

## April 2020



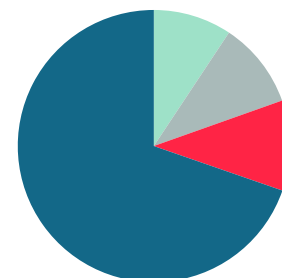
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



### MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	87	79	-9.20%
Pending Listings	82	87	6.10%
New Listings	189	147	-22.22%
Average List Price	147,001	271,012	84.36%
Average Sale Price	141,200	254,618	80.32%
Average Percent of Selling Price to List Price	96.05%	96.71%	0.69%
Average Days on Market to Sale	54.00	36.19	-32.98%
End of Month Inventory	719	591	-17.80%
Months Supply of Inventory	9.80	7.80	-20.42%



■ Closed (9.32%)  
■ Pending (10.26%)  
■ Other OffMarket (10.73%)  
■ Active (69.69%)

**Absorption:** Last 12 months, an Average of **76** Sales/Month  
**Active Inventory** as of April 30, 2020 = **591**

#### Analysis Wrap-Up

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

The total housing inventory at the end of April 2020 decreased **17.80%** to 591 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **7.80** 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 **80.32%** in April 2020 to \$254,618 versus the previous year at \$141,200.

##### Average Days on Market Shortens

The average number of **36.19** days that homes spent on the market before selling decreased by 17.81 days or **32.98%** in April 2020 compared to last year's same month at **54.00** DOM.

##### Sales Success for April 2020 is Positive

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

There were 147 New Listings in April 2020, down **22.22%** from last year at 189. Furthermore, there were 79 Closed Listings this month versus last year at 87, a **-9.20%** decrease.

Closed versus Listed trends yielded a **53.7%** ratio, up from previous year's, April 2019, at **46.0%**, a **16.75%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

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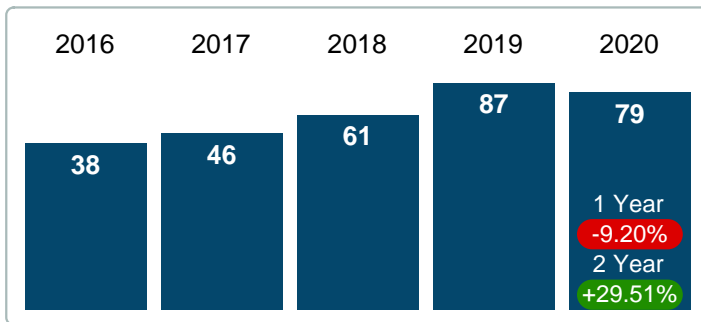
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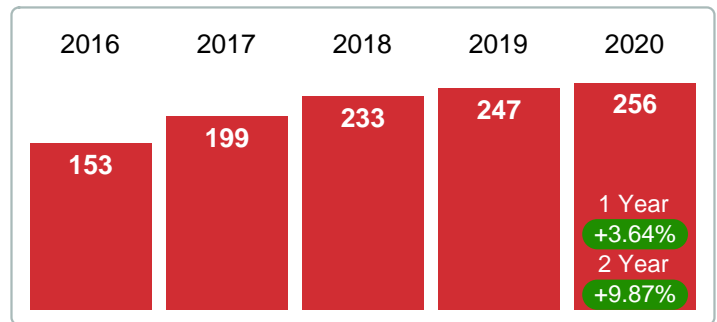
## CLOSED LISTINGS

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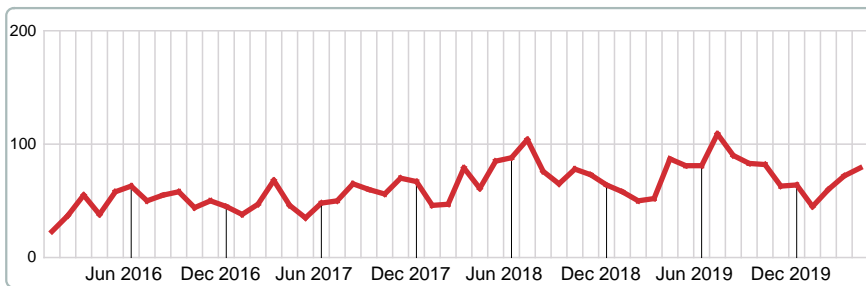
### APRIL



