

May 2020



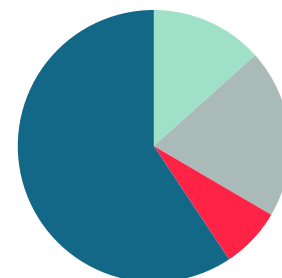
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	64	48	-25.00%
Pending Listings	81	72	-11.11%
New Listings	125	87	-30.40%
Average List Price	189,450	218,736	15.46%
Average Sale Price	184,461	212,213	15.04%
Average Percent of Selling Price to List Price	97.68%	96.50%	-1.20%
Average Days on Market to Sale	42.53	42.56	0.07%
End of Month Inventory	320	213	-33.44%
Months Supply of Inventory	5.33	3.51	-34.26%



■ Closed (13.37%)
■ Pending (20.06%)
■ Other OffMarket (7.24%)
■ Active (59.33%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of May 31, 2020 = **213**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **33.44%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **3.51** 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 **15.04%** in May 2020 to \$212,213 versus the previous year at \$184,461.

Average Days on Market Lengthens

The average number of **42.56** days that homes spent on the market before selling increased by 0.03 days or **0.07%** in May 2020 compared to last year's same month at **42.53** DOM.

Sales Success for May 2020 is Positive

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

There were 87 New Listings in May 2020, down **30.40%** from last year at 125. Furthermore, there were 48 Closed Listings this month versus last year at 64, a **-25.00%** decrease.

Closed versus Listed trends yielded a **55.2%** ratio, up from previous year's, May 2019, at **51.2%**, a **7.76%** 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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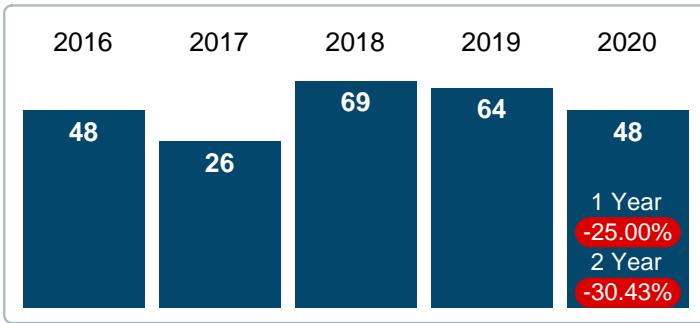
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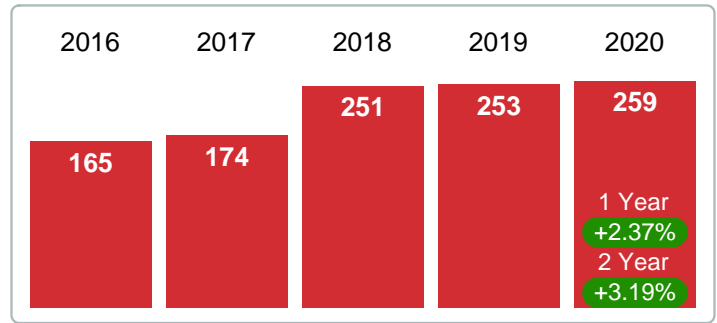
CLOSED LISTINGS

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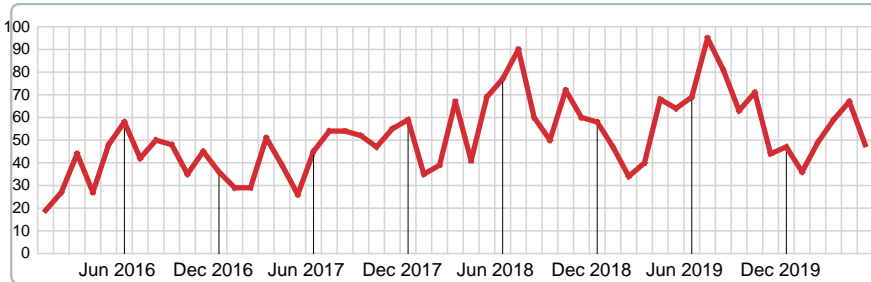
MAY



YEAR TO DATE (YTD)

