

March 2019

Area Delimited by Counties Atoka, Choctaw, Marshall

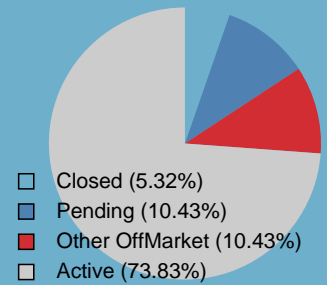


MONTHLY INVENTORY ANALYSIS

Report produced on Apr 15, 2019 for MLS Technology Inc.

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	28	25	-10.71%
Pending Listings	25	49	96.00%
New Listings	109	111	1.83%
Average List Price	161,779	161,668	-0.07%
Average Sale Price	153,807	150,967	-1.85%
Average Percent of List Price to Selling Price	93.62%	91.49%	-2.28%
Average Days on Market to Sale	57.86	93.24	61.16%
End of Month Inventory	383	347	-9.40%
Months Supply of Inventory	18.46	13.97	-24.30%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of March 31, 2019 = **347**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **9.40%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **13.97** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.85%** in March 2019 to \$150,967 versus the previous year at \$153,807.

Average Days on Market Lengthens

The average number of **93.24** days that homes spent on the market before selling increased by 35.38 days or **61.16%** in March 2019 compared to last year's same month at **57.86** DOM.

Sales Success for March 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 111 New Listings in March 2019, up **1.83%** from last year at 109. Furthermore, there were 25 Closed Listings this month versus last year at 28, a **-10.71%** decrease.

Closed versus Listed trends yielded a **22.5%** ratio, down from previous year's, March 2018, at **25.7%**, a **12.32%** downswing. 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?

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MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

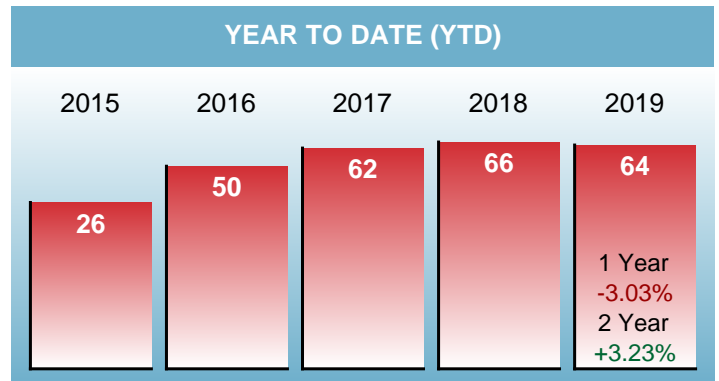
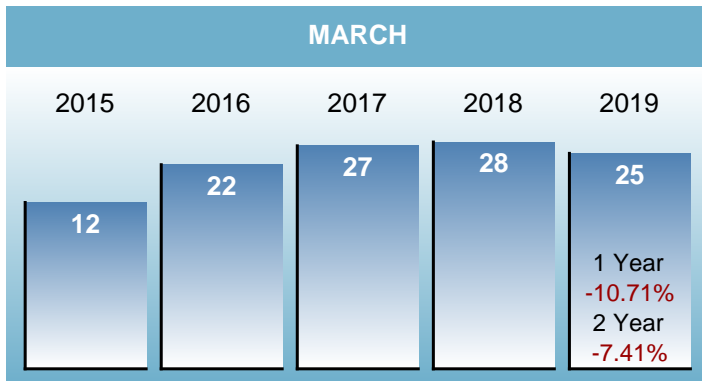
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CLOSED LISTINGS

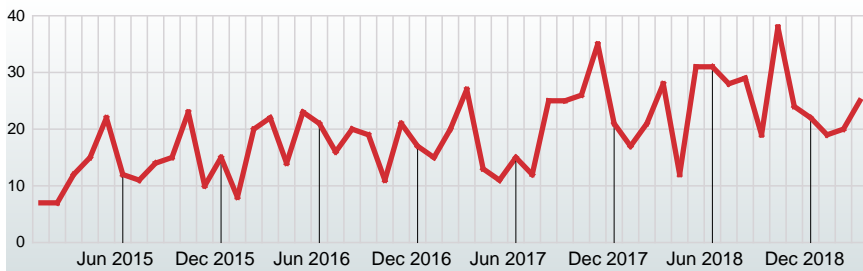
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5 YEAR MARKET ACTIVITY TRENDS

