

March 2019

Area Delimited by Counties Atoka, Choctaw, Marshall

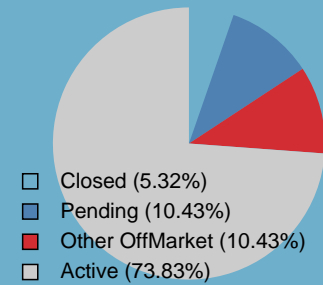


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	138,500	145,000	4.69%
Median Sale Price	135,750	135,000	-0.55%
Median Percent of List Price to Selling Price	95.35%	94.29%	-1.12%
Median Days on Market to Sale	37.00	94.00	154.05%
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.

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 **0.55%** in March 2019 to \$135,000 versus the previous year at \$135,750.

Median Days on Market Lengthens

The median number of **94.00** days that homes spent on the market before selling increased by 57.00 days or **154.05%** in March 2019 compared to last year's same month at **37.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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?

Contact an experienced REALTOR®

MLS Technology Inc. -

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Email: support@mlstechnology.com

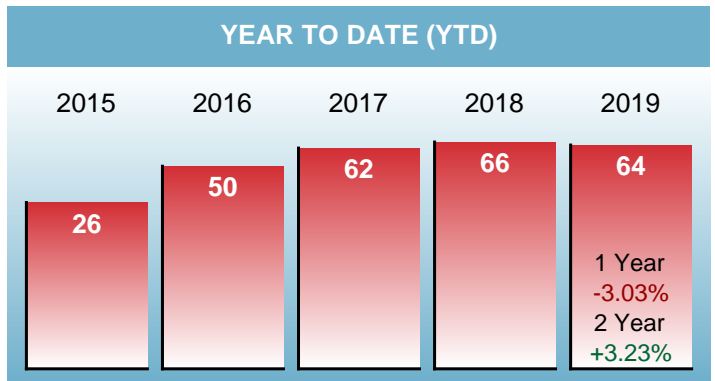
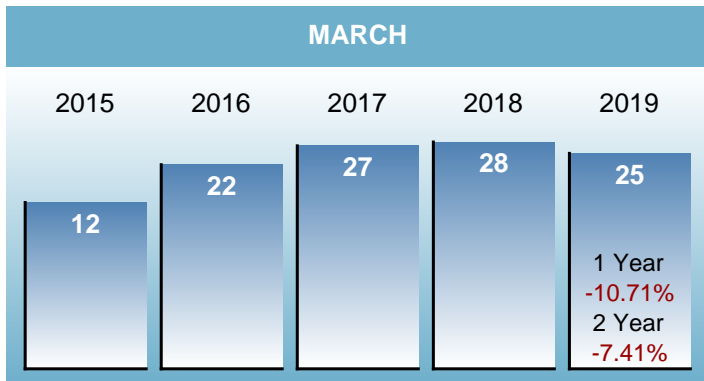
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CLOSED LISTINGS

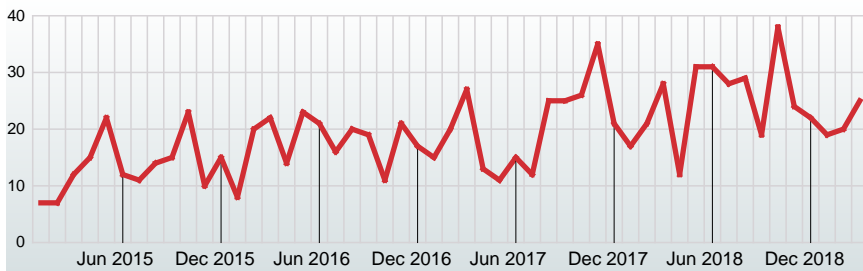
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5 YEAR MARKET ACTIVITY TRENDS

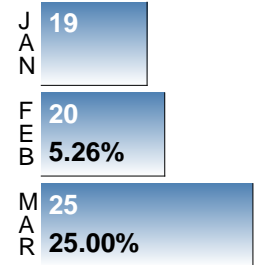
5yr MAR AVG = 23

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	4.00%	68.0	1	0	0	0
\$20,001 - \$60,000	4	16.00%	128.0	2	2	0	0
\$60,001 - \$110,000	5	20.00%	53.0	3	2	0	0
\$110,001 - \$150,000	6	24.00%	115.5	4	2	0	0
\$150,001 - \$250,000	4	16.00%	89.5	2	1	1	0
\$250,001 - \$270,000	2	8.00%	111.5	0	2	0	0
\$270,001 and up	3	12.00%	82.0	2	0	0	1
Total Closed Units	25			14	9	1	1
Total Closed Volume	3,774,175	100%	94.0	1.85M	1.21M	250.00K	458.68K
Median Closed Price	\$135,000			\$129,300	\$135,000	\$250,000	\$458,675

