

# May 2019



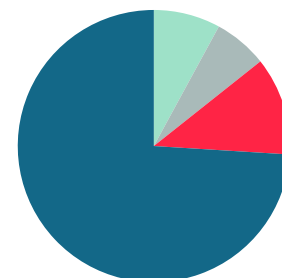
Area Delimited by Counties Atoka, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	May 2019	+/-%
Closed Listings	31	36	16.13%
Pending Listings	24	29	20.83%
New Listings	77	82	6.49%
Average List Price	164,214	210,864	28.41%
Average Sale Price	150,085	201,532	34.28%
Average Percent of Selling Price to List Price	92.28%	94.43%	2.33%
Average Days on Market to Sale	49.29	56.22	14.06%
End of Month Inventory	375	336	-10.40%
Months Supply of Inventory	16.79	12.41	-26.11%



■ Closed (7.93%)  
■ Pending (6.39%)  
■ Other OffMarket (11.67%)  
■ Active (74.01%)

**Absorption:** Last 12 months, an Average of **27** Sales/Month  
**Active Inventory** as of May 31, 2019 = **336**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **10.40%** to 336 existing homes available for sale. Over the last 12 months this area has had an average of 27 closed sales per month. This represents an unsold inventory index of **12.41** 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 **34.28%** in May 2019 to \$201,532 versus the previous year at \$150,085.

#### Average Days on Market Lengthens

The average number of **56.22** days that homes spent on the market before selling increased by 6.93 days or **14.06%** in May 2019 compared to last year's same month at **49.29** DOM.

#### Sales Success for May 2019 is Positive

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

There were 82 New Listings in May 2019, up **6.49%** from last year at 77. Furthermore, there were 36 Closed Listings this month versus last year at 31, a **16.13%** increase.

Closed versus Listed trends yielded a **43.9%** ratio, up from previous year's, May 2018, at **40.3%**, a **9.05%** 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

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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

# May 2019



Area Delimited by Counties Atoka, Choctaw, Marshall

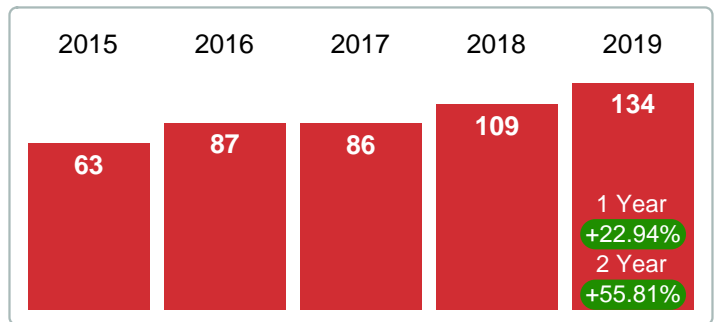
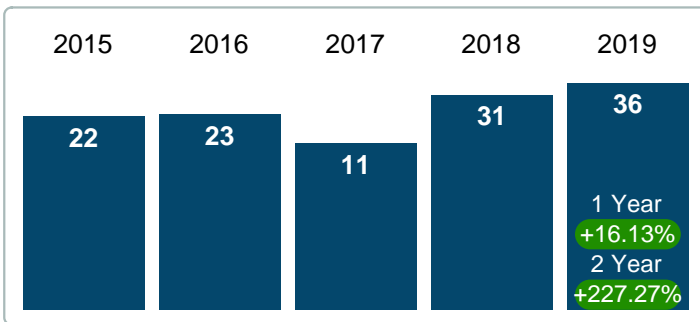


## CLOSED LISTINGS

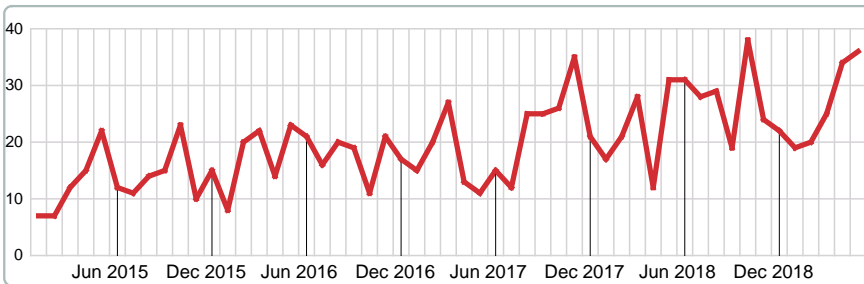
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### MAY