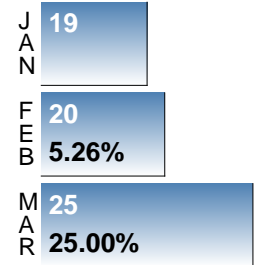
5yr MAR AVG = 23

3 MONTHS



High
Oct 2018 = 38
Low
Feb 2015 = 7

Closed Listings this month at **25**, above the 5 yr MAR average of **23**



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	2	8.00%	125.0	2	0	0	0
\$25,001 - \$50,000	3	12.00%	95.0	1	2	0	0
\$50,001 - \$100,000	3	12.00%	74.3	1	2	0	0
\$100,001 - \$150,000	8	32.00%	94.0	6	2	0	0
\$150,001 - \$250,000	4	16.00%	90.8	2	1	1	0
\$250,001 - \$275,000	3	12.00%	80.3	1	2	0	0
\$275,001 and up	2	8.00%	108.5	1	0	0	1
Total Closed Units	25			14	9	1	1
Total Closed Volume	3,774,175	100%	93.2	1.85M	1.21M	250.00K	458.68K
Average Closed Price	\$150,967			\$132,400	\$134,656	\$250,000	\$458,675

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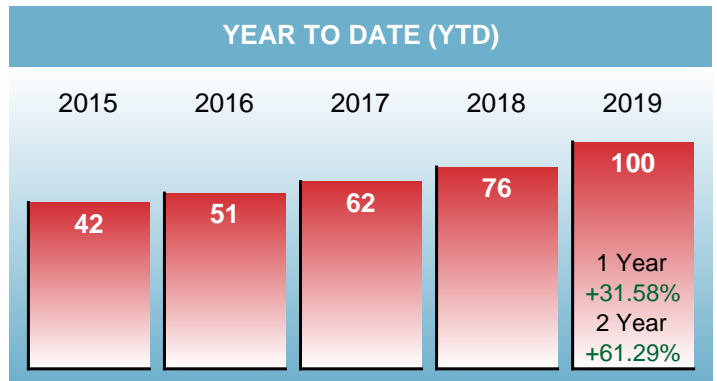
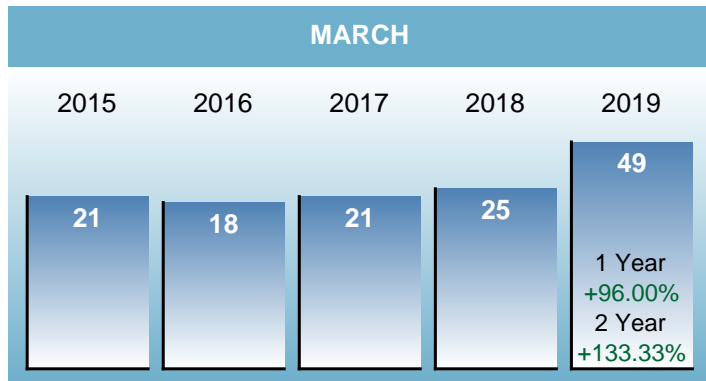
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PENDING LISTINGS

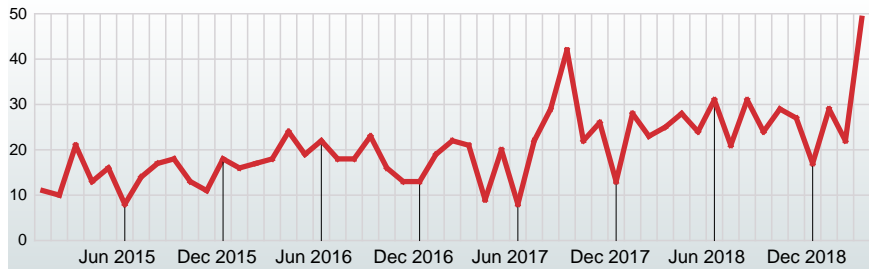
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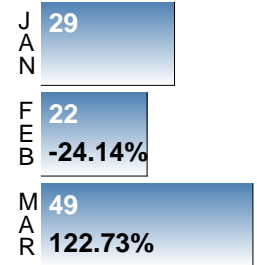
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 27

3 MONTHS



High
Mar 2019 = 49
Low
Jun 2017 = 8
Pending Listings
this month at **49**,
above the 5 yr MAR
average of **27**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.12%	56.7	3	0	0	0
\$20,001 - \$60,000	8	16.33%	91.9	6	2	0	0
\$60,001 - \$80,000	5	10.20%	28.4	5	0	0	0
\$80,001 - \$160,000	14	28.57%	61.0	6	7	1	0
\$160,001 - \$220,000	7	14.29%	94.0	1	4	2	0
\$220,001 - \$330,000	8	16.33%	61.4	3	5	0	0
\$330,001 and up	4	8.16%	65.8	1	2	1	0
Total Pending Units	49			25	20	4	0
Total Pending Volume	8,679,935	100%	95.3	2.64M	4.93M	1.11M	0.00B
Average Listing Price	\$114,083			\$105,521	\$246,480	\$278,075	\$0