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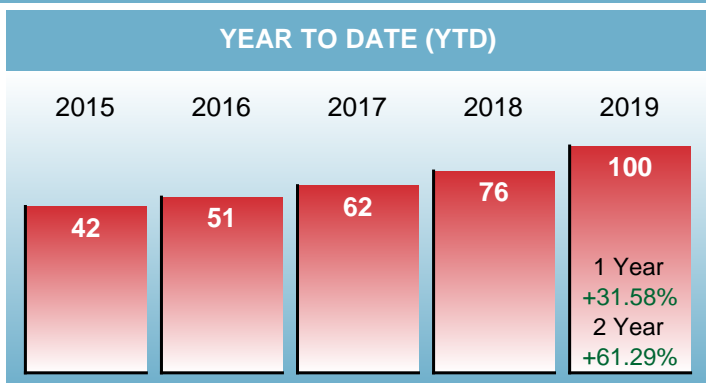
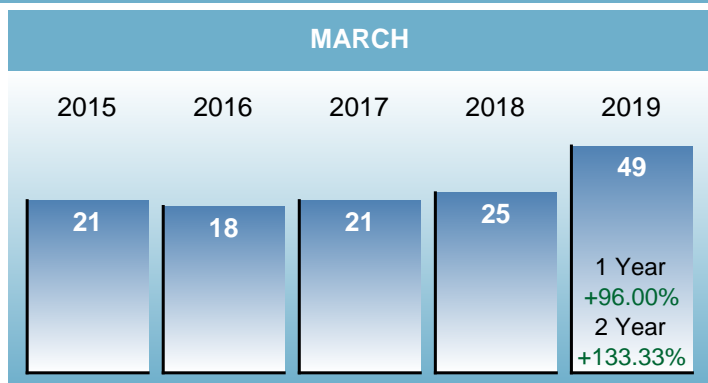
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PENDING LISTINGS

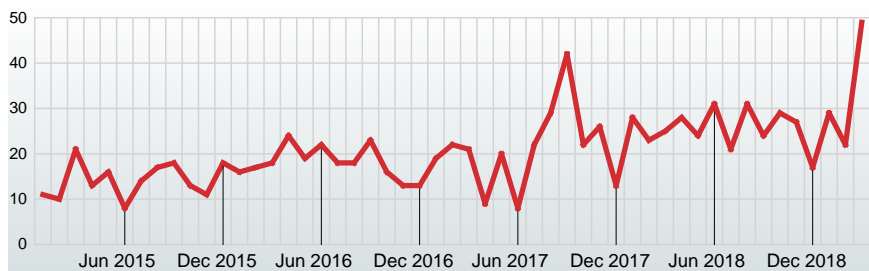
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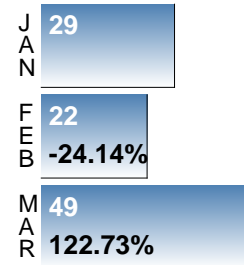
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.12%	68.0	3	0	0	0
\$20,001 - \$60,000	8	16.33%	100.5	6	2	0	0
\$60,001 - \$80,000	5	10.20%	27.0	5	0	0	0
\$80,001 - \$160,000	14	28.57%	55.0	6	7	1	0
\$160,001 - \$220,000	7	14.29%	87.0	1	4	2	0
\$220,001 - \$330,000	8	16.33%	52.0	3	5	0	0
\$330,001 and up	4	8.16%	42.0	1	2	1	0
Total Pending Units	49			25	20	4	0
Total Pending Volume	8,679,935	100%	57.0	2.64M	4.93M	1.11M	0.00B
Median Listing Price	\$129,900			\$75,000	\$172,450	\$212,450	\$0

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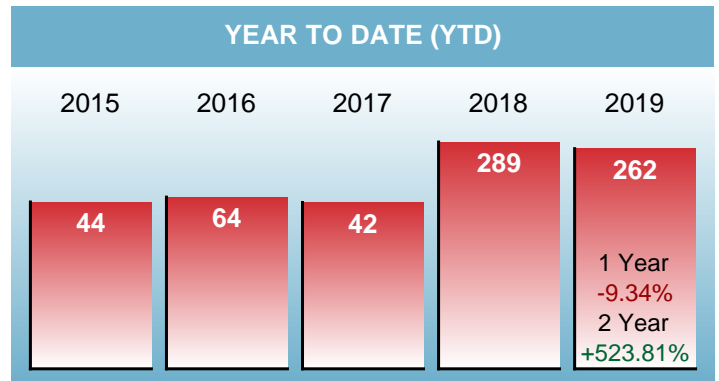
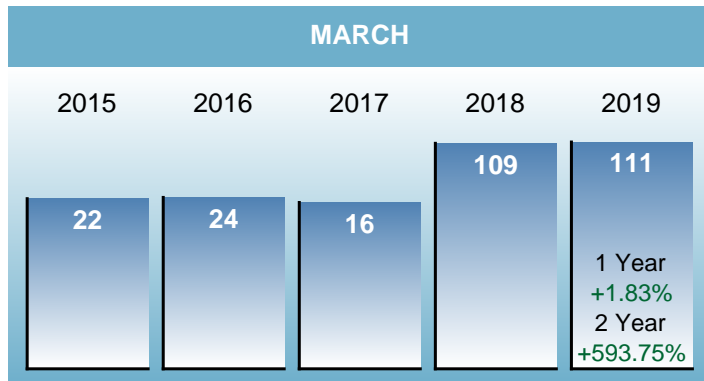
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NEW LISTINGS