### YEAR TO DATE (YTD)

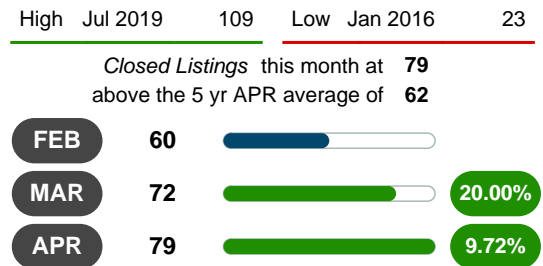


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 62



### 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	6	7.59%	59.0	3	3	0	0
\$50,001 - \$75,000	6	7.59%	49.0	2	4	0	0
\$75,001 - \$125,000	18	22.78%	34.2	6	10	2	0
\$125,001 - \$175,000	20	25.32%	27.0	3	16	1	0
\$175,001 - \$200,000	9	11.39%	23.2	0	8	1	0
\$200,001 - \$350,000	13	16.46%	36.0	1	9	3	0
\$350,001 and up	7	8.86%	54.3	2	3	1	1
<b>Total Closed Units</b>	<b>79</b>			<b>17</b>	<b>53</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>20,114,822</b>	<b>100%</b>	<b>36.2</b>	<b>8.84M</b>	<b>9.29M</b>	<b>1.55M</b>	<b>436.50K</b>
<b>Average Closed Price</b>	<b>\$254,618</b>			<b>\$519,925</b>	<b>\$175,202</b>	<b>\$194,236</b>	<b>\$436,500</b>

# April 2020



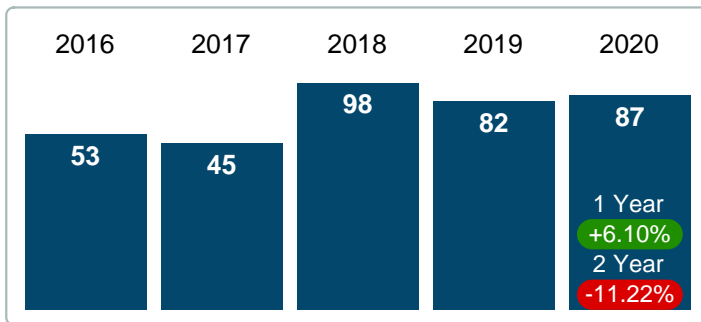
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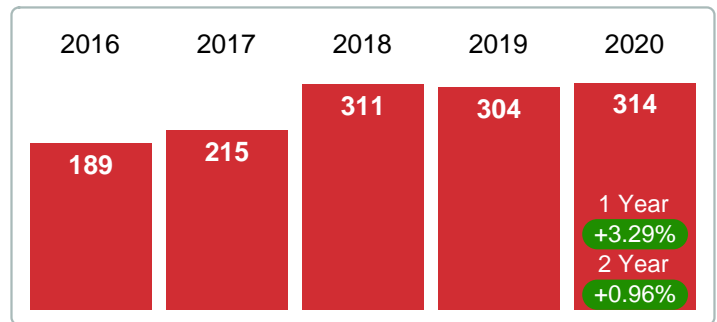
## PENDING LISTINGS

