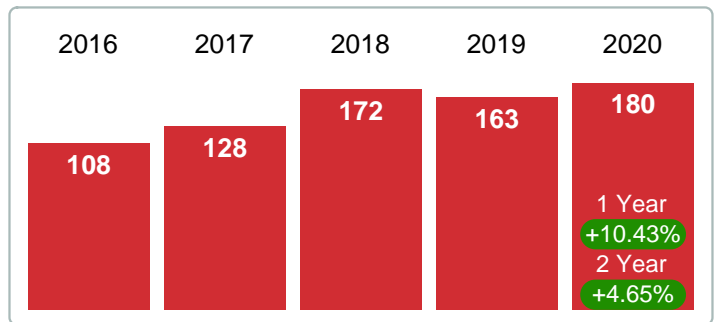
PENDING LISTINGS

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

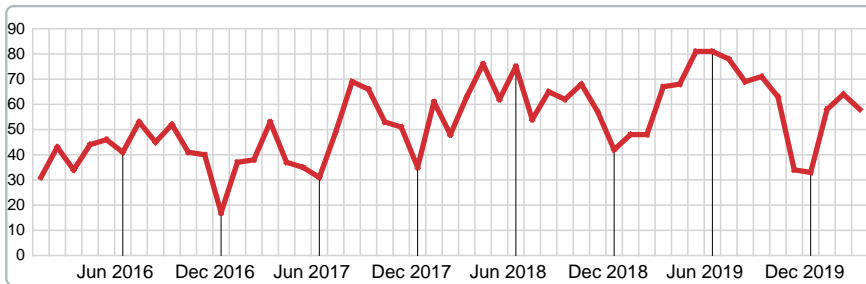
MARCH



YEAR TO DATE (YTD)

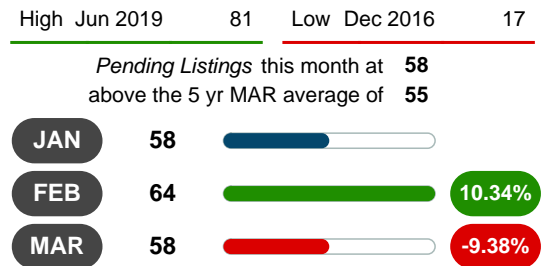


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	8.62%	22.0	1	4	0	0
\$70,001 - \$90,000	5	8.62%	57.0	1	4	0	0
\$90,001 - \$130,000	9	15.52%	8.0	2	7	0	0
\$130,001 - \$170,000	16	27.59%	31.0	1	13	2	0
\$170,001 - \$200,000	9	15.52%	12.0	0	9	0	0
\$200,001 - \$260,000	7	12.07%	4.0	0	5	2	0
\$260,001 and up	7	12.07%	5.0	0	4	2	1
Total Pending Units	58			5	46	6	1
Total Pending Volume	9,481,550	100%	14.0	494.50K	7.04M	1.51M	439.00K
Median Listing Price	\$149,450			\$92,000	\$149,450	\$232,500	\$439,000

March 2020



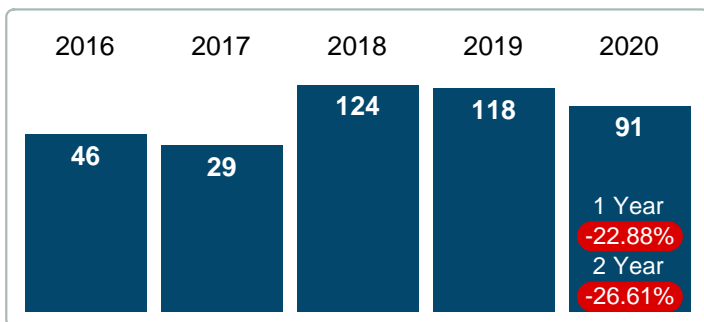
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