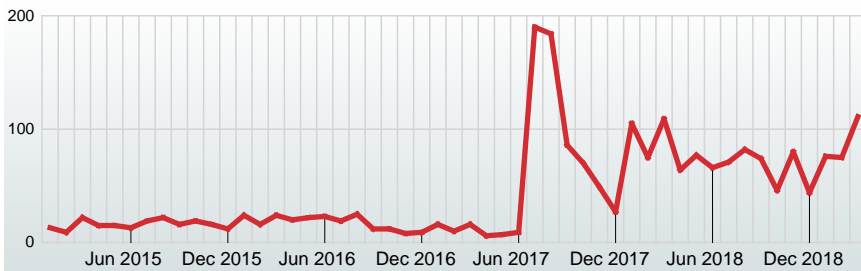
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5 YEAR MARKET ACTIVITY TRENDS

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
Median New Listed Listing Price	\$135,500		\$86,500	\$220,000	\$205,000	\$315,000

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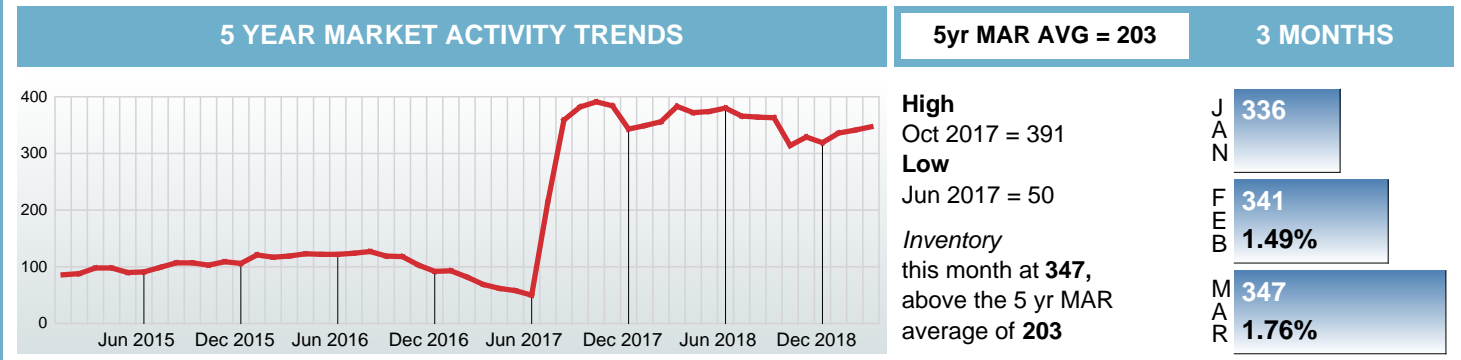
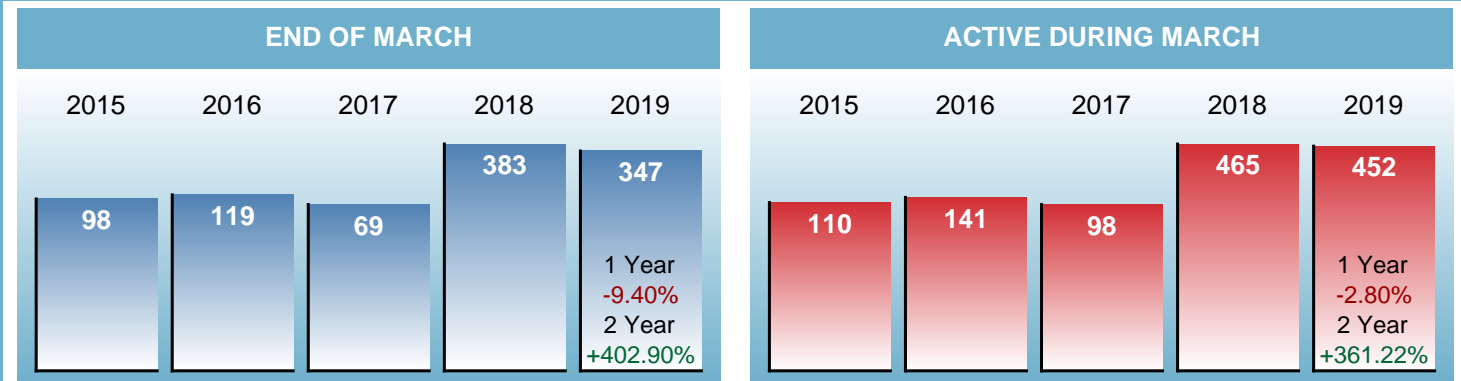
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	35	10.09%	69.0	35	0	0	0
\$20,001 - \$40,000	50	14.41%	136.0	50	0	0	0
\$40,001 - \$80,000	45	12.97%	48.0	33	11	1	0
\$80,001 - \$160,000	84	24.21%	65.5	53	27	3	1
\$160,001 - \$240,000	55	15.85%	52.0	18	25	12	0
\$240,001 - \$360,000	44	12.68%	44.0	14	22	6	2
\$360,001 and up	34	9.80%	58.5	7	13	9	5
Total Active Inventory by Units	347			210	98	31	8
Total Active Inventory by Volume	66,678,748	100%	66.0	27.12M	22.92M	12.78M	3.85M
Median Active Inventory Listing Price	\$125,000			\$60,000	\$196,500	\$227,500	\$392,000