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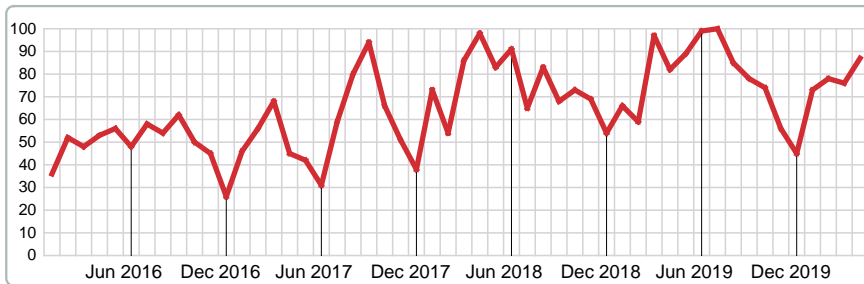
### APRIL



### YEAR TO DATE (YTD)

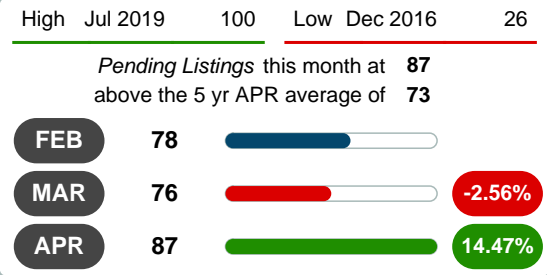


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 73



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	11.49%	69.0	9	1	0	0
\$40,001 - \$80,000	9	10.34%	42.8	3	5	1	0
\$80,001 - \$130,000	14	16.09%	22.3	6	6	2	0
\$130,001 - \$170,000	20	22.99%	29.9	5	13	2	0
\$170,001 - \$190,000	8	9.20%	10.8	0	8	0	0
\$190,001 - \$330,000	17	19.54%	42.2	1	11	5	0
\$330,001 and up	9	10.34%	80.2	1	3	3	2
<b>Total Pending Units</b>	<b>87</b>			<b>25</b>	<b>47</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,137,310</b>	<b>100%</b>	<b>27.8</b>	<b>2.34M</b>	<b>7.90M</b>	<b>3.08M</b>	<b>823.90K</b>
<b>Average Listing Price</b>	<b>\$143,272</b>			<b>\$93,512</b>	<b>\$168,034</b>	<b>\$236,768</b>	<b>\$411,950</b>

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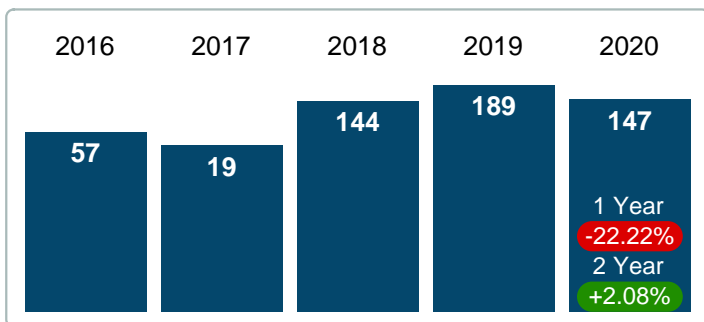
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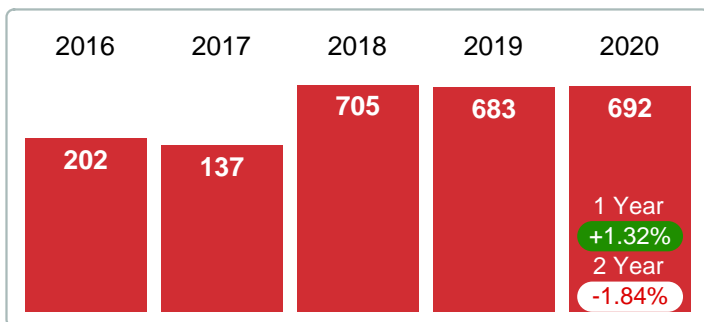
## NEW LISTINGS