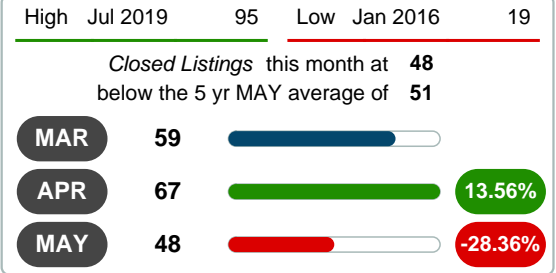


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51



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	8.33%	24.3	1	3	0	0
\$50,001 - \$100,000	5	10.42%	31.6	1	4	0	0
\$100,001 - \$150,000	7	14.58%	26.3	0	5	2	0
\$150,001 - \$200,000	14	29.17%	27.2	1	12	1	0
\$200,001 - \$250,000	5	10.42%	49.0	1	2	2	0
\$250,001 - \$425,000	8	16.67%	23.8	0	3	3	2
\$425,001 and up	5	10.42%	157.6	0	2	3	0
Total Closed Units	48			4	31	11	2
Total Closed Volume	10,186,210	100%	42.6	520.40K	5.47M	3.43M	768.90K
Average Closed Price	\$212,213			\$130,100	\$176,481	\$311,455	\$384,450

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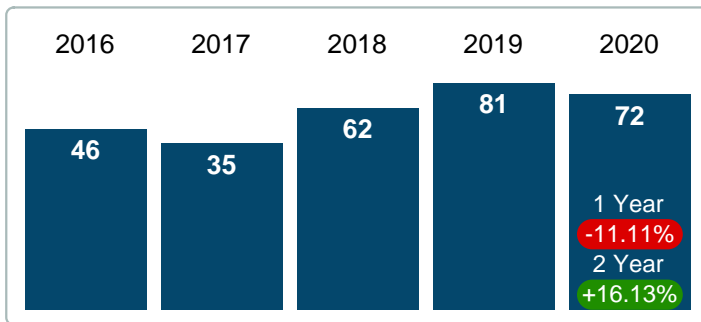
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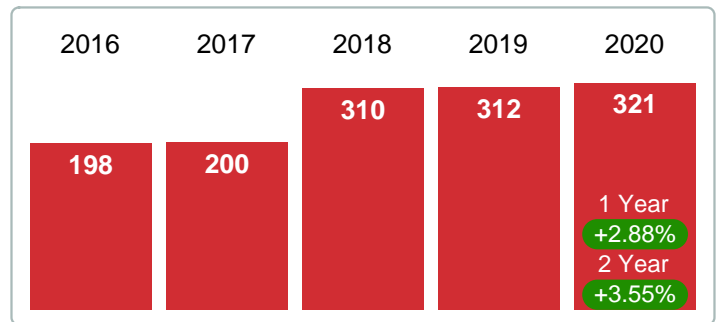
PENDING LISTINGS

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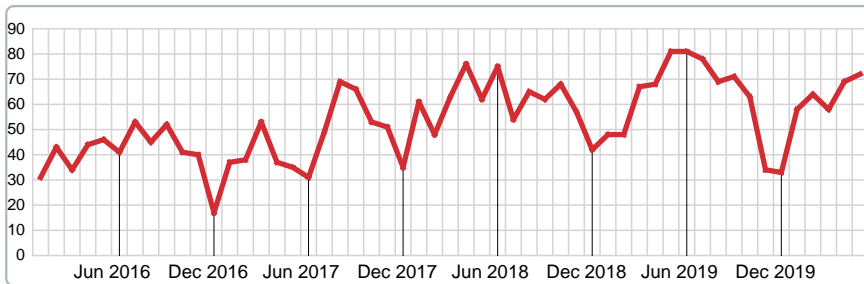
MAY



YEAR TO DATE (YTD)

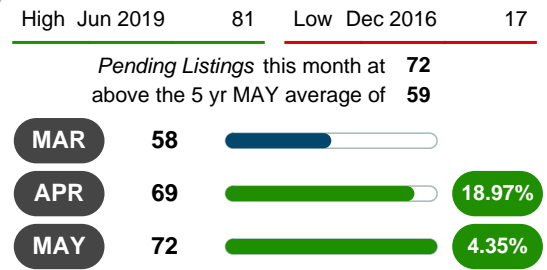


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	3	4.17%	40.7	2	1	0	0
\$75,001 - \$100,000	10	13.89%	44.1	3	6	1	0
\$100,001 - \$150,000	10	13.89%	23.0	1	8	1	0
\$150,001 - \$225,000	23	31.94%	37.8	0	18	5	0
\$225,001 - \$275,000	6	8.33%	52.0	1	1	3	1
\$275,001 - \$400,000	10	13.89%	48.3	0	1	8	1
\$400,001 and up	10	13.89%	120.2	0	4	3	3
Total Pending Units	72			7	39	21	5
Total Pending Volume	16,668,999	100%	52.1	787.50K	7.94M	6.09M	1.85M
Average Listing Price	\$232,271			\$112,500	\$203,613	\$290,229	\$369,160