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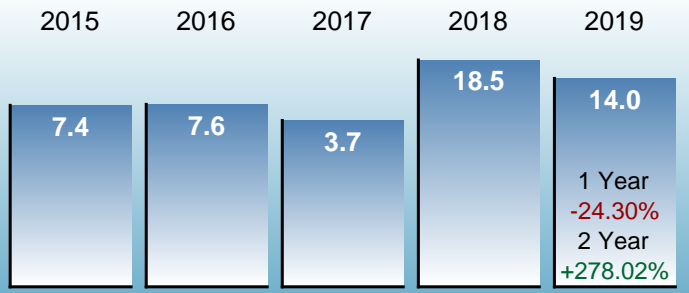
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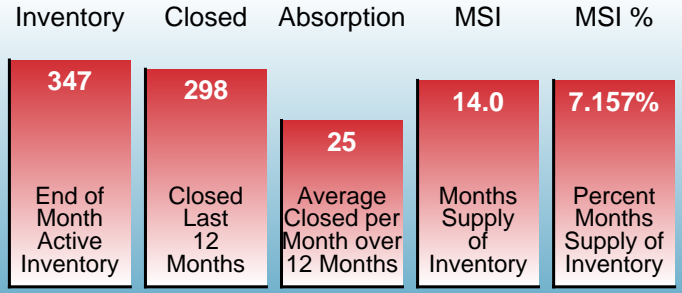
MONTHS SUPPLY of INVENTORY (MSI)

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

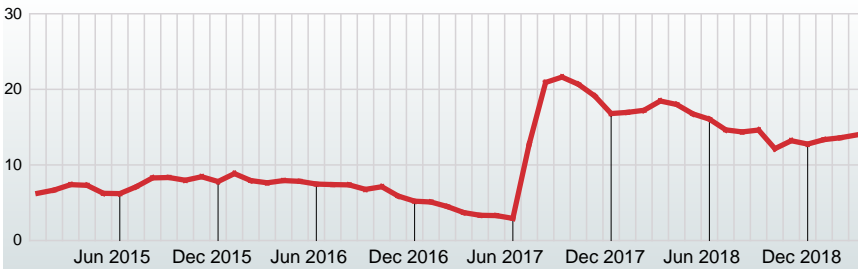
MSI FOR MARCH



INDICATORS FOR MARCH 2019



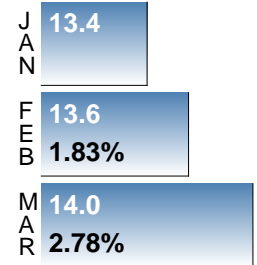
5 YEAR MARKET ACTIVITY TRENDS



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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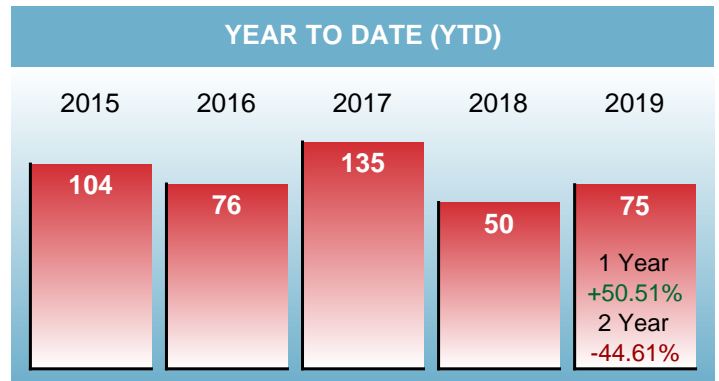
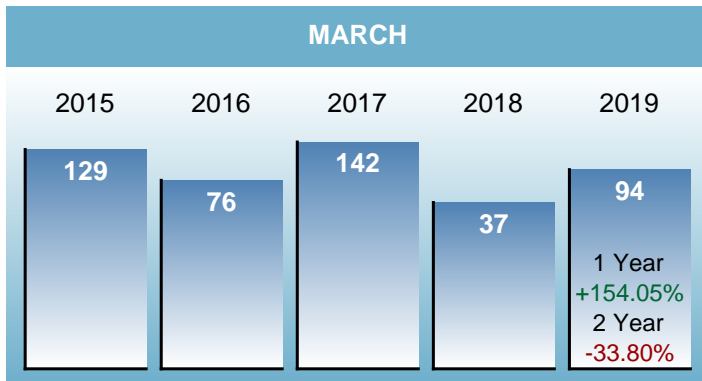
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MEDIAN DAYS ON MARKET TO SALE