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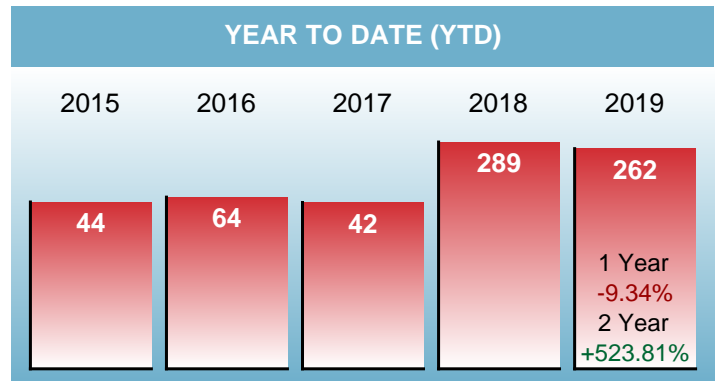
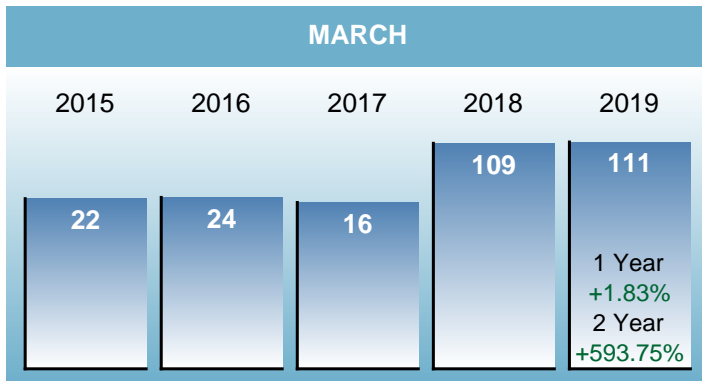
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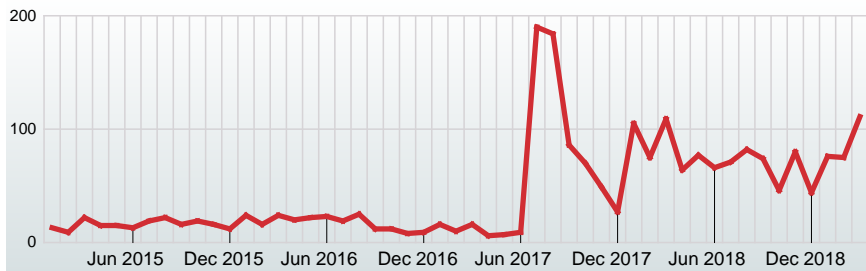
NEW LISTINGS

Report produced on Apr 15, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 56 3 MONTHS



High
Jul 2017 = 190
Low
Apr 2017 = 6
New Listings
this month at **111**,
above the 5 yr MAR
average of **56**

JAN	76
FEB	75
MAR	111
-1.32%	
48.00%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.21%	8	0	0	0
\$20,001 - \$60,000	16	14.41%	16	0	0	0
\$60,001 - \$100,000	17	15.32%	12	4	1	0
\$100,001 - \$180,000	27	24.32%	15	10	2	0
\$180,001 - \$250,000	20	18.02%	9	8	3	0
\$250,001 - \$330,000	12	10.81%	4	7	0	1
\$330,001 and up	11	9.91%	2	8	1	0
Total New Listed Units	111		66	37	7	1
Total New Listed Volume	20,017,559	100%	8.07M	10.06M	1.58M	315.00K
Average New Listed Listing Price	\$0		\$122,251	\$271,824	\$225,214	\$315,000