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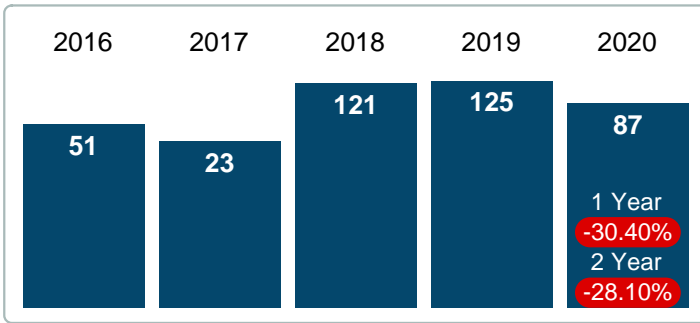
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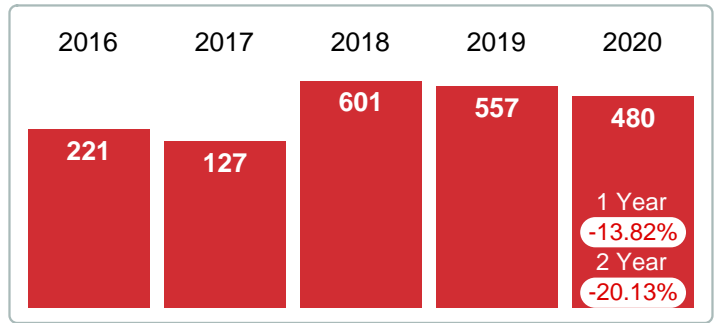
NEW LISTINGS

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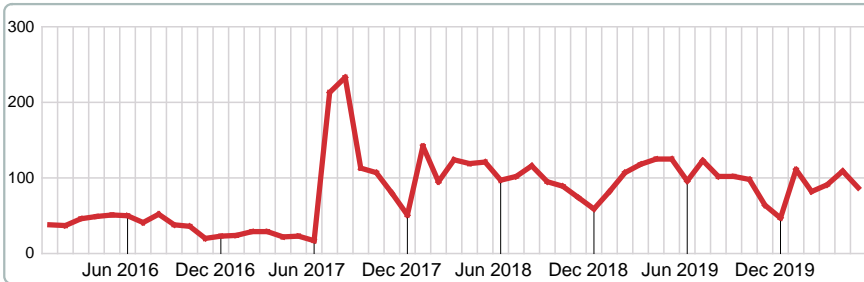
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 81

High Aug 2017 233 Low Jun 2017 17

New Listings this month at **87**
above the 5 yr MAY average of **81**

MAR	91	
APR	109	19.78%
MAY	87	-20.18%

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	4	4.60%	2	1	1	0
\$50,001 - \$75,000	8	9.20%	6	1	1	0
\$75,001 - \$125,000	13	14.94%	5	7	1	0
\$125,001 - \$225,000	30	34.48%	4	23	2	1
\$225,001 - \$325,000	12	13.79%	1	6	4	1
\$325,001 - \$550,000	11	12.64%	1	8	0	2
\$550,001 and up	9	10.34%	0	2	3	4
Total New Listed Units	87		19	48	12	8
Total New Listed Volume	21,575,699	100%	2.19M	11.52M	3.75M	4.12M
Average New Listed Listing Price	\$234,430		\$115,395	\$239,981	\$312,092	\$514,875

May 2020



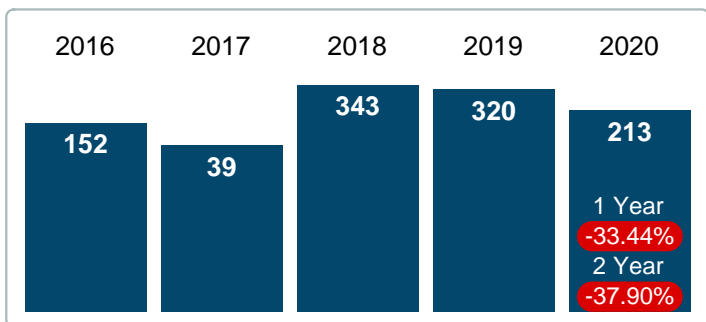
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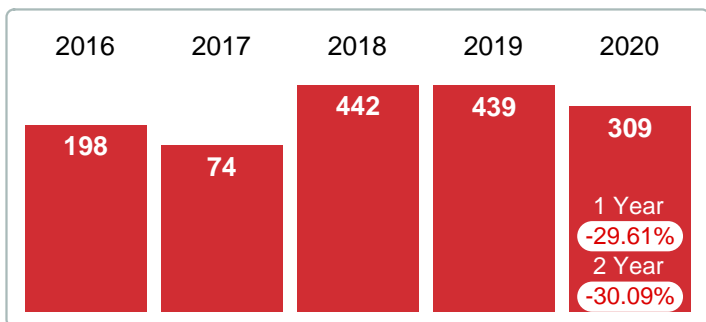
ACTIVE INVENTORY