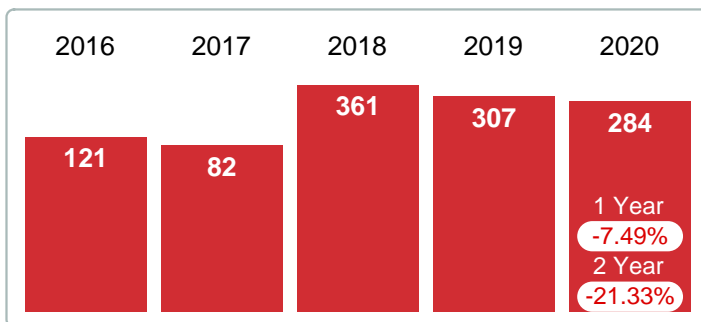
NEW LISTINGS

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

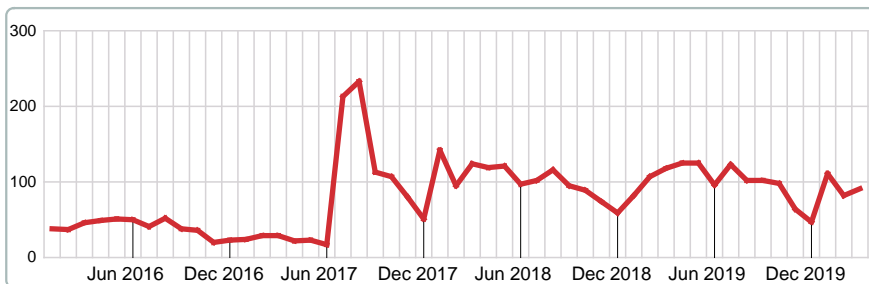
MARCH



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
Median New Listed Listing Price	\$189,900		\$100,750	\$178,500	\$247,250	\$452,000

March 2020



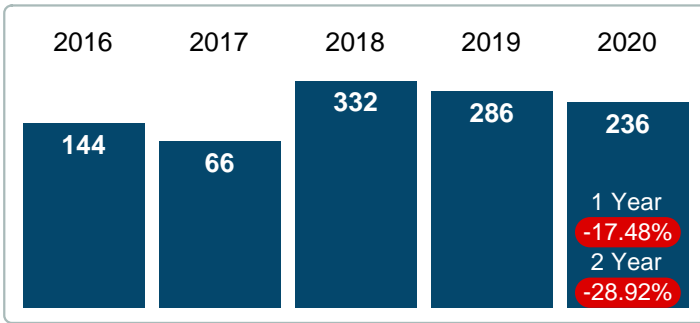
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



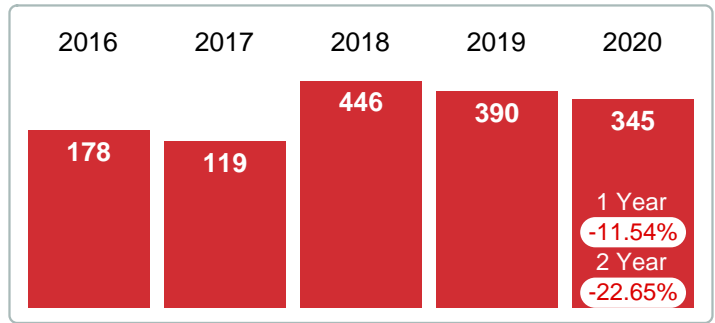
ACTIVE INVENTORY

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

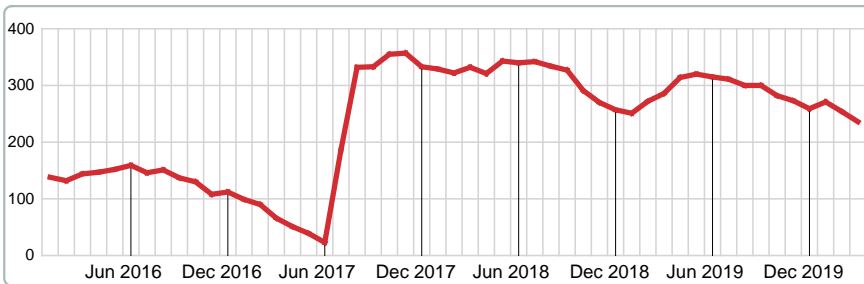
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