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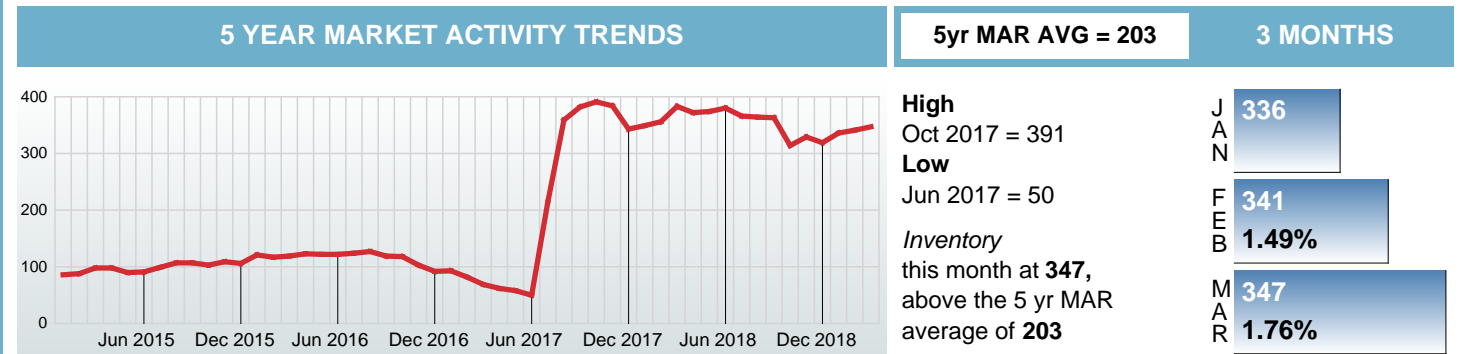
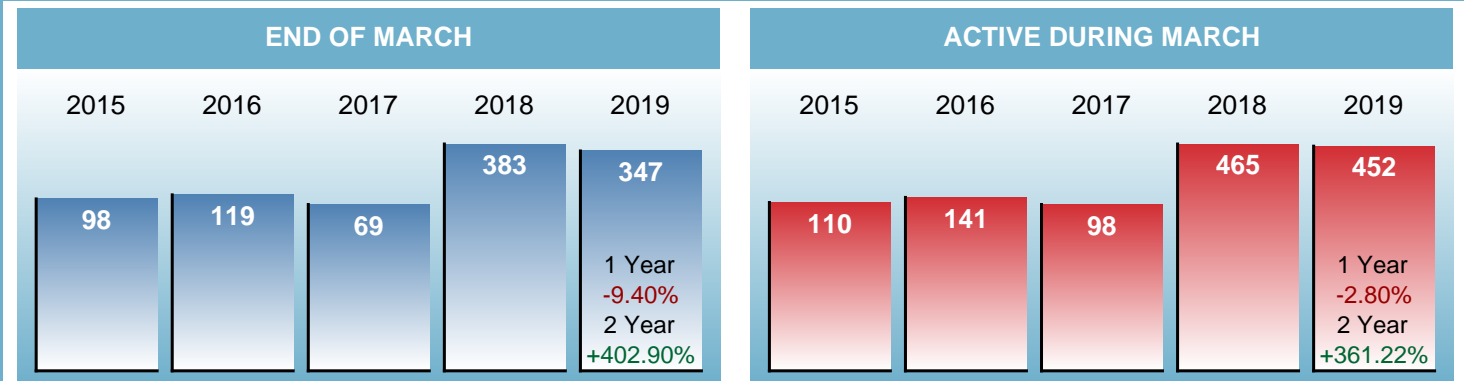
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ACTIVE INVENTORY

Report produced on Apr 15, 2019 for MLS Technology Inc.



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	49	14.12%	144.1	49	0	0	0
\$25,001-\$75,000	76	21.90%	136.1	65	10	1	0
\$75,001-\$150,000	79	22.77%	96.5	52	24	2	1
\$150,001-\$225,000	56	16.14%	64.9	19	25	12	0
\$225,001-\$350,000	52	14.99%	70.4	17	26	7	2
\$350,001 and up	35	10.09%	76.2	8	13	9	5
Total Active Inventory by Units	347			210	98	31	8
Total Active Inventory by Volume	66,678,748	100%	100.8	27.12M	22.92M	12.78M	3.85M
Average Active Inventory Listing Price	\$192,158			\$129,160	\$233,907	\$412,268	\$481,500

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March 2019

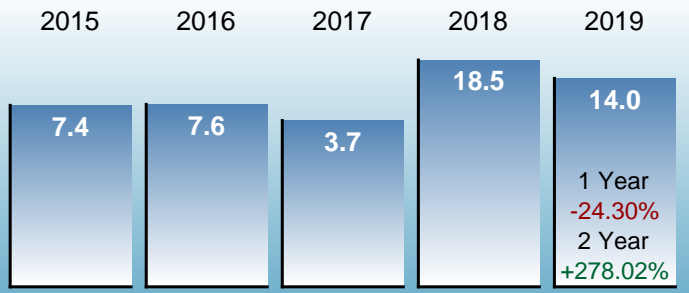
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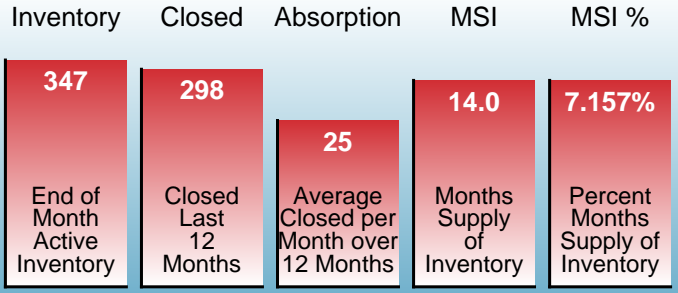
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Apr 15, 2019 for MLS Technology Inc.