### YEAR TO DATE (YTD)

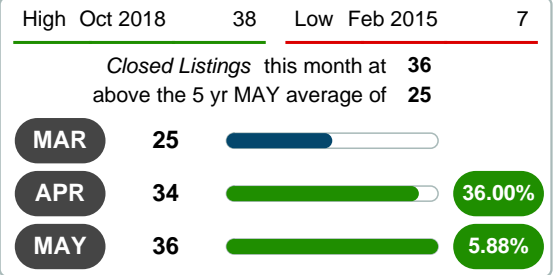


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 25



### 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	5	13.89%	43.0	5	0	0	0
\$50,001 - \$75,000	5	13.89%	40.8	3	2	0	0
\$75,001 - \$100,000	3	8.33%	66.7	2	1	0	0
\$100,001 - \$175,000	9	25.00%	51.6	5	4	0	0
\$175,001 - \$225,000	5	13.89%	81.6	0	4	1	0
\$225,001 - \$400,000	6	16.67%	84.5	2	4	0	0
\$400,001 and up	3	8.33%	8.7	2	1	0	0
<b>Total Closed Units</b>	<b>36</b>			<b>19</b>	<b>16</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,255,140</b>	<b>100%</b>	<b>56.2</b>	<b>2.80M</b>	<b>4.25M</b>	<b>209.90K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$201,532</b>			<b>\$147,271</b>	<b>\$265,444</b>	<b>\$209,900</b>	<b>\$0</b>

# May 2019



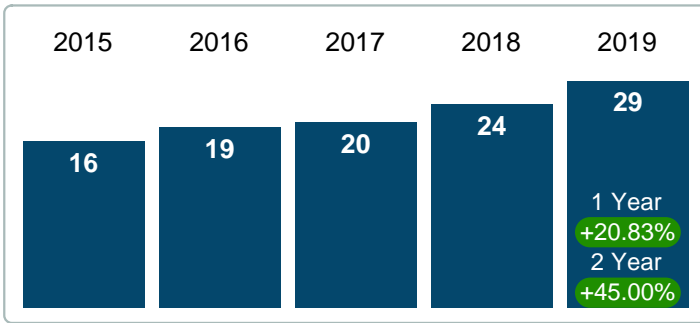
Area Delimited by Counties Atoka, Choctaw, Marshall



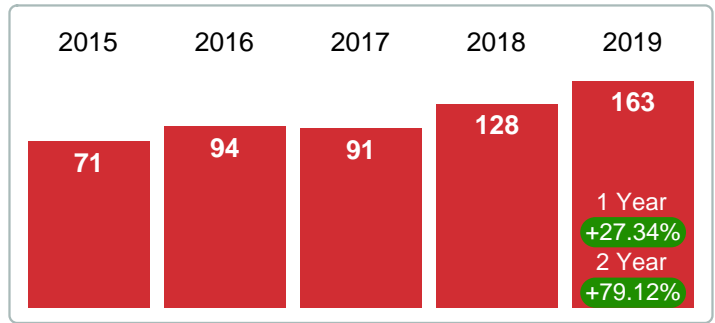
## PENDING LISTINGS

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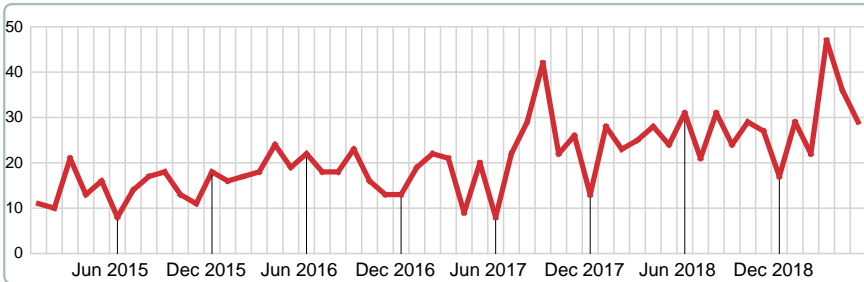
### MAY



### YEAR TO DATE (YTD)

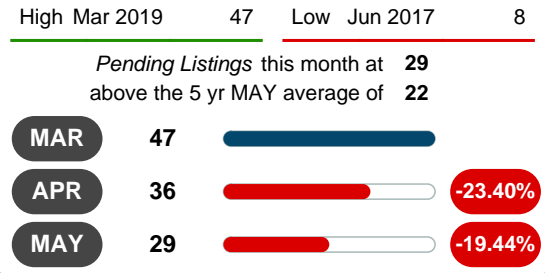


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 22



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	10.34%	84.0	3	0	0	0
\$25,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	5	17.24%	66.8	5	0	0	0
\$75,001 - \$200,000	10	34.48%	69.7	2	6	2	0
\$200,001 - \$250,000	4	13.79%	39.0	0	4	0	0
\$250,001 - \$325,000	4	13.79%	56.3	1	2	0	1
\$325,001 and up	3	10.34%	64.0	1	1	1	0
<b>Total Pending Units</b>	<b>29</b>			<b>12</b>	<b>13</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,979,037</b>	<b>100%</b>	<b>49.5</b>	<b>1.46M</b>	<b>2.59M</b>	<b>659.30K</b>	<b>269.00K</b>
<b>Average Listing Price</b>	<b>\$241,510</b>			<b>\$121,662</b>	<b>\$199,292</b>	<b>\$219,767</b>	<b>\$269,000</b>