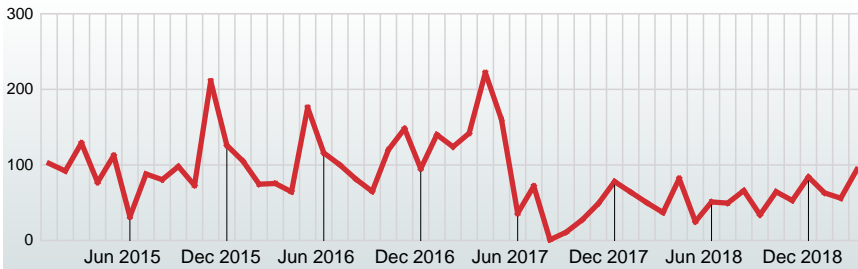
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5 YEAR MARKET ACTIVITY TRENDS

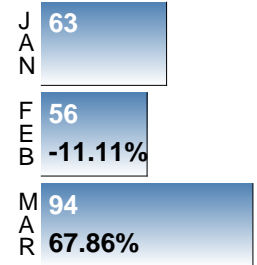
5yr MAR AVG = 96

3 MONTHS



High
Apr 2017 = 222
Low
Aug 2017 = 1

Median Days on Market this month at **94**, below the 5 yr MAR average of **96**



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
\$20,000 and less	1	4.00%	68.0	68.0	0.0	0.0	0.0
\$20,001 - \$60,000	4	16.00%	128.0	157.0	76.5	0.0	0.0
\$60,001 - \$110,000	5	20.00%	53.0	48.0	87.5	0.0	0.0
\$110,001 - \$150,000	6	24.00%	115.5	153.5	73.0	0.0	0.0
\$150,001 - \$250,000	4	16.00%	89.5	92.0	64.0	115.0	0.0
\$250,001 - \$270,000	2	8.00%	111.5	0.0	111.5	0.0	0.0
\$270,001 and up	3	12.00%	82.0	50.0	0.0	0.0	135.0
Median Closed DOM			94.0	75.0	94.0	115.0	135.0
Total Closed Units		100%	94.0	14	9	1	1
Total Closed Volume			3,774,175	1.85M	1.21M	250.00K	458.68K

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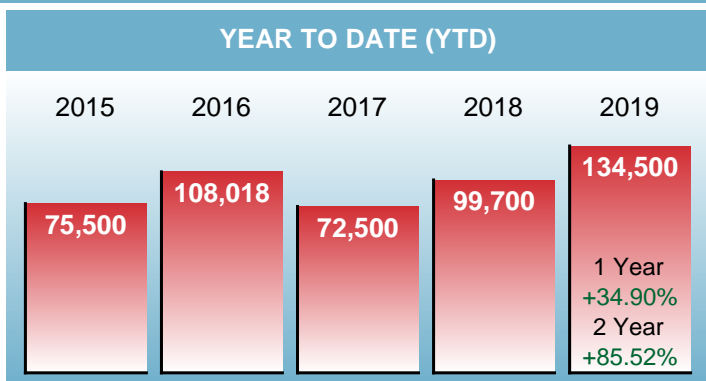
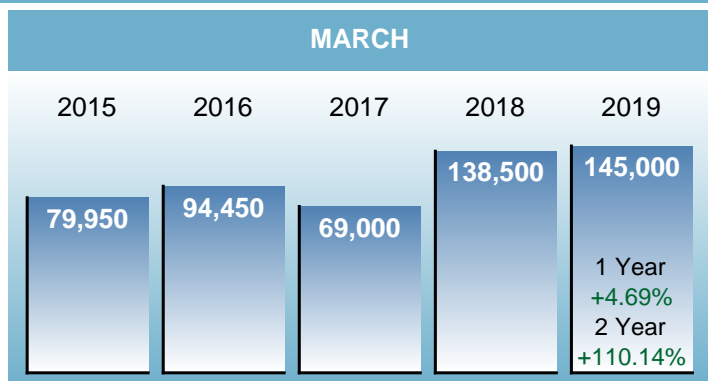
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MEDIAN LIST PRICE AT CLOSING

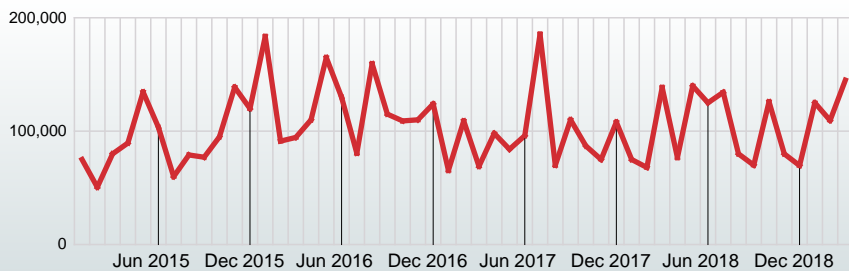
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 105,380