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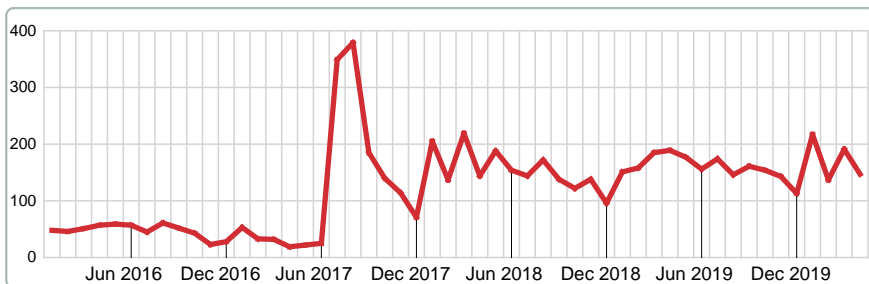
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 111

High Aug 2017 379 Low Apr 2017 19

New Listings this month at 147  
above the 5 yr APR average of 111



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	4.76%	7	0	0	0
\$25,001 - \$100,000	21	14.29%	15	5	1	0
\$100,001 - \$150,000	26	17.69%	11	11	3	1
\$150,001 - \$175,000	20	13.61%	4	12	4	0
\$175,001 - \$275,000	37	25.17%	5	27	5	0
\$275,001 - \$525,000	22	14.97%	5	7	8	2
\$525,001 and up	14	9.52%	6	3	5	0
<b>Total New Listed Units</b>	<b>147</b>		<b>53</b>	<b>65</b>	<b>26</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>35,132,357</b>	<b>100%</b>	<b>10.65M</b>	<b>13.94M</b>	<b>9.65M</b>	<b>898.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$169,881</b>		<b>\$200,856</b>	<b>\$214,517</b>	<b>\$370,977</b>	<b>\$299,333</b>

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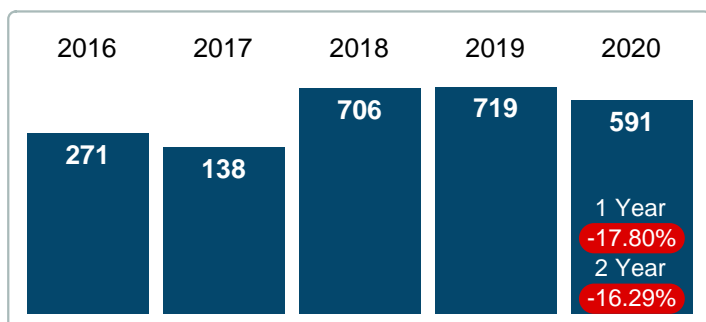
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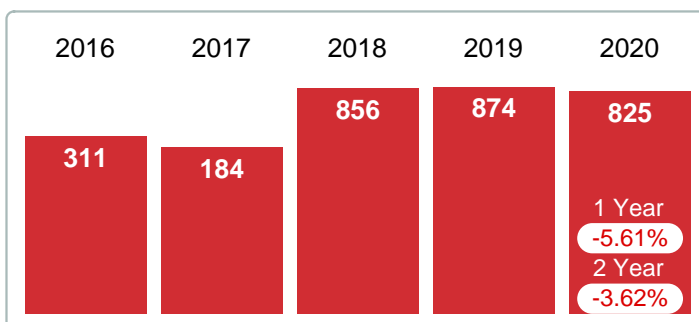
## ACTIVE INVENTORY

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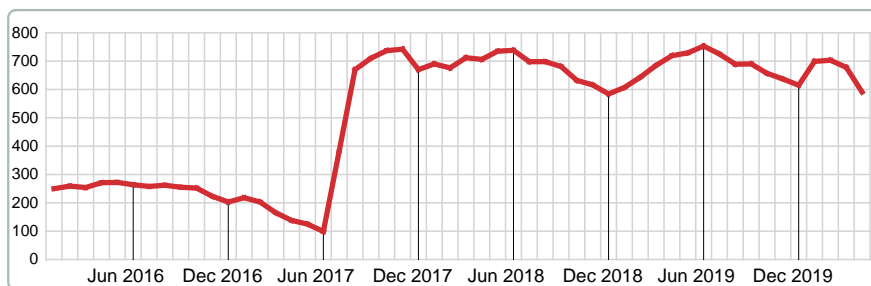
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 485