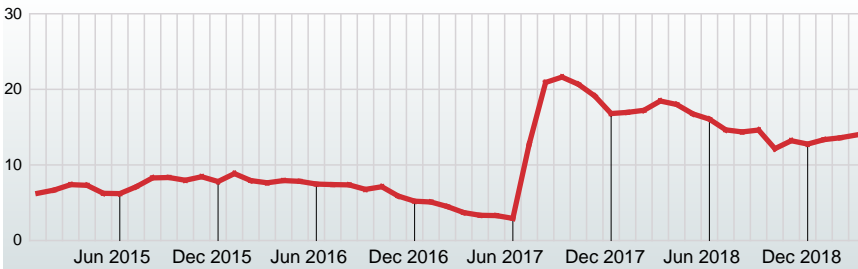
MSI FOR MARCH



INDICATORS FOR MARCH 2019



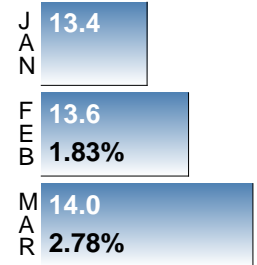
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 10.2

3 MONTHS

High
Sep 2017 = 21.6
Low
Jun 2017 = 2.9
Months Supply
this month at **14.0**,
above the 5 yr MAR
average of **10.2**



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
\$20,000 and less	35	10.09%	28.0	30.0	0.0	0.0	0.0
\$20,001 \$40,000	50	14.41%	16.2	23.1	0.0	0.0	0.0
\$40,001 \$80,000	45	12.97%	7.8	13.2	3.8	3.0	0.0
\$80,001 \$160,000	84	24.21%	10.7	19.3	7.5	2.0	0.0
\$160,001 \$240,000	55	15.85%	14.7	15.4	15.0	16.0	0.0
\$240,001 \$360,000	44	12.68%	21.1	42.0	22.0	8.0	0.0
\$360,001 and up	34	9.80%	31.4	84.0	39.0	36.0	12.0
Market Supply of Inventory (MSI)	14.0	100%	14.0	20.7	9.4	8.7	12.0
Total Active Inventory by Units	347			210	98	31	8

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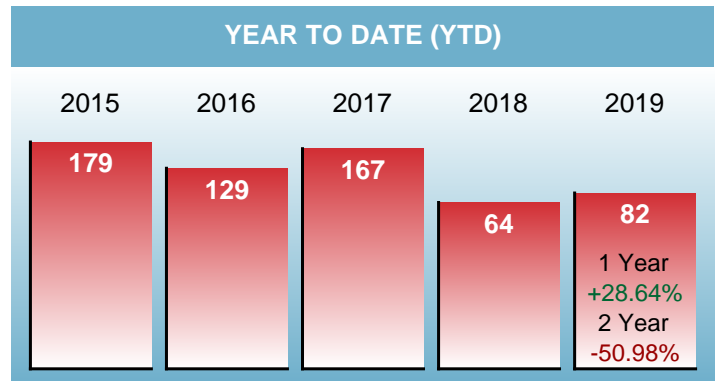
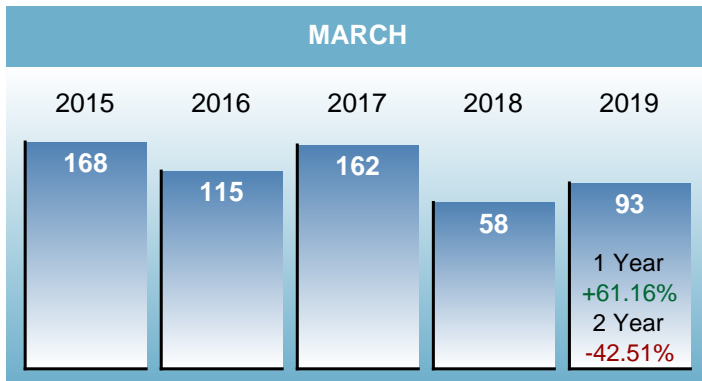
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AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 15, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 119

3 MONTHS



High
May 2017 = 345
Low
Sep 2017 = 18

Average Days on Market
this month at **93**,
below the 5 yr MAR
average of **119**