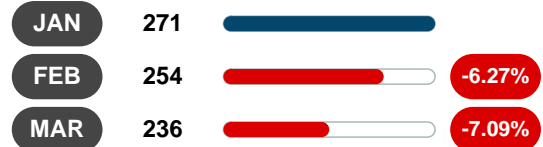


3 MONTHS

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



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	5.51%	32.0	4	7	1	1
\$50,001 - \$100,000	39	16.53%	48.0	10	24	4	1
\$100,001 - \$150,000	31	13.14%	38.0	6	21	3	1
\$150,001 - \$275,000	66	27.97%	65.0	4	42	16	4
\$275,001 - \$375,000	30	12.71%	65.0	3	11	15	1
\$375,001 - \$575,000	32	13.56%	67.5	1	7	13	11
\$575,001 and up	25	10.59%	69.0	0	8	13	4
Total Active Inventory by Units		236		28	120	65	23
Total Active Inventory by Volume		65,091,468	100%	3.99M	26.55M	23.93M	10.63M
Median Active Inventory Listing Price		\$216,500		\$100,750	\$175,000	\$315,000	\$435,000

March 2020



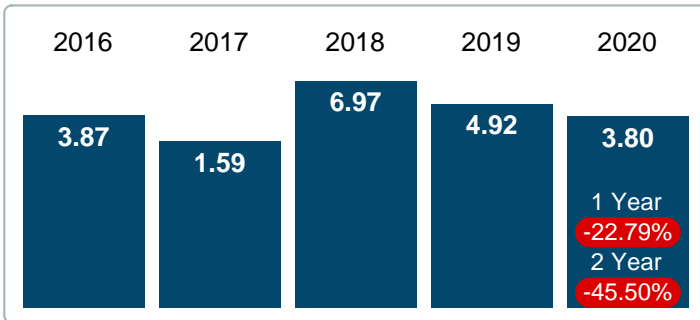
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



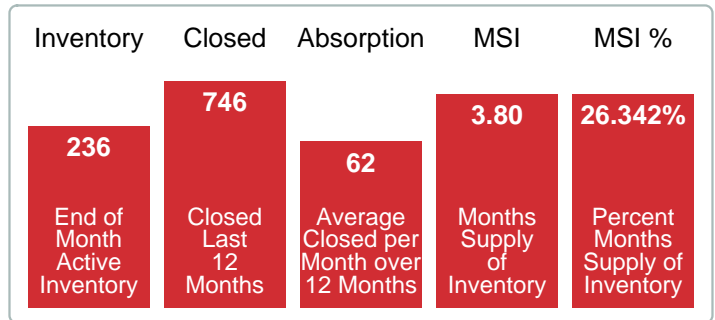
MONTHS SUPPLY of INVENTORY (MSI)

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

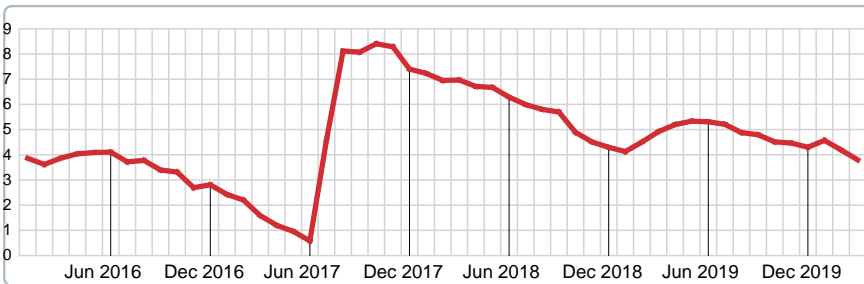
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