# May 2019



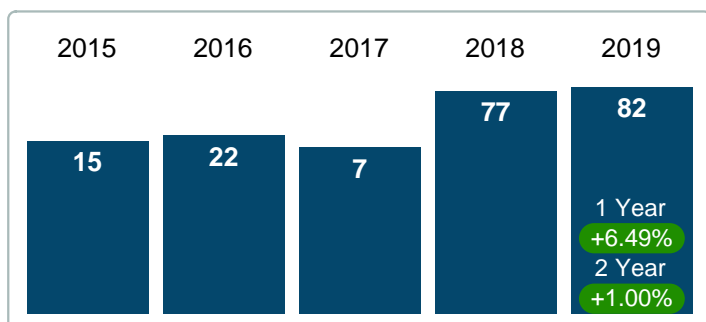
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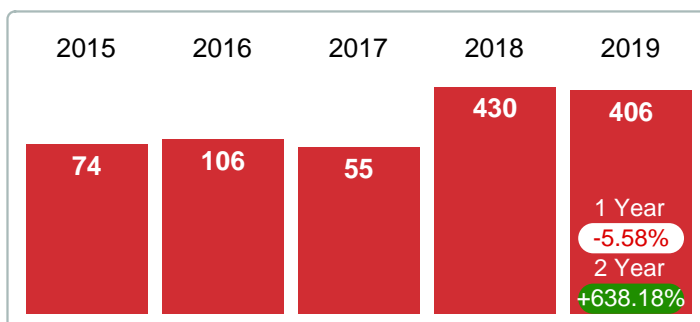
## NEW LISTINGS

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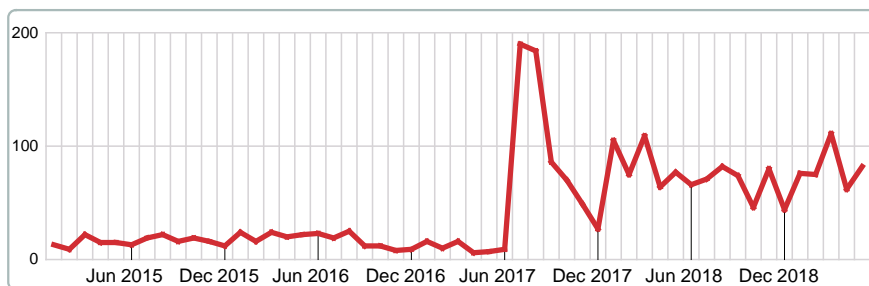
### MAY



### YEAR TO DATE (YTD)

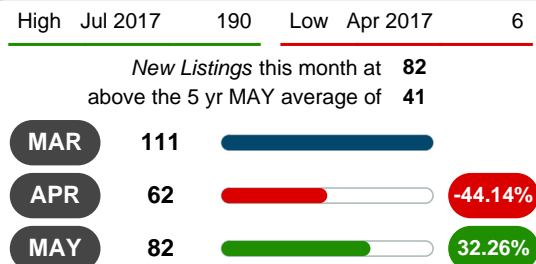


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 41



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	4.88%	4	0	0	0
\$10,001 - \$50,000	13	15.85%	13	0	0	0
\$50,001 - \$100,000	11	13.41%	7	4	0	0
\$100,001 - \$200,000	23	28.05%	13	6	4	0
\$200,001 - \$270,000	12	14.63%	2	7	3	0
\$270,001 - \$360,000	10	12.20%	0	6	3	1
\$360,001 and up	9	10.98%	4	1	2	2
<b>Total New Listed Units</b>	<b>82</b>		<b>43</b>	<b>24</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,189,700</b>	<b>100%</b>	<b>4.56M</b>	<b>5.05M</b>	<b>3.24M</b>	<b>1.35M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$105,935</b>	<b>\$210,229</b>	<b>\$270,000</b>	<b>\$449,667</b>

# May 2019



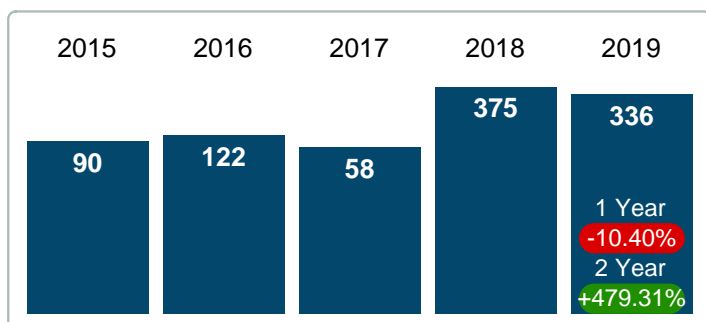
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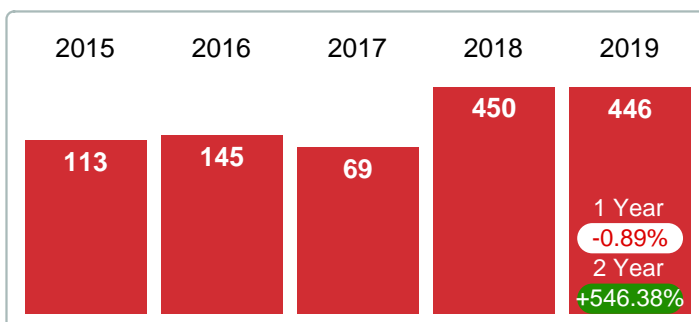
## ACTIVE INVENTORY