High Jun 2019 753 Low Jun 2017 99

Inventory this month at 591  
above the 5 yr APR average of 485



### 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	96	16.24%	133.7	94	2	0	0
\$25,001-\$50,000	115	19.46%	143.6	110	5	0	0
\$50,001-\$150,000	155	26.23%	85.5	102	46	5	2
\$150,001-\$275,000	92	15.57%	63.1	37	36	15	4
\$275,001-\$475,000	70	11.84%	67.1	25	19	19	7
\$475,001 and up	63	10.66%	79.0	31	13	16	3
<b>Total Active Inventory by Units</b>	<b>591</b>			<b>399</b>	<b>121</b>	<b>55</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>118,839,815</b>	<b>100%</b>	<b>98.3</b>	<b>61.15M</b>	<b>28.45M</b>	<b>22.18M</b>	<b>7.07M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$201,083</b>			<b>\$153,246</b>	<b>\$235,122</b>	<b>\$403,256</b>	<b>\$441,606</b>

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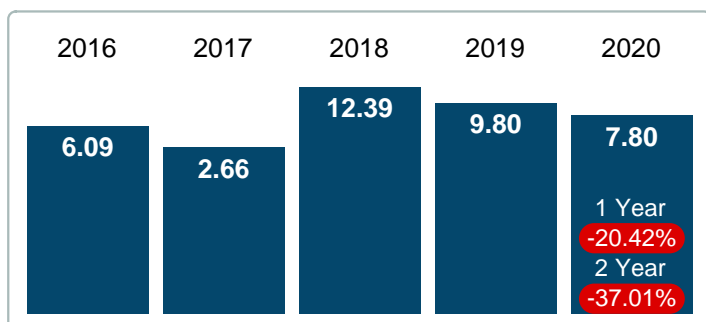
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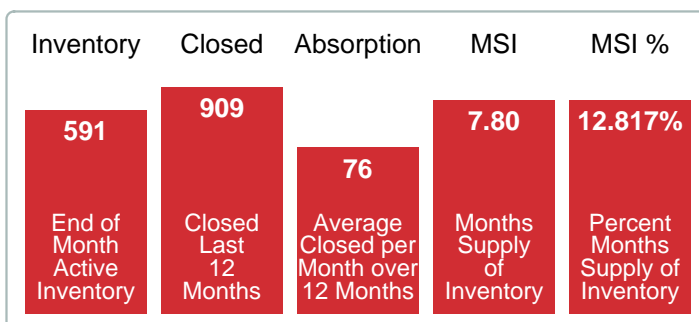
## MONTHS SUPPLY of INVENTORY (MSI)

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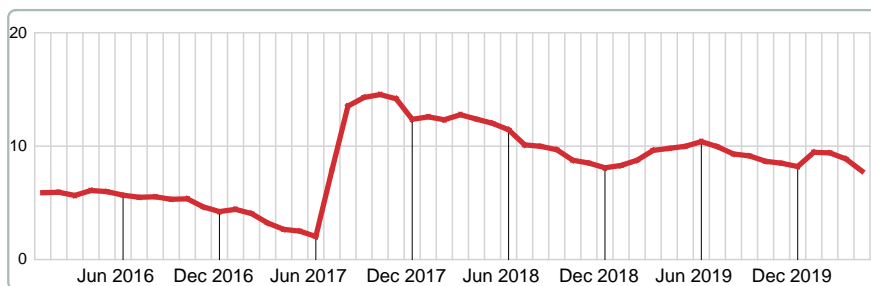
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