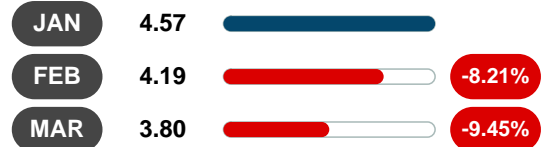


3 MONTHS

5 year MAR AVG = 4.23

High Oct 2017 8.40 Low Jun 2017 0.58

Months Supply this month at **3.80**
below the 5 yr MAR average of **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	13	5.51%	2.89	1.60	3.82	6.00	0.00
\$50,001 - \$100,000	39	16.53%	3.16	2.73	3.10	6.00	4.00
\$100,001 - \$150,000	31	13.14%	2.46	3.79	2.36	1.64	4.00
\$150,001 - \$275,000	66	27.97%	2.63	3.00	2.32	3.00	12.00
\$275,001 - \$375,000	30	12.71%	6.21	9.00	4.55	10.00	1.71
\$375,001 - \$575,000	32	13.56%	17.45	0.00	9.33	14.18	66.00
\$575,001 and up	25	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%	3.80	28	120	65	23

March 2020



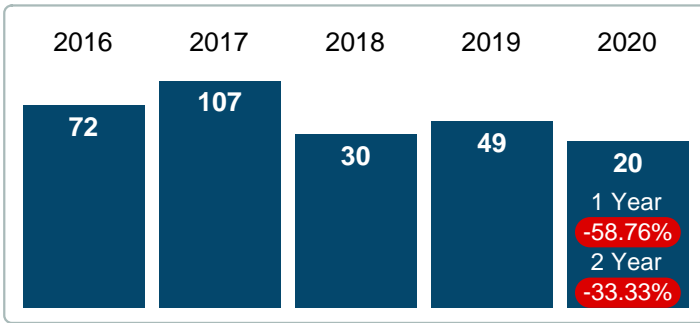
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



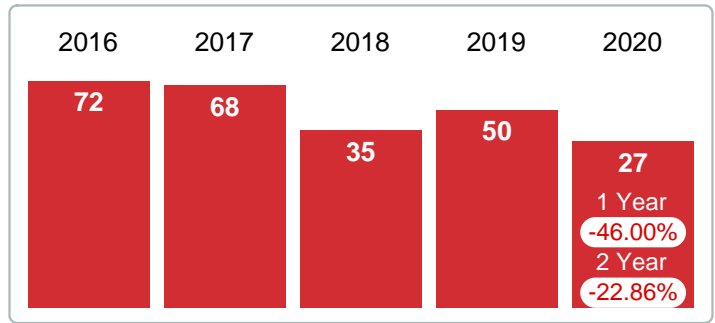
MEDIAN DAYS ON MARKET TO SALE

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

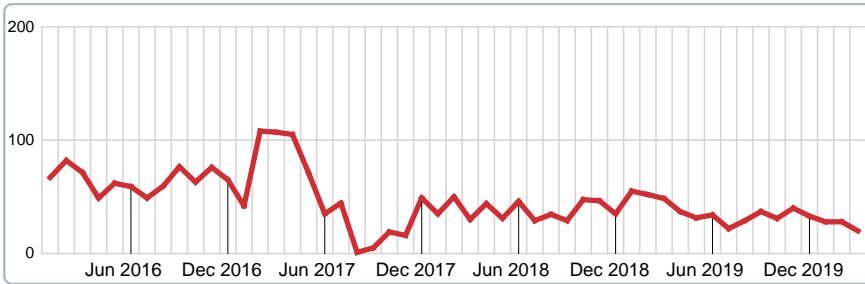
MARCH



YEAR TO DATE (YTD)