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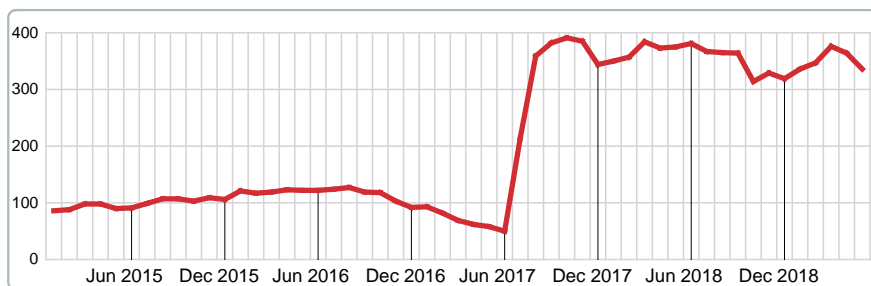
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

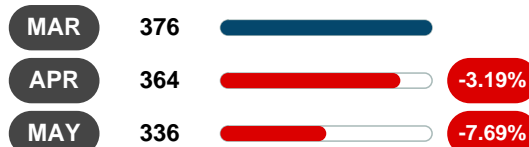


### 3 MONTHS

5 year MAY AVG = 196

High Oct 2017 391 Low Jun 2017 50

Inventory this month at **336**  
above the 5 yr MAY average of **196**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	38	11.31%	156.0	38	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	76	22.62%	156.7	69	7	0	0
\$75,001 - \$150,000	85	25.30%	89.7	53	29	2	1
\$150,001 - \$250,000	58	17.26%	79.2	26	18	14	0
\$250,001 - \$375,000	45	13.39%	70.7	14	20	8	3
\$375,001 and up	34	10.12%	85.0	9	12	9	4
<b>Total Active Inventory by Units</b>	<b>336</b>			<b>209</b>	<b>86</b>	<b>33</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>67,972,049</b>	<b>100%</b>	<b>107.5</b>	<b>29.46M</b>	<b>21.03M</b>	<b>13.64M</b>	<b>3.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$202,298</b>			<b>\$140,939</b>	<b>\$244,481</b>	<b>\$413,285</b>	<b>\$481,500</b>

# May 2019



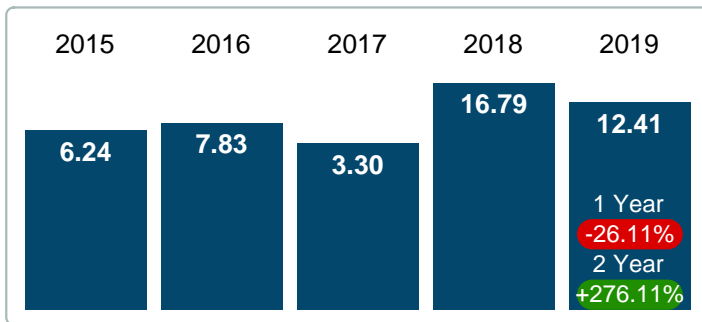
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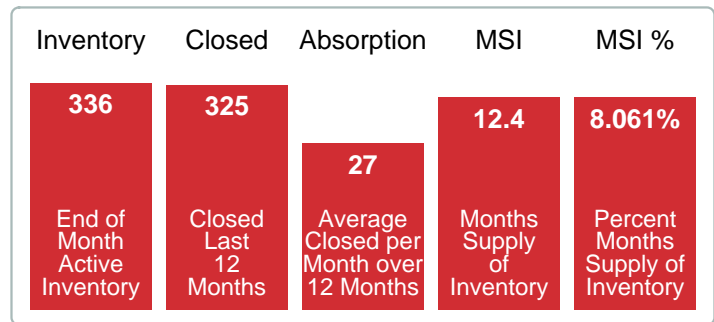
## MONTHS SUPPLY of INVENTORY (MSI)

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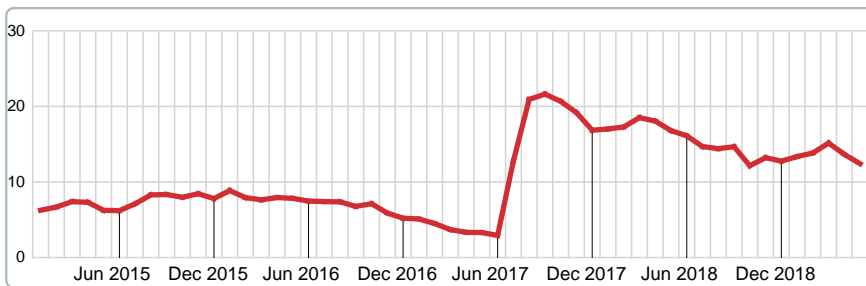
### MSI FOR MAY