3 MONTHS



High
Jul 2017 = 185,500

Low
Feb 2015 = 50,600

Median List Price
this month at **145,000**,
above the 5 yr MAR
average of **105,380**

JAN 125,000

FEB 109,450
-12.44%

MAR 145,000
32.48%

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
\$20,000 and less	1	4.00%	20,000	20,000	0	0	0
\$20,001 - \$60,000	4	16.00%	37,000	33,750	40,500	0	0
\$60,001 - \$110,000	3	12.00%	75,000	75,000	81,750	0	0
\$110,001 - \$150,000	5	20.00%	139,000	130,000	142,250	0	0
\$150,001 - \$250,000	6	24.00%	164,500	164,000	169,900	0	0
\$250,001 - \$270,000	1	4.00%	262,500	0	262,500	0	0
\$270,001 and up	5	20.00%	288,000	314,950	274,900	288,000	475,000
Median List Price			145,000	148,000	139,500	288,000	475,000
Total Closed Units		100%	145,000	14	9	1	1
Total Closed Volume			4,041,700	2.04M	1.24M	288.00K	475.00K

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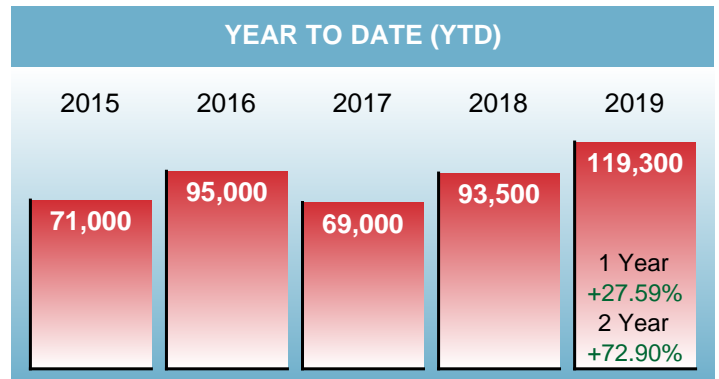
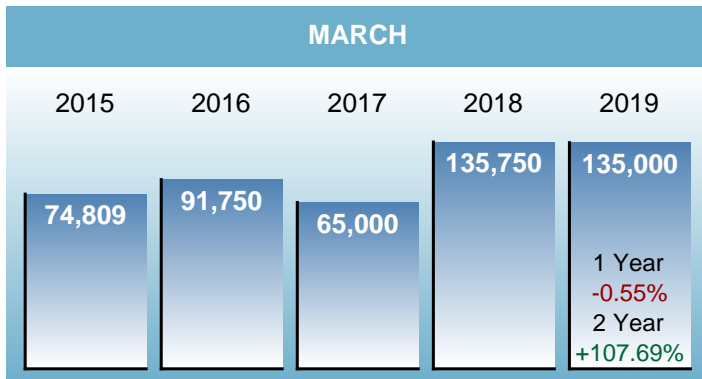
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MEDIAN SOLD PRICE AT CLOSING

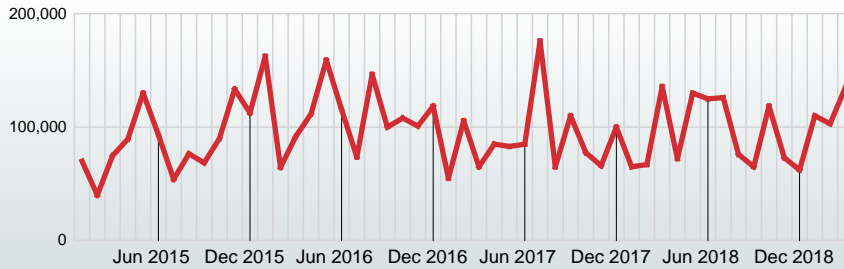
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 100,462

3 MONTHS



High
Jul 2017 = 176,000
Low
Feb 2015 = 40,000
Median Sold Price
this month at **135,000**,
above the 5 yr MAR
average of **100,462**

JAN	110,000
FEB	103,000 -6.36%
MAR	135,000 31.07%

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
\$20,000 and less	1	4.00%	17,000	17,000	0	0	0
\$20,001 - \$60,000	4	16.00%	30,000	26,000	35,000	0	0
\$60,001 - \$110,000	5	20.00%	94,500	102,000	82,250	0	0
\$110,001 - \$150,000	6	24.00%	136,000	140,000	136,000	0	0
\$150,001 - \$250,000	4	16.00%	177,450	173,500	169,900	250,000	0
\$250,001 - \$270,000	2	8.00%	267,750	0	267,750	0	0
\$270,001 and up	3	12.00%	330,000	302,500	0	0	458,675
Median Sold Price			135,000	129,300	135,000	250,000	458,675
Total Closed Units		100%	135,000	14	9	1	1
Total Closed Volume			3,774,175	1.85M	1.21M	250.00K	458.68K