JAN	77
FEB	72 -6.04%
MAR	93 29.41%

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	2	8.00%	125.0	125.0	0.0	0.0	0.0
\$25,001 - \$50,000	3	12.00%	95.0	132.0	76.5	0.0	0.0
\$50,001 - \$100,000	3	12.00%	74.3	48.0	87.5	0.0	0.0
\$100,001 - \$150,000	8	32.00%	94.0	101.0	73.0	0.0	0.0
\$150,001 - \$250,000	4	16.00%	90.8	92.0	64.0	115.0	0.0
\$250,001 - \$275,000	3	12.00%	80.3	18.0	111.5	0.0	0.0
\$275,001 and up	2	8.00%	108.5	82.0	0.0	0.0	135.0
Average Closed DOM			93.2	94.3	84.6	115.0	135.0
Total Closed Units		100%	93.2	14	9	1	1
Total Closed Volume			3,774,175	1.85M	1.21M	250.00K	458.68K

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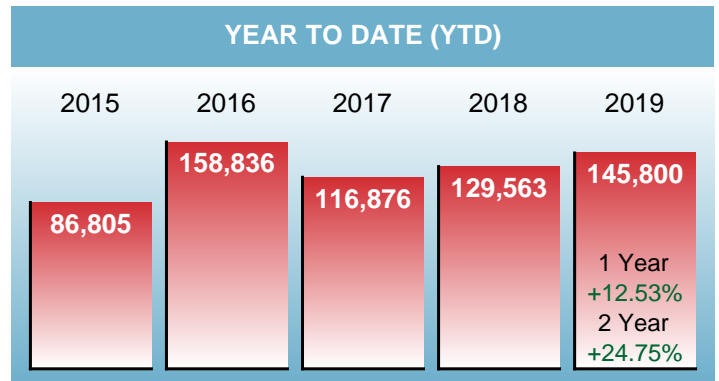
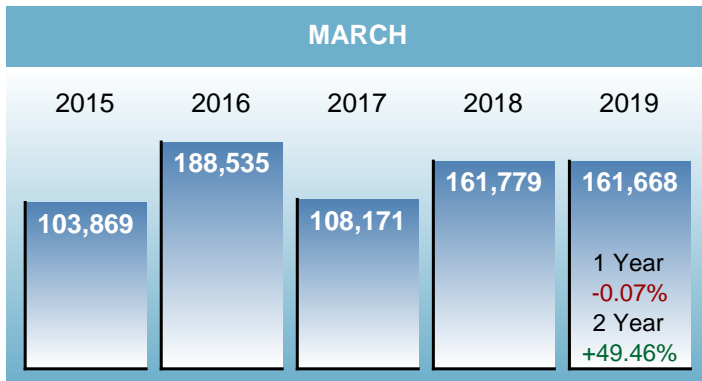
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AVERAGE LIST PRICE AT CLOSING

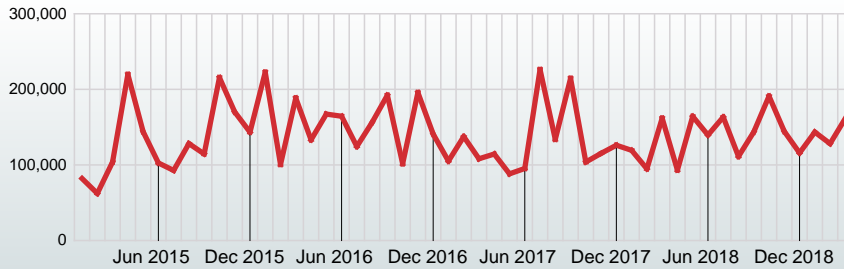
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 144,804

3 MONTHS



High
Jul 2017 = 226,202
Low
Feb 2015 = 62,286
Average List Price
this month at **161,668**,
above the 5 yr MAR
average of **144,804**

JAN	143,450
FEB	128,196
MAR	161,668
Change	-10.63%
Change	26.11%

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	4.00%	20,000	29,500	0	0	0
\$25,001 - \$50,000	4	16.00%	37,125	28,500	40,500	0	0
\$50,001 - \$100,000	3	12.00%	79,500	75,000	81,750	0	0
\$100,001 - \$150,000	5	20.00%	134,500	145,000	142,250	0	0
\$150,001 - \$250,000	6	24.00%	171,983	190,000	169,900	288,000	0
\$250,001 - \$275,000	2	8.00%	268,700	279,900	268,700	0	0
\$275,001 and up	4	16.00%	348,225	350,000	0	0	475,000
Average List Price			161,668	145,886	137,367	288,000	475,000
Total Closed Units		100%	161,668	14	9	1	1
Total Closed Volume			4,041,700	2.04M	1.24M	288.00K	475.00K