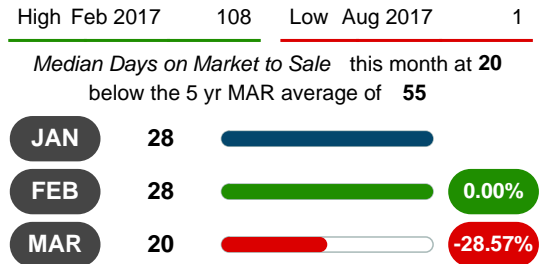


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 55



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
\$25,000 and less	3	5.08%	18	3	79	0	0
\$25,001 - \$75,000	8	13.56%	81	53	108	0	0
\$75,001 - \$125,000	10	16.95%	18	17	16	28	0
\$125,001 - \$175,000	14	23.73%	25	46	27	12	0
\$175,001 - \$250,000	11	18.64%	36	30	21	78	0
\$250,001 - \$325,000	7	11.86%	5	87	7	2	0
\$325,001 and up	6	10.17%	8	0	4	11	0
Median Closed DOM			20	31	19	15	0
Total Closed Units		100%	20.0	9	34	16	
Total Closed Volume			11,205,200	1.06M	6.25M	3.90M	0.00B

March 2020



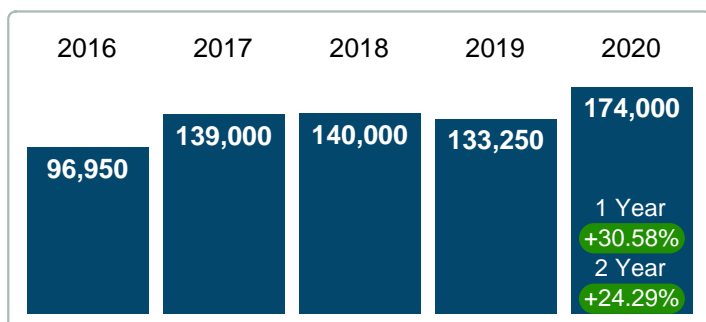
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



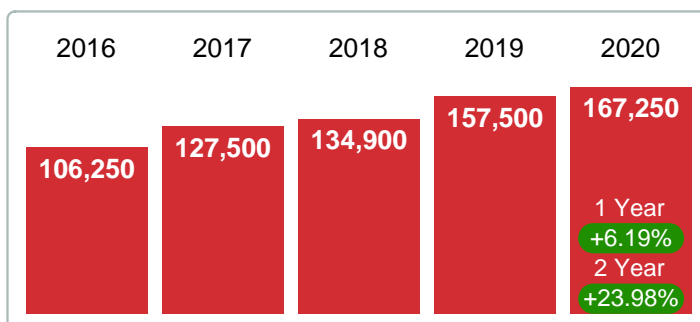
MEDIAN LIST PRICE AT CLOSING

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

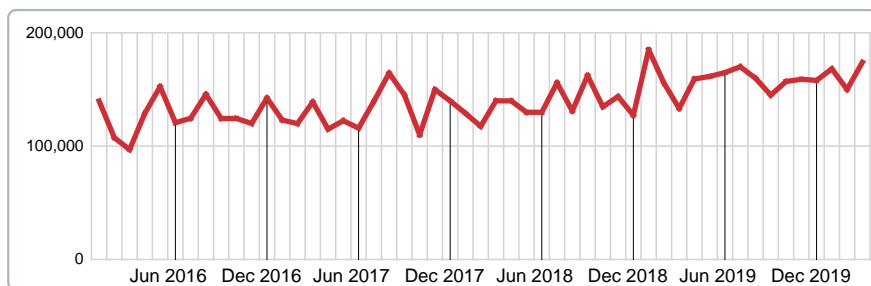
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