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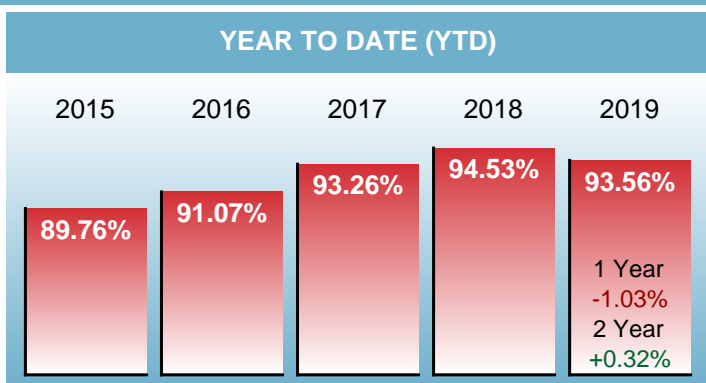
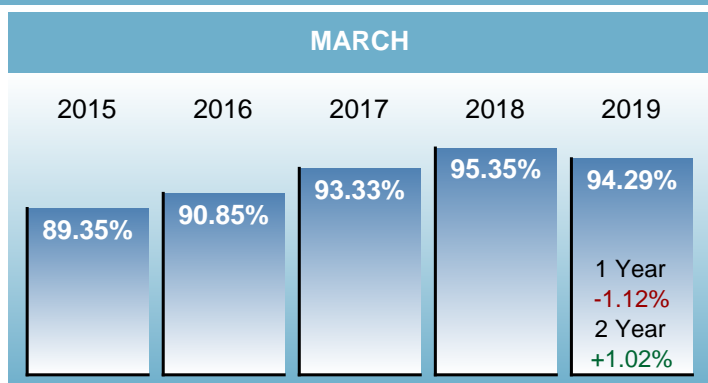
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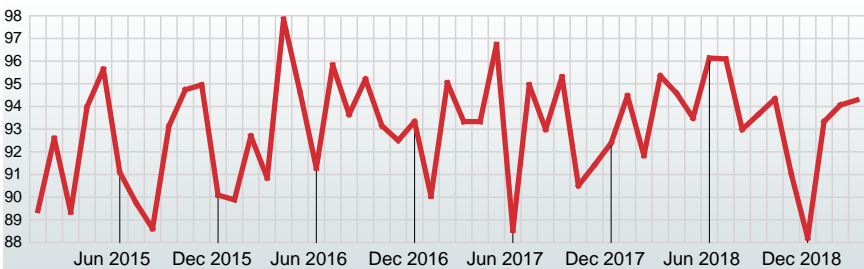


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 92.63%

3 MONTHS

High	JAN	93.33%
Apr 2016 = 97.85%		
Low	FEB	94.06%
Dec 2018 = 88.21%		0.78%
Median Sold/List Ratio this month at 94.29%, above the 5 yr MAR average of 92.63%	MAR	94.29%
		0.24%

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
\$20,000 and less	1	4.00%	85.00%	85.00%	0.00%	0.00%	0.00%
\$20,001 \$60,000	4	16.00%	87.36%	79.42%	87.36%	0.00%	0.00%
\$60,001 \$110,000	5	20.00%	89.33%	85.71%	100.72%	0.00%	0.00%
\$110,001 \$150,000	6	24.00%	90.77%	89.77%	95.63%	0.00%	0.00%
\$150,001 \$250,000	4	16.00%	92.79%	92.21%	100.00%	86.81%	0.00%
\$250,001 \$270,000	2	8.00%	99.72%	0.00%	99.72%	0.00%	0.00%
\$270,001 and up	3	12.00%	96.56%	96.27%	0.00%	0.00%	96.56%
Median Sold/List Ratio			94.29%	89.13%	96.77%	86.81%	96.56%
Total Closed Units		100%	94.29%	14	9	1	1
Total Closed Volume				1.85M	1.21M	250.00K	458.68K

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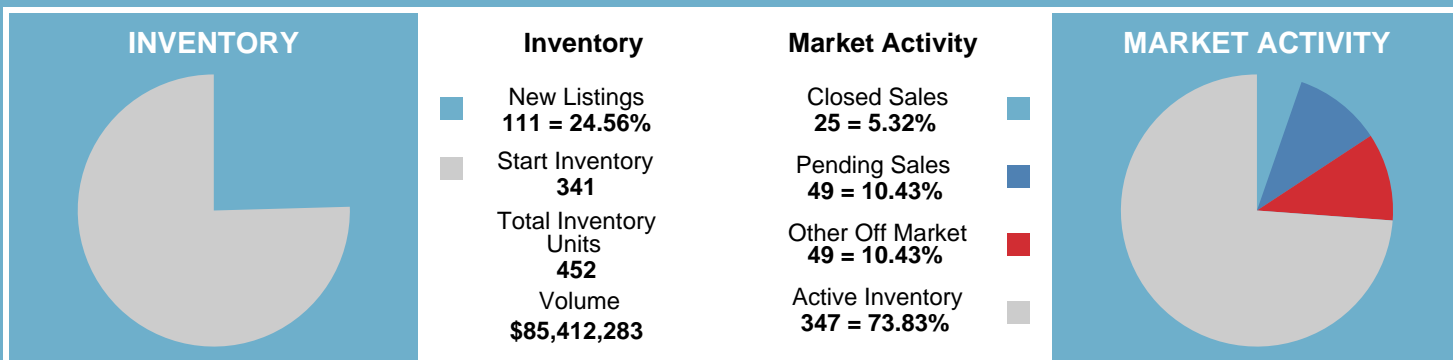
March 2019