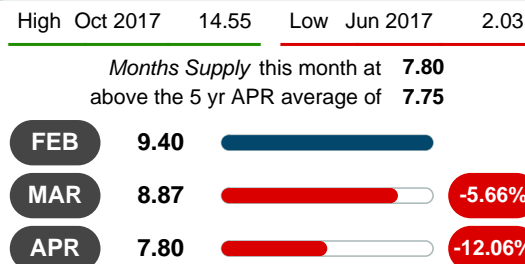


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 7.75



### 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	66	11.17%	18.42	18.42	0.00	0.00	0.00
\$20,001 - \$30,000	73	12.35%	30.21	36.00	9.60	0.00	0.00
\$30,001 - \$50,000	72	12.18%	14.64	20.70	2.00	0.00	0.00
\$50,001 - \$150,000	155	26.23%	5.15	9.34	2.79	2.14	6.00
\$150,001 - \$270,000	89	15.06%	3.62	12.00	2.07	3.05	16.00
\$270,001 - \$490,000	76	12.86%	9.70	28.36	6.14	8.28	8.73
\$490,001 and up	60	10.15%	25.71	28.62	20.57	30.00	12.00
Market Supply of Inventory (MSI)		7.80		16.12	3.10	5.32	9.60
Total Active Inventory by Units		591	100%	399	121	55	16

# April 2020



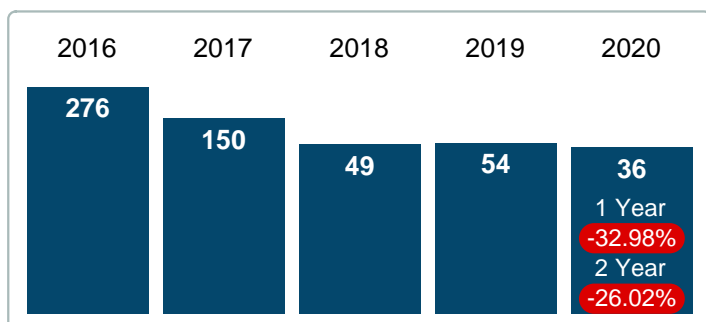
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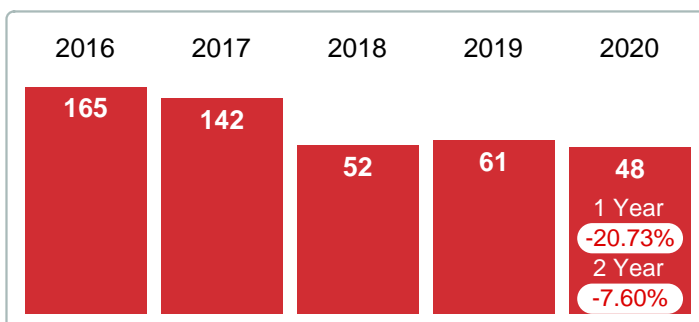
## AVERAGE DAYS ON MARKET TO SALE

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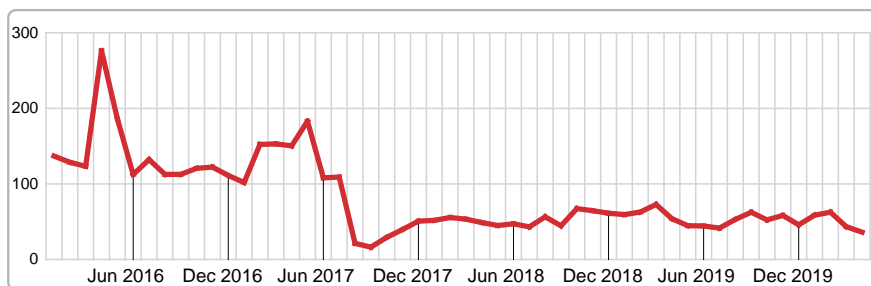
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

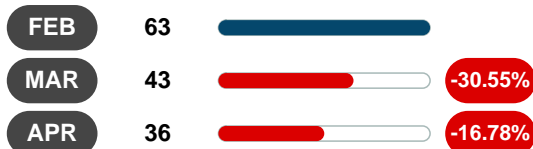


### 3 MONTHS

5 year APR AVG = 113

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 36 below the 5 yr APR average of 113