### INDICATORS FOR MAY 2019

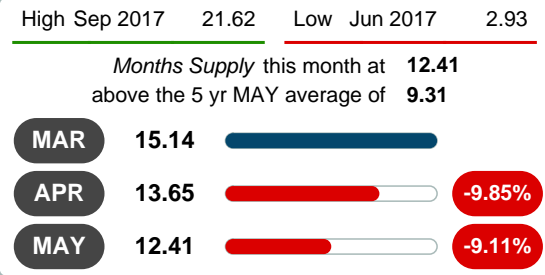


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 9.31



### 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	29	8.63%	24.86	24.86	0.00	0.00	0.00
\$20,001 - \$40,000	50	14.88%	15.38	21.43	0.00	0.00	0.00
\$40,001 - \$90,000	49	14.58%	6.76	10.29	4.22	0.00	0.00
\$90,001 - \$160,000	79	23.51%	10.42	17.14	6.40	4.80	12.00
\$160,001 - \$260,000	52	15.48%	10.58	16.80	7.86	11.08	0.00
\$260,001 - \$390,000	44	13.10%	25.14	42.00	20.73	19.20	36.00
\$390,001 and up	33	9.82%	28.29	54.00	26.40	27.00	16.00
Market Supply of Inventory (MSI)			12.41	17.91	7.48	9.90	13.71
Total Active Inventory by Units		100%	12.41	209	86	33	8

# May 2019



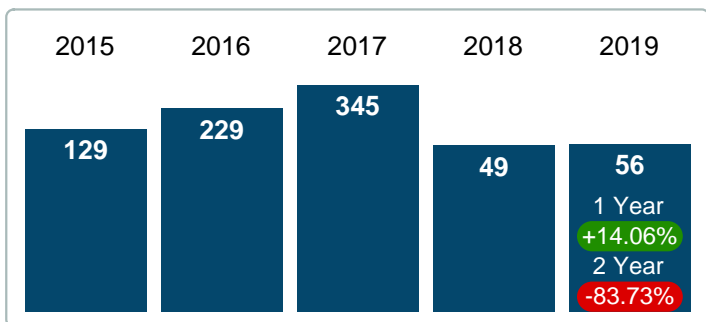
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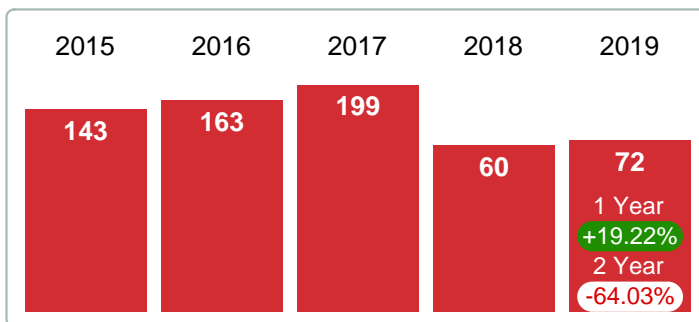
## AVERAGE DAYS ON MARKET TO SALE

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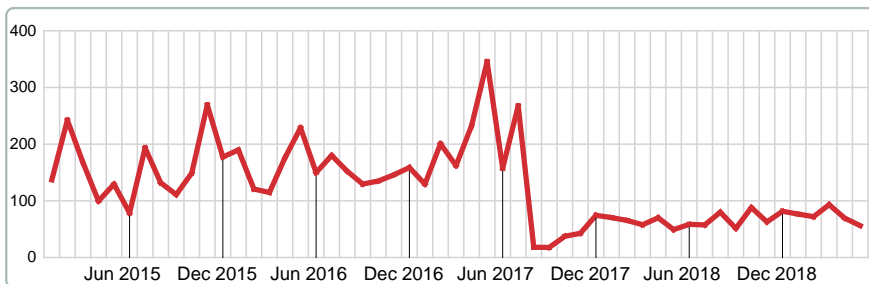
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

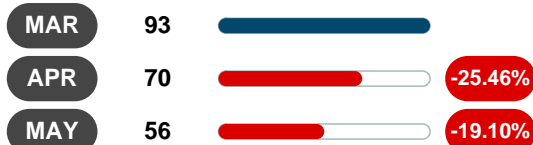


### 3 MONTHS

5 year MAY AVG = 162

High May 2017 345 Low Sep 2017 18

Average Days on Market to Sale this month at 56 below the 5 yr MAY average of 162



### 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	13.89%	43	43	0	0	0
\$50,001 - \$75,000	13.89%	41	49	29	0	0
\$75,001 - \$100,000	8.33%	67	76	48	0	0
\$100,001 - \$175,000	25.00%	52	65	35	0	0
\$175,001 - \$225,000	13.89%	82	0	80	87	0
\$225,001 - \$400,000	16.67%	85	100	77	0	0
\$400,001 and up	8.33%	9	13	1	0	0
<b>Average Closed DOM</b>		<b>56</b>	<b>56</b>	<b>55</b>	<b>87</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>19</b>	<b>16</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,255,140</b>	<b>2.80M</b>	<b>4.25M</b>	<b>209.90K</b>	<b>0.00B</b>