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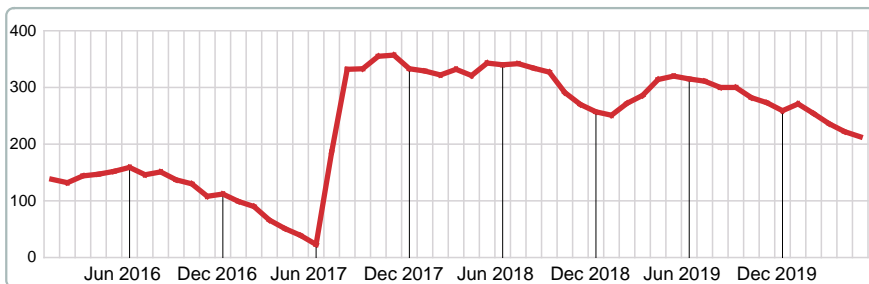
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 213

High Nov 2017 357 Low Jun 2017 23

Inventory this month at 213 equal to 5 yr MAY average of 213

MAR	236	
APR	222	-5.93%
MAY	213	-4.05%

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	15	7.04%	69.7	7	5	2	1
\$50,001 - \$75,000	21	9.86%	93.8	9	10	2	0
\$75,001 - \$125,000	29	13.62%	80.5	9	16	3	1
\$125,001 - \$275,000	68	31.92%	58.7	9	46	10	3
\$275,001 - \$425,000	32	15.02%	79.7	2	18	11	1
\$425,001 - \$575,000	20	9.39%	57.8	2	8	4	6
\$575,001 and up	28	13.15%	73.8	0	8	14	6
Total Active Inventory by Units	213			38	111	46	18
Total Active Inventory by Volume	60,945,495	100%	70.9	5.12M	27.41M	18.91M	9.51M
Average Active Inventory Listing Price	\$286,129			\$134,713	\$246,927	\$411,100	\$528,161

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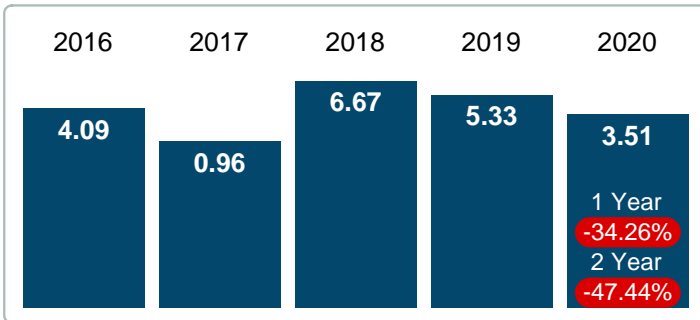
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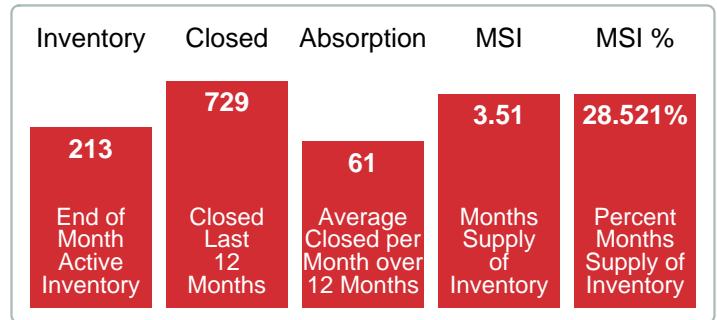
MONTHS SUPPLY of INVENTORY (MSI)

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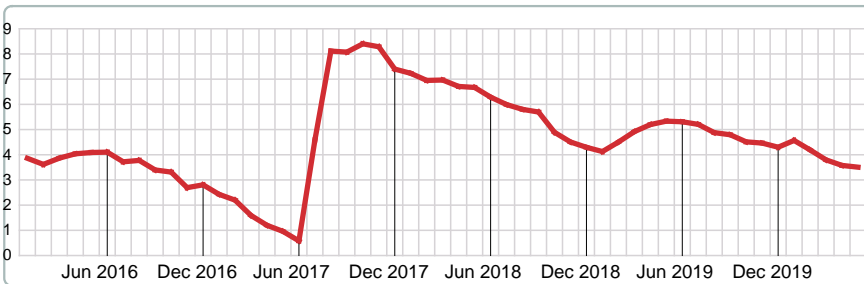
MSI FOR MAY