Area Delimited by Counties Atoka, Choctaw, Marshall



MARKET SUMMARY

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

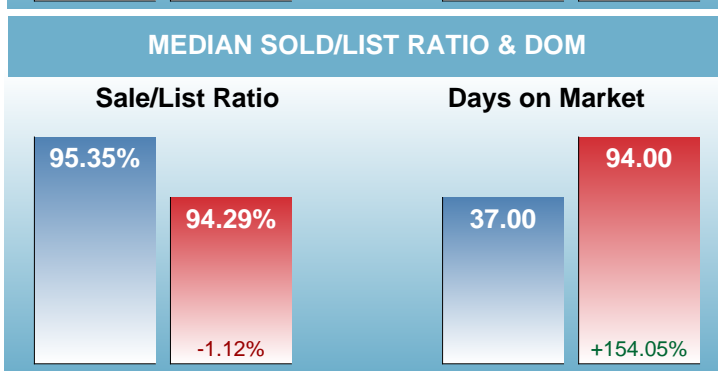
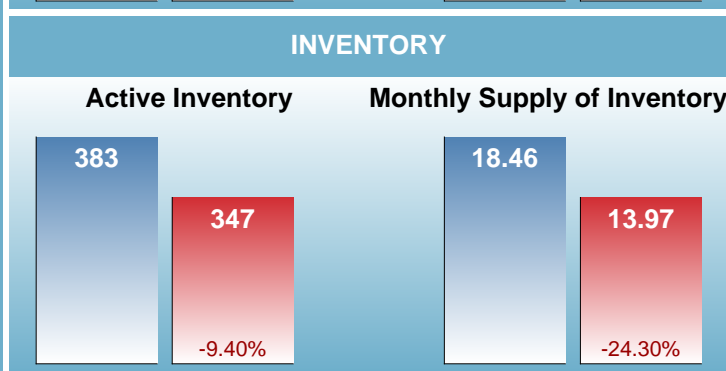
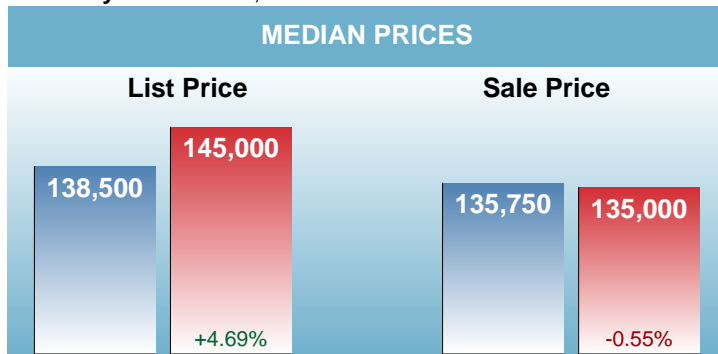
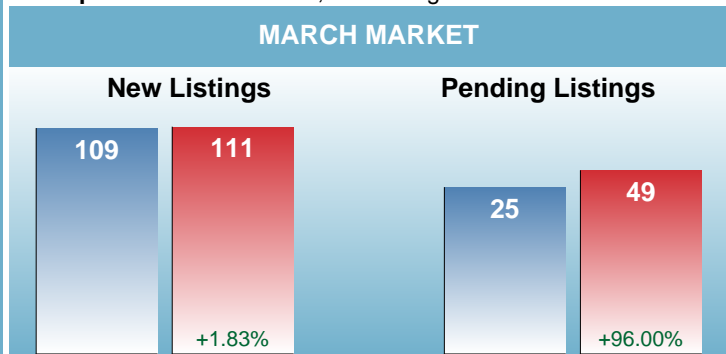


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	28	25	-10.71%	66	64	-3.03%
Pending Sales	25	49	96.00%	76	100	31.58%
New Listings	109	111	1.83%	289	262	-9.34%
Median List Price	138,500	145,000	4.69%	99,700	134,500	34.90%
Median Sale Price	135,750	135,000	-0.55%	93,500	119,300	27.59%
Median Percent of Selling Price to List Price	95.35%	94.29%	-1.12%	94.53%	93.56%	-1.03%
Median Days on Market to Sale	37.00	94.00	154.05%	49.50	74.50	50.51%
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**



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Email: support@mlstechnology.com