# May 2019



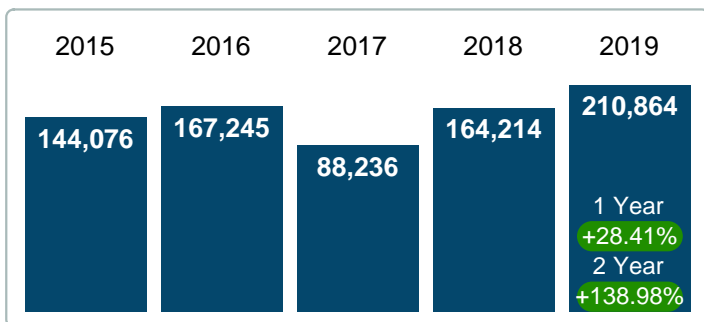
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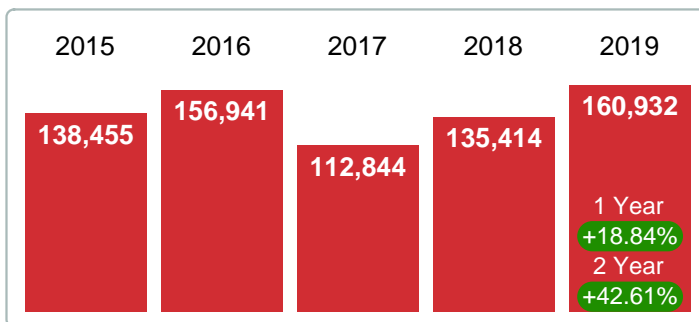
## AVERAGE LIST PRICE AT CLOSING

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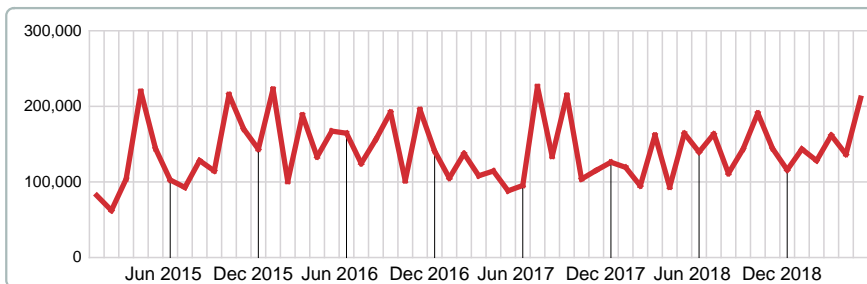
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 154,927

High Jul 2017 226,202    Low Feb 2015 62,286

Average List Price at Closing this month at **210,864**  
above the 5 yr MAY average of **154,927**

- MAR 161,668
- APR 136,546 (-15.54%)
- MAY 210,864 (54.43%)

### 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	2	5.56%	25,000	48,600	0	0	
\$50,001 - \$75,000	8	22.22%	68,050	72,800	66,500	0	
\$75,001 - \$100,000	2	5.56%	84,250	93,750	91,000	0	
\$100,001 - \$175,000	9	25.00%	129,400	128,960	151,200	0	
\$175,001 - \$225,000	5	13.89%	200,460	0	209,350	209,900	
\$225,001 - \$400,000	6	16.67%	300,696	264,587	368,125	0	
\$400,001 and up	4	11.11%	714,285	584,820	1,250,000	0	
<b>Average List Price</b>		<b>210,864</b>		<b>157,501</b>	<b>274,294</b>	<b>209,900</b>	<b>0</b>
<b>Total Closed Units</b>		<b>36</b>	<b>100%</b>	<b>210,864</b>	<b>19</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,591,114</b>		<b>2.99M</b>	<b>4.39M</b>	<b>209.90K</b>	<b>0.00B</b>



# May 2019



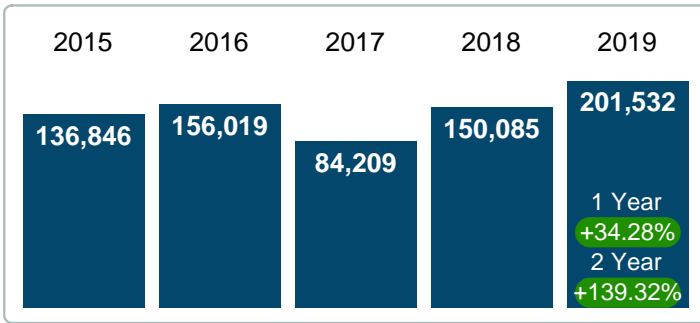
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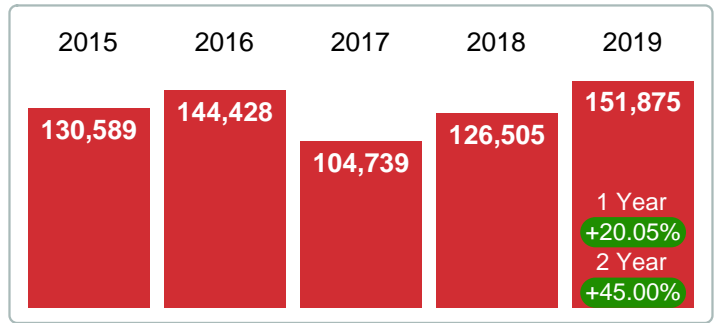
## AVERAGE SOLD PRICE AT CLOSING