INDICATORS FOR MAY 2020

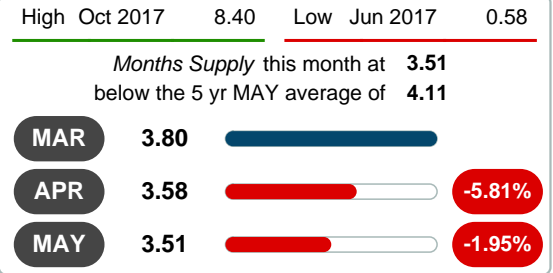


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.11



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	15	7.04%	3.33	3.36	2.22	12.00	0.00
\$50,001 - \$75,000	21	9.86%	4.58	6.00	3.43	24.00	0.00
\$75,001 - \$125,000	29	13.62%	2.29	3.48	1.85	2.40	6.00
\$125,001 - \$275,000	68	31.92%	2.22	4.70	2.09	1.60	6.00
\$275,001 - \$425,000	32	15.02%	5.57	6.00	6.97	5.28	1.33
\$425,001 - \$575,000	20	9.39%	14.12	0.00	16.00	6.00	24.00
\$575,001 and up	28	13.15%	24.00	0.00	16.00	28.00	36.00
Market Supply of Inventory (MSI)			3.51	4.51	2.82	4.18	9.39
Total Active Inventory by Units		100%	3.51	38	111	46	18

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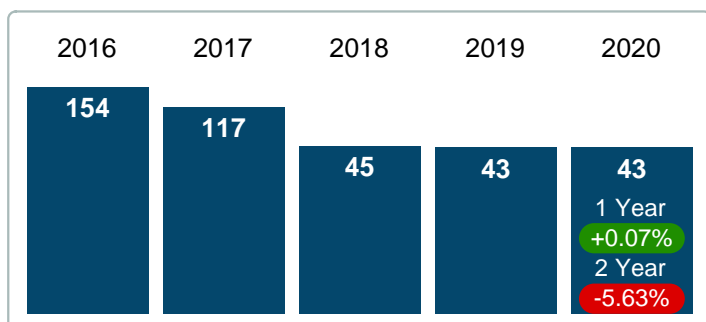
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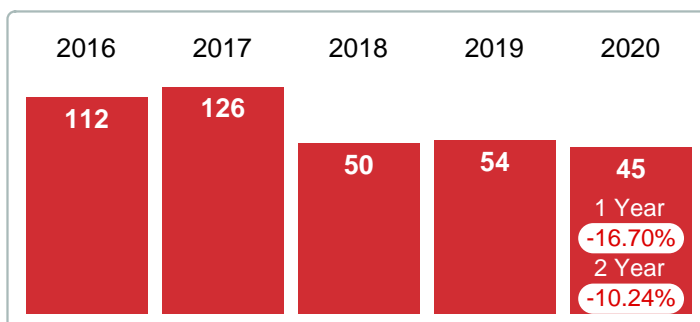
AVERAGE DAYS ON MARKET TO SALE

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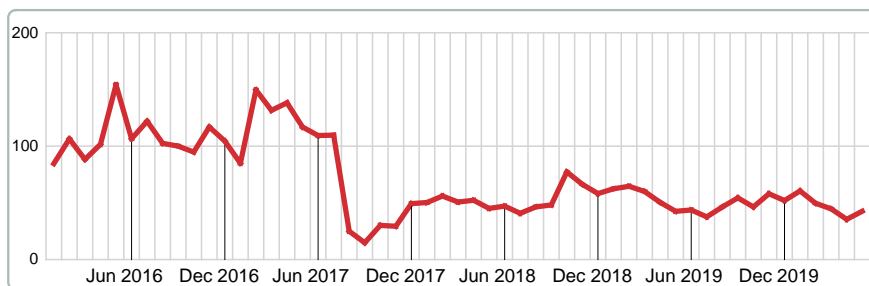
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 80

High May 2016 154 Low Sep 2017 15

Average Days on Market to Sale this month at 43 below the 5 yr MAY average of 80



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	8.33%	24	8	30	0	0
\$50,001 - \$100,000	10.42%	32	8	38	0	0
\$100,001 - \$150,000	14.58%	26	0	24	32	0
\$150,001 - \$200,000	29.17%	27	3	29	28	0
\$200,001 - \$250,000	10.42%	49	1	34	88	0
\$250,001 - \$425,000	16.67%	24	0	49	8	9
\$425,001 and up	10.42%	158	0	76	212	0
Average Closed DOM		43	5	35	84	9
Total Closed Units	100%	48	4	31	11	2
Total Closed Volume		10,186,210	520.40K	5.47M	3.43M	768.90K