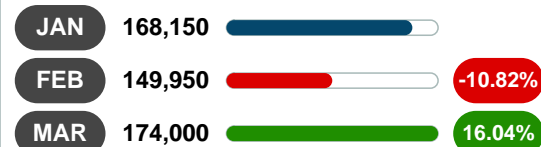


3 MONTHS

5 year MAR AVG = 136,640

High Jan 2019 185,000 Low Mar 2016 96,950

Median List Price at Closing this month at **174,000**
above the 5 yr MAR average of **136,640**



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
\$25,000 and less	1	1.69%	22,500	0	22,500	0	0
\$25,001 - \$75,000	7	11.86%	50,000	55,000	49,950	0	0
\$75,001 - \$125,000	13	22.03%	104,900	85,500	105,000	112,900	0
\$125,001 - \$175,000	9	15.25%	160,000	0	152,700	169,000	0
\$175,001 - \$250,000	15	25.42%	199,900	207,400	199,900	211,000	0
\$250,001 - \$325,000	6	10.17%	285,000	0	275,500	295,000	0
\$325,001 and up	8	13.56%	337,450	339,900	450,000	330,000	0
Median List Price			174,000	85,500	156,250	211,000	0
Total Closed Units		100%	174,000	9	34	16	
Total Closed Volume			11,737,100	1.15M	6.52M	4.06M	0.00B

March 2020



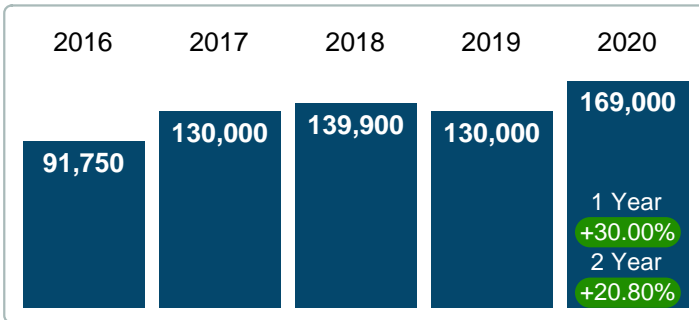
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



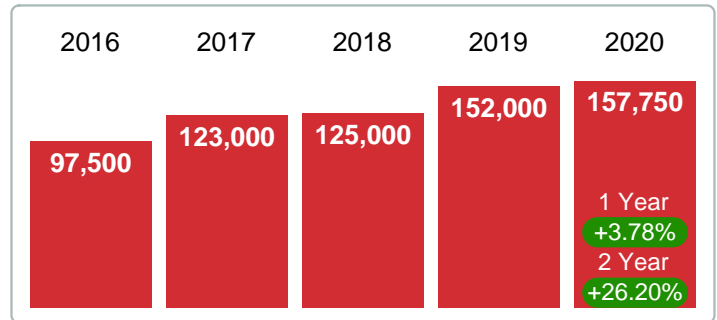
MEDIAN SOLD PRICE AT CLOSING

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

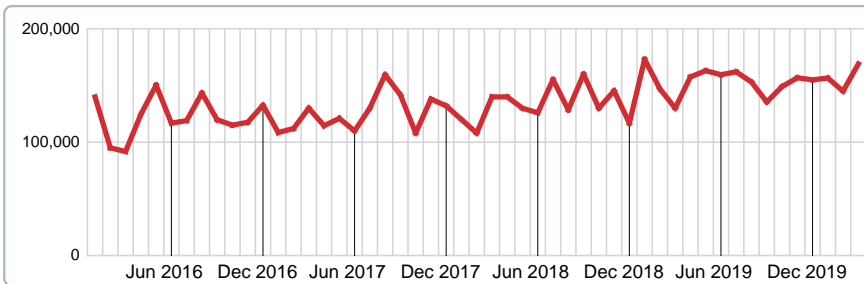
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

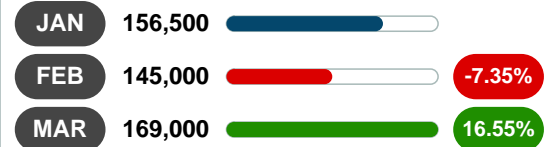


3 MONTHS

5 year MAR AVG = 132,130

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

Median Sold Price at Closing this month at **169,000** above the 5 yr MAR average of **132,130**