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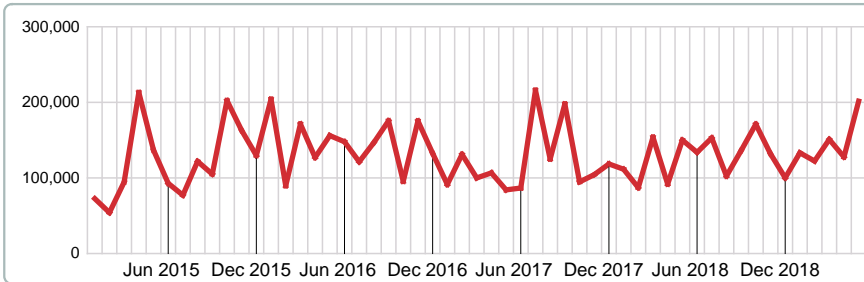
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

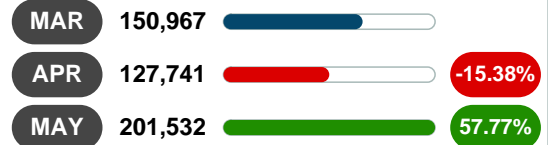


### 3 MONTHS

5 year MAY AVG = 145,738

High Jul 2017 216,010 Low Feb 2015 54,143

Average Sold Price at Closing this month at **201,532** above the 5 yr MAY average of **145,738**



### 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	13.89%	38,000	38,000	0	0	0
\$50,001 - \$75,000	13.89%	69,000	70,667	66,500	0	0
\$75,001 - \$100,000	8.33%	85,500	85,750	85,000	0	0
\$100,001 - \$175,000	25.00%	133,067	121,200	147,900	0	0
\$175,001 - \$225,000	13.89%	202,280	0	200,375	209,900	0
\$225,001 - \$400,000	16.67%	312,500	244,500	346,500	0	0
\$400,001 and up	8.33%	793,213	564,820	1,250,000	0	0
<b>Average Sold Price</b>		<b>201,532</b>	<b>147,271</b>	<b>265,444</b>	<b>209,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>201,532</b>	<b>19</b>	<b>16</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,255,140</b>	<b>2.80M</b>	<b>4.25M</b>	<b>209.90K</b>	<b>0.00B</b>

# May 2019



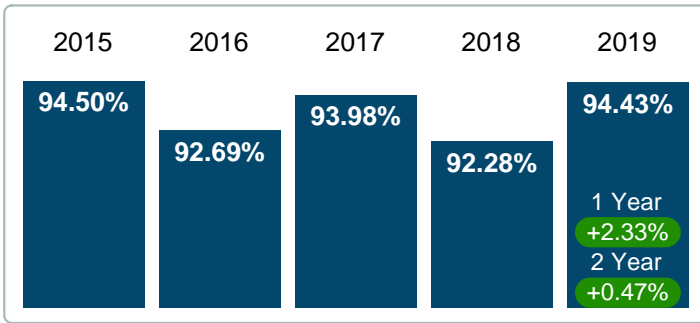
Area Delimited by Counties Atoka, Choctaw, Marshall



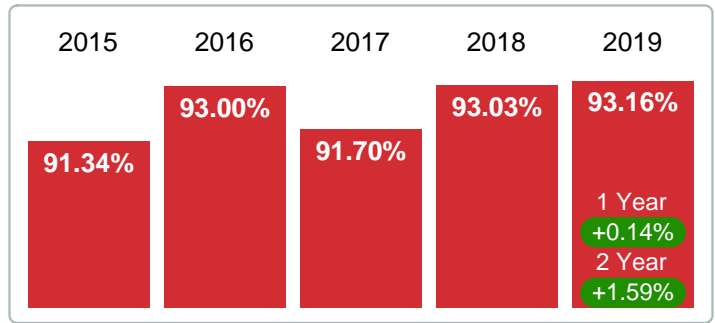
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 11, 2019 for MLS Technology Inc.

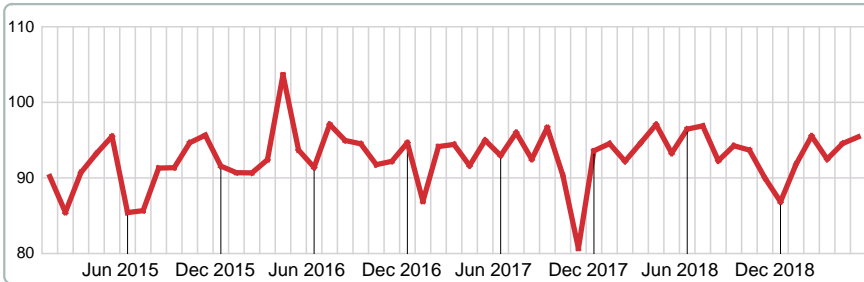
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