May 2020



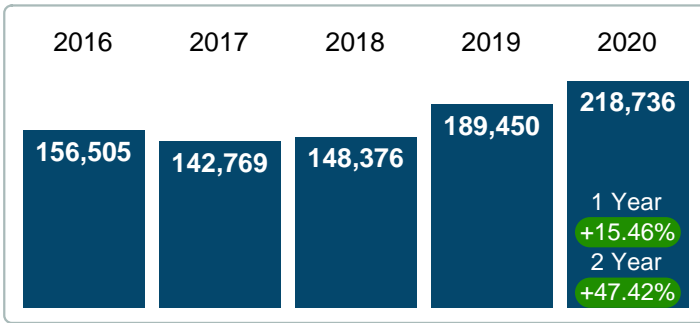
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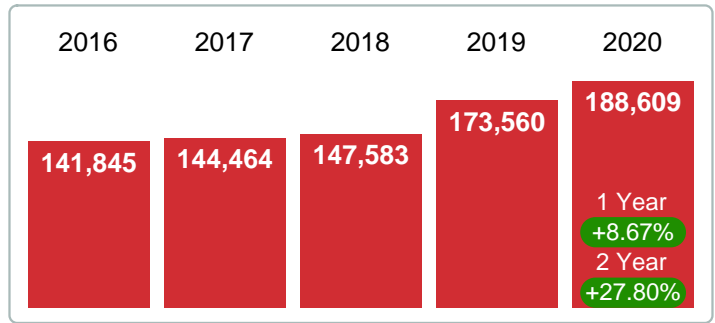
AVERAGE LIST PRICE AT CLOSING

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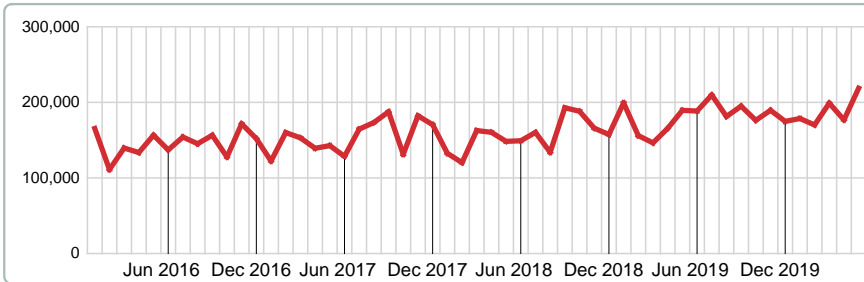
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

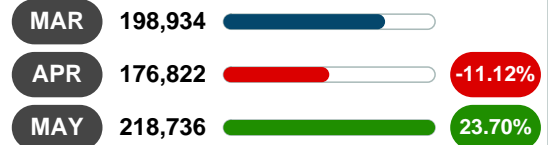


3 MONTHS

5 year MAY AVG = 171,167

High May 2020 218,736 Low Feb 2016 111,161

Average List Price at Closing this month at **218,736** above the 5 yr MAY average of **171,167**



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	8.33%	37,225	42,500	35,467	0	0
\$50,001 - \$100,000	8.33%	88,350	79,500	94,725	0	0
\$100,001 - \$150,000	16.67%	122,313	0	122,520	130,450	0
\$150,001 - \$200,000	31.25%	181,548	169,900	182,368	165,000	0
\$200,001 - \$250,000	8.33%	222,375	239,000	214,000	211,200	0
\$250,001 - \$425,000	16.67%	320,975	0	265,967	327,000	411,950
\$425,001 and up	10.42%	567,600	0	562,000	559,667	0
Average List Price		218,736	132,725	181,814	318,936	411,950
Total Closed Units	100%	218,736	4	31	11	2
Total Closed Volume		10,499,320	530.90K	5.64M	3.51M	823.90K

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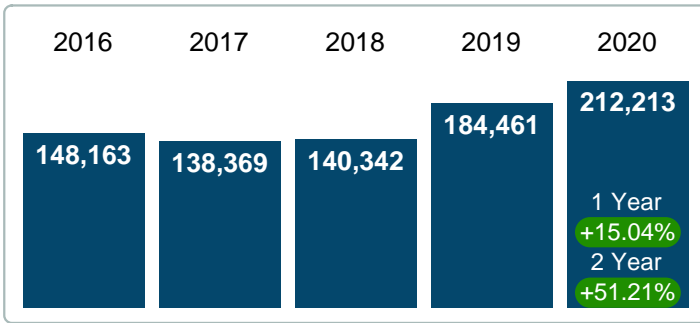
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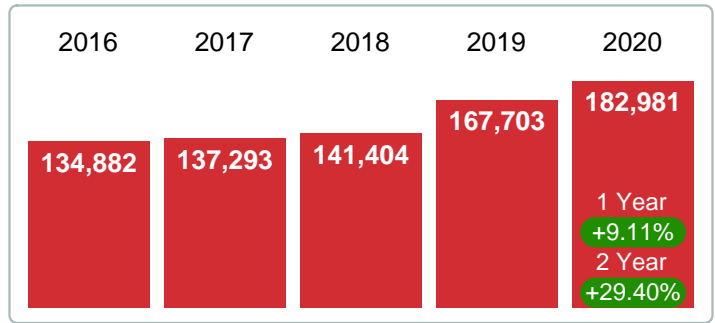
AVERAGE SOLD PRICE AT CLOSING