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
\$25,000 and less	5.08%	24,500	23,000	24,750	0	0
\$25,001 - \$75,000	13.56%	60,500	58,000	63,000	0	0
\$75,001 - \$125,000	16.95%	99,000	79,750	99,500	111,000	0
\$125,001 - \$175,000	23.73%	166,250	175,000	155,500	166,250	0
\$175,001 - \$250,000	18.64%	221,000	224,900	204,000	235,450	0
\$250,001 - \$325,000	11.86%	275,000	300,000	270,000	295,000	0
\$325,001 and up	10.17%	447,500	0	560,000	330,000	0
Median Sold Price		169,000	77,500	152,700	205,500	0
Total Closed Units	100%	169,000	9	34	16	0
Total Closed Volume		11,205,200	1.06M	6.25M	3.90M	0.00B

March 2020



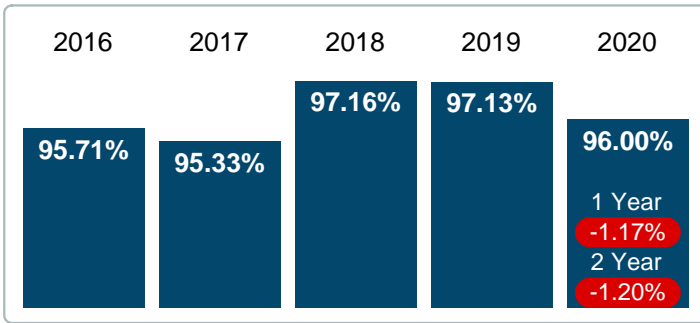
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



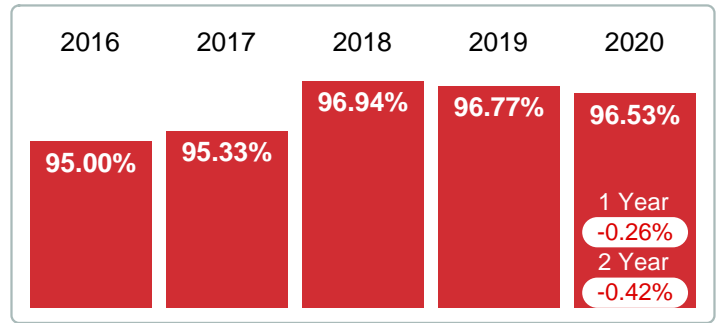
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

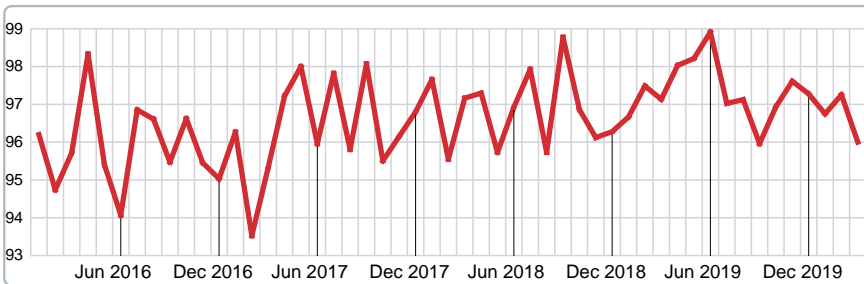
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

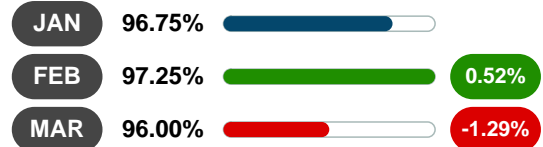


3 MONTHS

5 year MAR AVG = 96.27%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **96.00%**
equal to 5 yr MAR average of **96.27%**