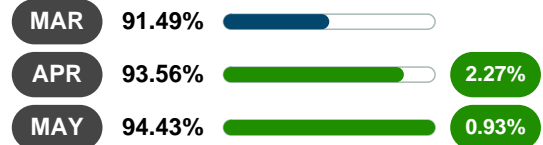


### 3 MONTHS

5 year MAY AVG = 93.58%

High Apr 2016 102.64% Low Nov 2017 79.68%

Average Sold/List Ratio this month at **94.43%** equal to 5 yr MAY average of **93.58%**



## 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	5	13.89%	84.57%	84.57%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	5	13.89%	98.24%	97.06%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	3	8.33%	92.95%	92.73%	93.41%	0.00%	0.00%
\$100,001 - \$175,000	9	25.00%	96.14%	94.74%	97.88%	0.00%	0.00%
\$175,001 - \$225,000	5	13.89%	96.75%	0.00%	95.93%	100.00%	0.00%
\$225,001 - \$400,000	6	16.67%	94.16%	92.91%	94.79%	0.00%	0.00%
\$400,001 and up	3	8.33%	97.53%	96.30%	100.00%	0.00%	0.00%
Average Sold/List Ratio		94.40%		92.19%	96.74%	100.00%	0.00%
Total Closed Units		36	100%	19	16	1	
Total Closed Volume		7,255,140		2.80M	4.25M	209.90K	0.00B

# May 2019



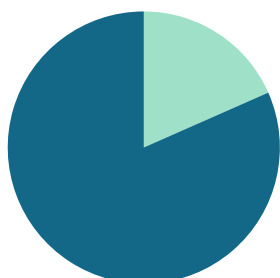
Area Delimited by Counties Atoka, Choctaw, Marshall



## MARKET SUMMARY

Report produced on Jun 11, 2019 for MLS Technology Inc.

### INVENTORY

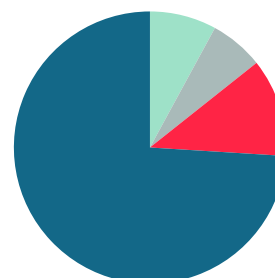


**Inventory**  
 New Listings **82 = 18.39%**  
 Start Inventory **364**  
 Total Inventory Units **446**  
 Volume **\$86,303,960**

### Market Activity

Closed Sales **36 = 7.93%**  
 Pending Sales **29 = 6.39%**  
 Other Off Market **53 = 11.67%**  
 Active Inventory **336 = 74.01%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	31	36	16.13%	109	134	22.94%
Pending Sales	24	29	20.83%	128	163	27.34%
New Listings	77	82	6.49%	430	406	-5.58%
Average List Price	164,214	210,864	28.41%	135,414	160,932	18.84%
Average Sale Price	150,085	201,532	34.28%	126,505	151,875	20.05%
Average Percent of Selling Price to List Price	92.28%	94.43%	2.33%	93.03%	93.16%	0.14%
Average Days on Market to Sale	49.29	56.22	14.06%	60.19	71.76	19.22%
Monthly Inventory	375	336	-10.40%	375	336	-10.40%
Months Supply of Inventory	16.79	12.41	-26.11%	16.79	12.41	-26.11%

**Absorption:** Last 12 months, an Average of **27** Sales/Month

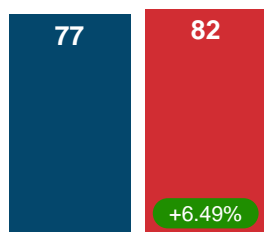
**Inventory on May 31, 2019 = 336**

**2018** **2019**

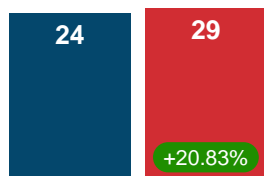
### MAY MARKET

### AVERAGE PRICES

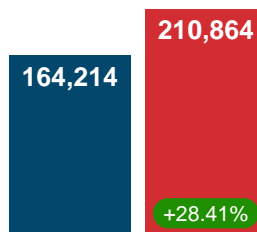
#### New Listings



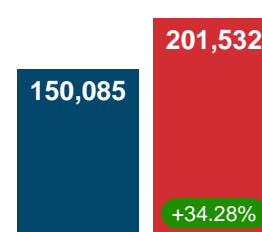
#### Pending Listings



#### List Price



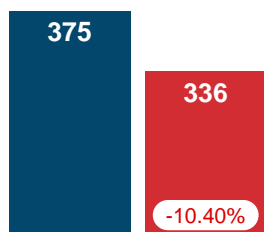
#### Sale Price



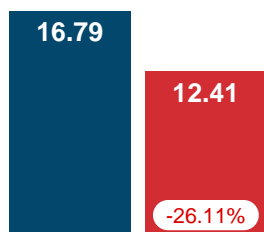
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

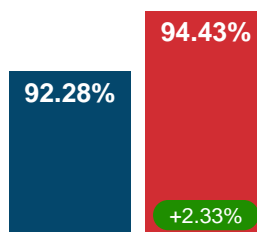
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