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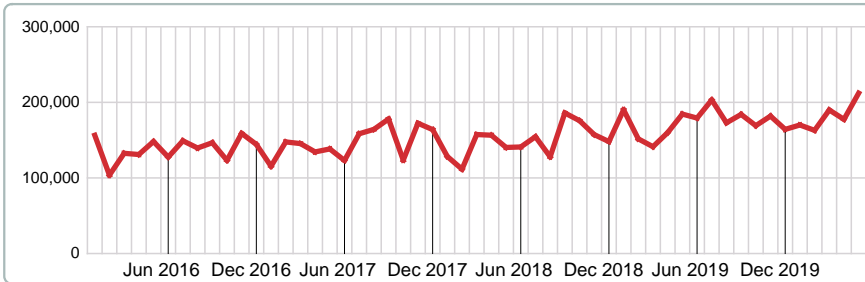
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 164,710

High May 2020 212,213 Low Feb 2016 103,752

Average Sold Price at Closing this month at **212,213** above the 5 yr MAY average of **164,710**

MAR	189,919	
APR	177,524	-6.53%
MAY	212,213	19.54%

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	8.33%	32,740	42,000	29,653	0	0
\$50,001 - \$100,000	10.42%	83,700	79,500	84,750	0	0
\$100,001 - \$150,000	14.58%	119,414	0	118,180	122,500	0
\$150,001 - \$200,000	29.17%	178,121	169,900	180,067	163,000	0
\$200,001 - \$250,000	10.42%	215,600	229,000	211,500	213,000	0
\$250,001 - \$425,000	16.67%	316,144	0	262,750	324,000	384,450
\$425,001 and up	10.42%	540,000	0	540,000	540,000	0
Average Sold Price		212,213	130,100	176,481	311,455	384,450
Total Closed Units	100%	212,213	4	31	11	2
Total Closed Volume		10,186,210	520.40K	5.47M	3.43M	768.90K

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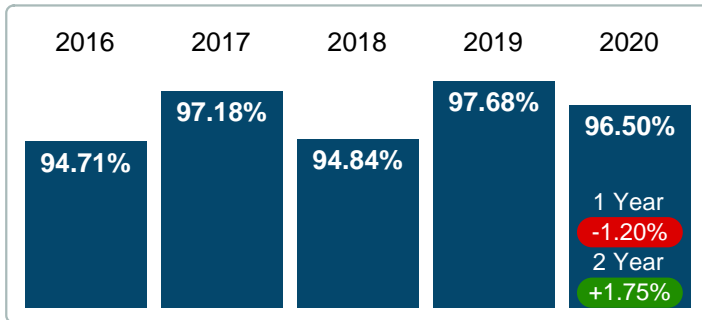
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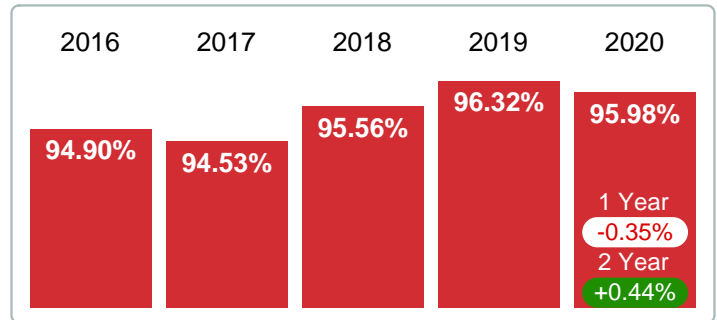
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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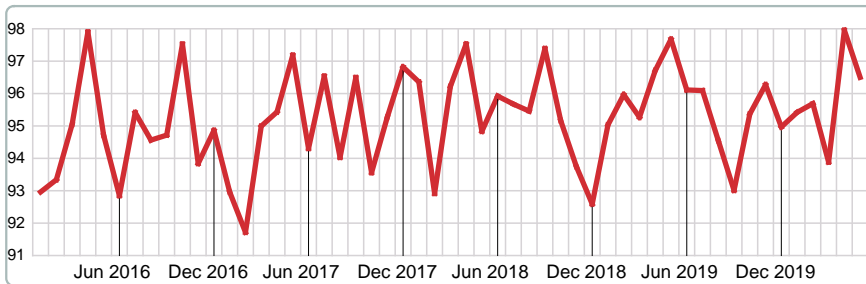
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