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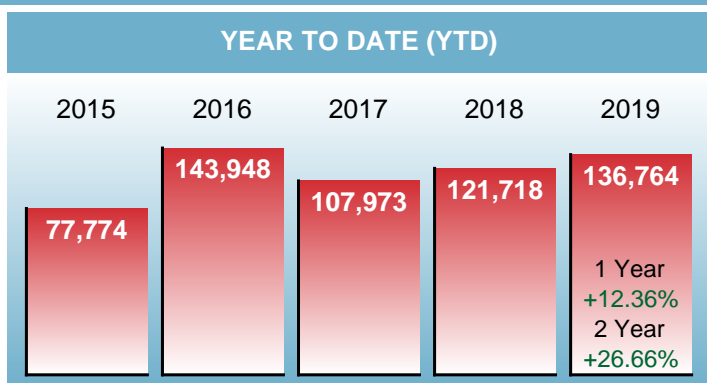
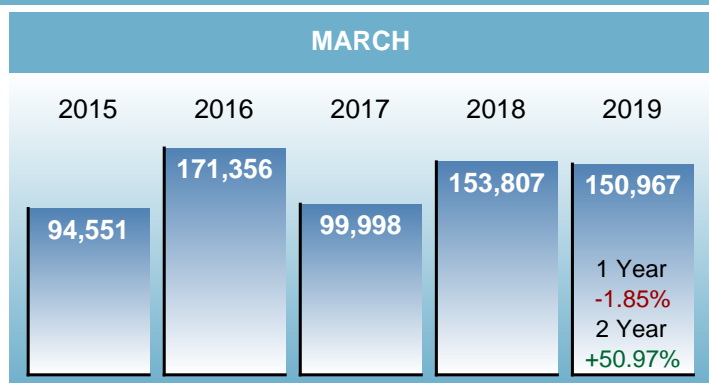
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AVERAGE SOLD PRICE AT CLOSING

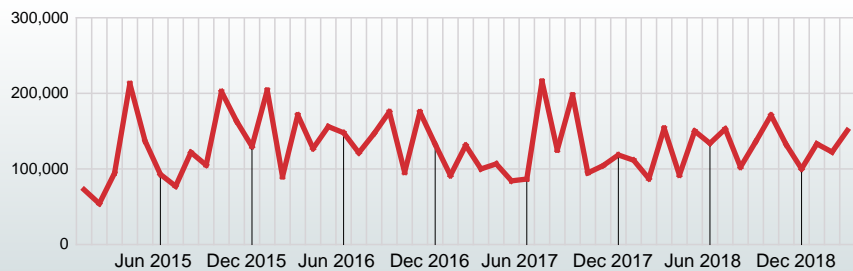
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 134,136

3 MONTHS



High
Jul 2017 = 216,010
Low
Feb 2015 = 54,143
Average Sold Price
this month at **150,967**,
above the 5 yr MAR
average of **134,136**

JAN 133,211
FEB 122,385
-8.13%
MAR 150,967
23.35%

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	2	8.00%	21,000	21,000	0	0	0
\$25,001 - \$50,000	3	12.00%	32,333	27,000	35,000	0	0
\$50,001 - \$100,000	3	12.00%	77,167	67,000	82,250	0	0
\$100,001 - \$150,000	8	32.00%	129,700	127,600	136,000	0	0
\$150,001 - \$250,000	4	16.00%	191,725	173,500	169,900	250,000	0
\$250,001 - \$275,000	3	12.00%	270,167	275,000	267,750	0	0
\$275,001 and up	2	8.00%	394,338	330,000	0	0	458,675
Average Sold Price			150,967	132,400	134,656	250,000	458,675
Total Closed Units		100%	150,967	14	9	1	1
Total Closed Volume			3,774,175	1.85M	1.21M	250.00K	458.68K