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	
\$25,000 and less	3	5.08%	83.64%	83.64%	80.49%	0.00%	0.00%	
\$25,001 - \$75,000	8	13.56%	85.99%	87.27%	78.65%	0.00%	0.00%	
\$75,001 - \$125,000	10	16.95%	93.44%	93.05%	93.30%	98.32%	0.00%	
\$125,001 - \$175,000	14	23.73%	95.92%	92.15%	94.71%	98.12%	0.00%	
\$175,001 - \$250,000	11	18.64%	98.30%	100.00%	99.15%	97.43%	0.00%	
\$250,001 - \$325,000	7	11.86%	96.49%	88.26%	96.75%	95.07%	0.00%	
\$325,001 and up	6	10.17%	99.56%	0.00%	99.12%	100.00%	0.00%	
Median Sold/List Ratio		96.00%		90.64%	95.47%	97.53%	0.00%	
Total Closed Units		59	100%	96.00%	9	34	16	
Total Closed Volume		11,205,200			1.06M	6.25M	3.90M	0.00B

March 2020



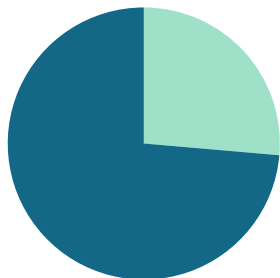
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

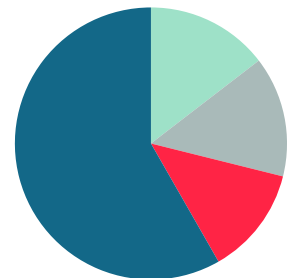


Inventory
 New Listings
91 = 26.38%
 Start Inventory
254
 Total Inventory Units
345
 Volume
\$90,624,477

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%
Median List Price	133,250	174,000	30.58%	157,500	167,250	6.19%
Median Sale Price	130,000	169,000	30.00%	152,000	157,750	3.78%
Median Percent of Selling Price to List Price	97.13%	96.00%	-1.17%	96.77%	96.53%	-0.26%
Median Days on Market to Sale	48.50	20.00	-58.76%	50.00	27.00	-46.00%
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

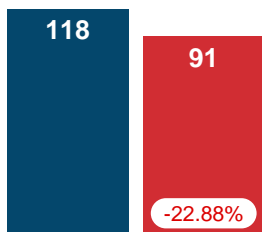
Inventory on March 31, 2020 = **236**

2019 **2020**

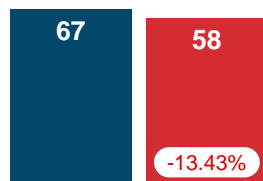
MARCH MARKET

MEDIAN PRICES

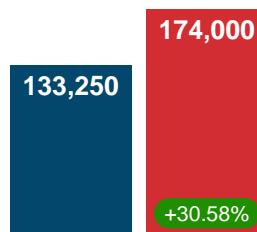
New Listings



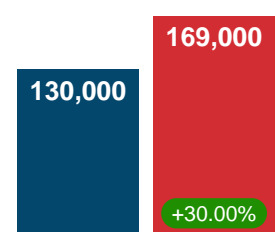
Pending Listings



List Price



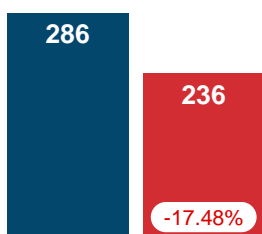
Sale Price



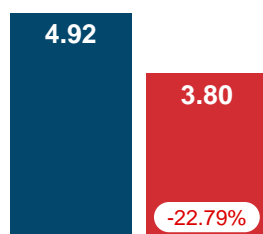
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

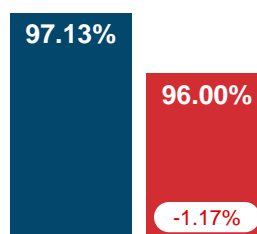
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