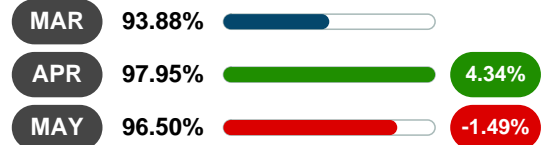


3 MONTHS

5 year MAY AVG = 96.18%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.50%** equal to 5 yr MAY average of **96.18%**



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	8.33%	89.02%	98.82%	85.75%	0.00%	0.00%	
\$50,001 - \$100,000	5	10.42%	91.54%	100.00%	89.42%	0.00%	0.00%	
\$100,001 - \$150,000	7	14.58%	95.71%	0.00%	96.53%	93.67%	0.00%	
\$150,001 - \$200,000	14	29.17%	98.89%	100.00%	98.81%	98.79%	0.00%	
\$200,001 - \$250,000	5	10.42%	99.05%	95.82%	98.81%	100.91%	0.00%	
\$250,001 - \$425,000	8	16.67%	97.73%	0.00%	98.79%	99.19%	93.96%	
\$425,001 and up	5	10.42%	97.32%	0.00%	96.03%	98.18%	0.00%	
Average Sold/List Ratio		96.50%		98.66%	95.79%	98.19%	93.96%	
Total Closed Units		48	100%	96.50%	4	31	11	2
Total Closed Volume		10,186,210			520.40K	5.47M	3.43M	768.90K

May 2020



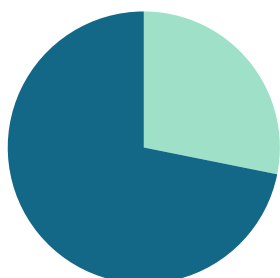
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

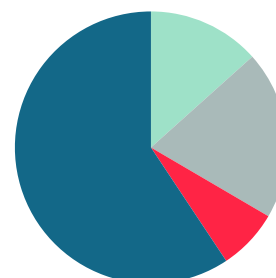


Inventory
 New Listings
87 = 28.16%
 Start Inventory
222
 Total Inventory Units
309
 Volume
\$83,624,994

Market Activity

Closed Sales
48 = 13.37%
 Pending Sales
72 = 20.06%
 Other Off Market
26 = 7.24%
 Active Inventory
213 = 59.33%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	64	48	-25.00%	253	259	2.37%
Pending Sales	81	72	-11.11%	312	321	2.88%
New Listings	125	87	-30.40%	557	480	-13.82%
Average List Price	189,450	218,736	15.46%	173,560	188,609	8.67%
Average Sale Price	184,461	212,213	15.04%	167,703	182,981	9.11%
Average Percent of Selling Price to List Price	97.68%	96.50%	-1.20%	96.32%	95.98%	-0.35%
Average Days on Market to Sale	42.53	42.56	0.07%	54.08	45.05	-16.70%
Monthly Inventory	320	213	-33.44%	320	213	-33.44%
Months Supply of Inventory	5.33	3.51	-34.26%	5.33	3.51	-34.26%

Absorption: Last 12 months, an Average of **61** Sales/Month

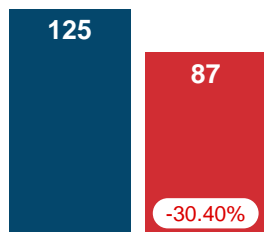
Inventory on May 31, 2020 = **213**

2019 **2020**

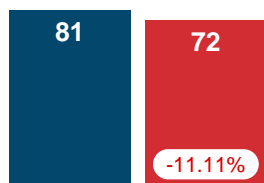
MAY MARKET

AVERAGE PRICES

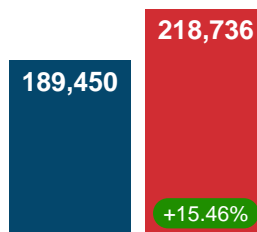
New Listings



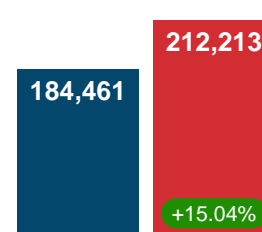
Pending Listings



List Price



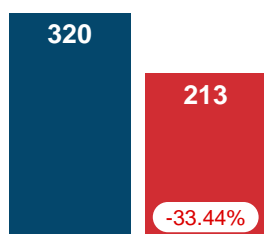
Sale Price



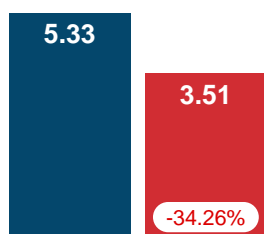
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

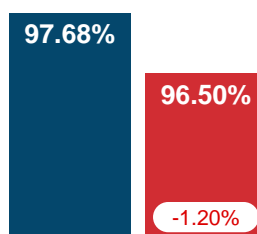
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