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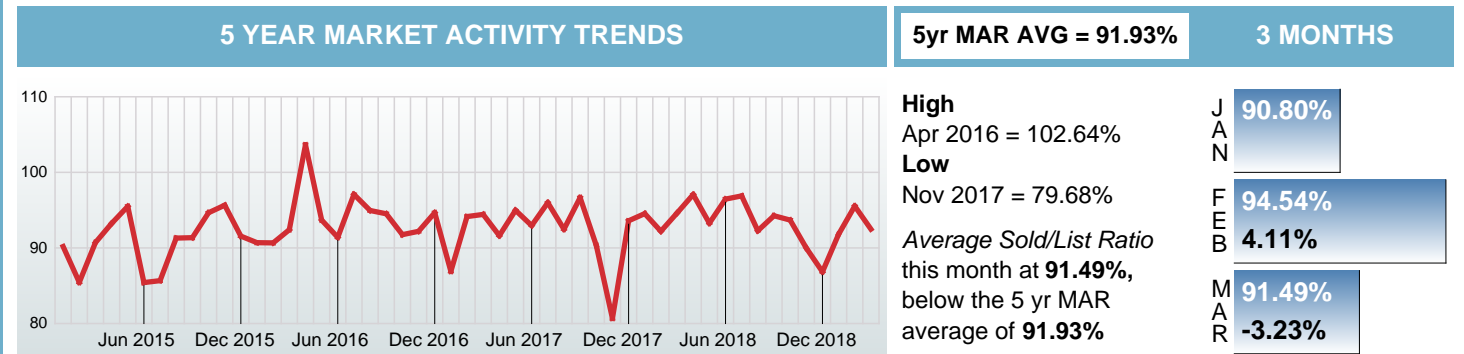
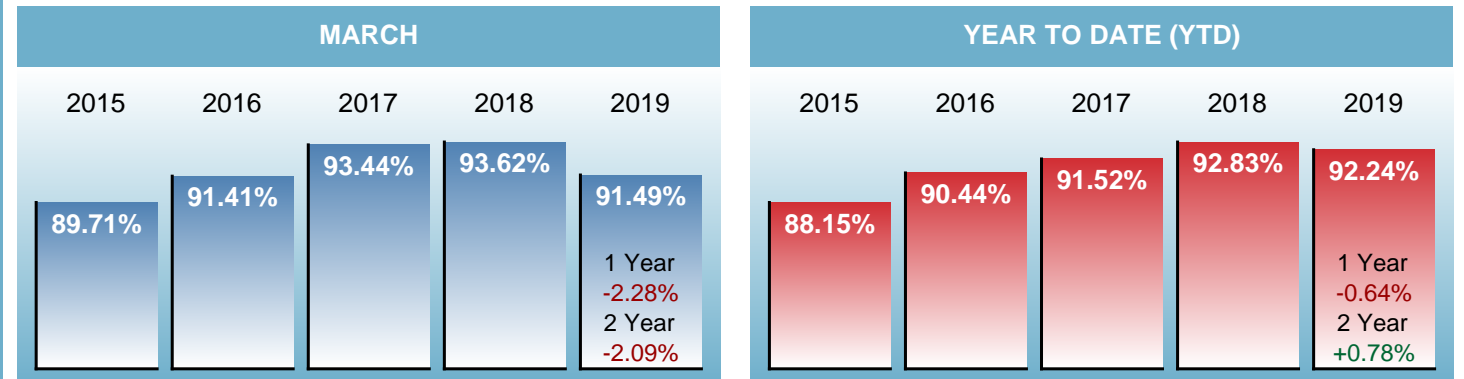
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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	2	8.00%	74.55%	74.55%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	3	12.00%	89.82%	94.74%	87.36%	0.00%	0.00%
\$50,001 - \$100,000	3	12.00%	96.93%	89.33%	100.72%	0.00%	0.00%
\$100,001 - \$150,000	8	32.00%	89.75%	87.80%	95.63%	0.00%	0.00%
\$150,001 - \$250,000	4	16.00%	92.81%	92.21%	100.00%	86.81%	0.00%
\$250,001 - \$275,000	3	12.00%	99.23%	98.25%	99.72%	0.00%	0.00%
\$275,001 and up	2	8.00%	95.42%	94.29%	0.00%	0.00%	96.56%
Average Sold/List Ratio			91.50%	88.35%	96.32%	86.81%	96.56%
Total Closed Units		100%	91.50%	14	9	1	1
Total Closed Volume			3,774,175	1.85M	1.21M	250.00K	458.68K

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MARKET SUMMARY

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INVENTORY

Inventory	
New Listings	111 = 24.56%
Start Inventory	341
Total Inventory Units	452
Volume	\$85,412,283

Market Activity	
Closed Sales	25 = 5.32%
Pending Sales	49 = 10.43%
Other Off Market	49 = 10.43%
Active Inventory	347 = 73.83%

MARKET ACTIVITY

Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	28	25	-10.71%	66	64	-3.03%
Pending Sales	25	49	96.00%	76	100	31.58%
New Listings	109	111	1.83%	289	262	-9.34%
Average List Price	161,779	161,668	-0.07%	129,563	145,800	12.53%
Average Sale Price	153,807	150,967	-1.85%	121,718	136,764	12.36%
Average Percent of Selling Price to List Price	93.62%	91.49%	-2.28%	92.83%	92.24%	-0.64%
Average Days on Market to Sale	57.86	93.24	61.16%	63.52	81.70	28.64%
Monthly Inventory	383	347	-9.40%	383	347	-9.40%
Months Supply of Inventory	18.46	13.97	-24.30%	18.46	13.97	-24.30%

Absorption: Last 12 months, an Average of **25** Sales/Month

Inventory on March 31, 2019 = **347**

2018 2019

MARCH MARKET

New Listings

Pending Listings

AVERAGE PRICES

List Price

Sale Price

INVENTORY

Active Inventory

Monthly Supply of Inventory

AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio

Days on Market

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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