### 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	7.59%	59	106	12	0	0
\$50,001 - \$75,000	7.59%	49	63	42	0	0
\$75,001 - \$125,000	22.78%	34	49	22	48	0
\$125,001 - \$175,000	25.32%	27	19	30	1	0
\$175,001 - \$200,000	11.39%	23	0	22	35	0
\$200,001 - \$350,000	16.46%	36	113	39	1	0
\$350,001 and up	8.86%	54	3	88	37	74
<b>Average Closed DOM</b>		<b>36</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>17</b>	<b>53</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,114,822</b>	<b>8.84M</b>	<b>9.29M</b>	<b>1.55M</b>	<b>436.50K</b>



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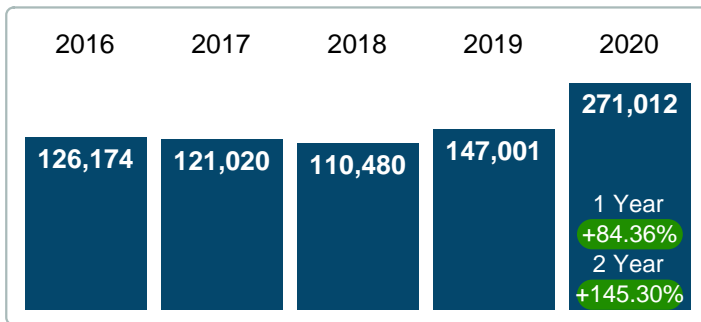
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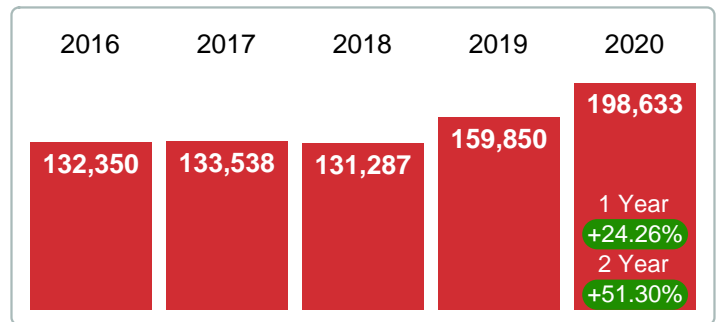
## AVERAGE LIST PRICE AT CLOSING

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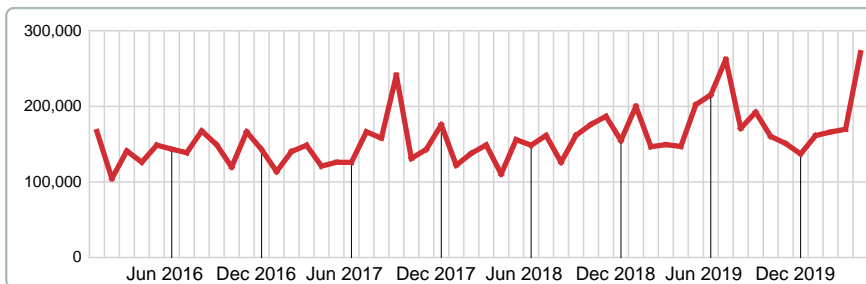
### APRIL



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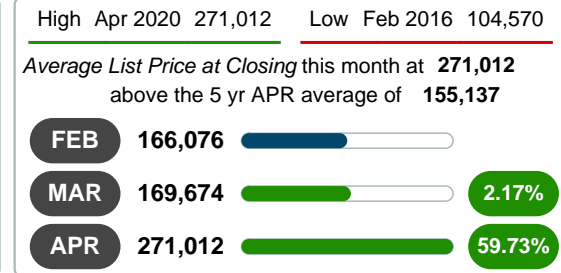


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 155,137



### 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 <b>5</b>	6.33%	35,780	34,667	42,600	0	0
\$50,001 - \$75,000 <b>6</b>	7.59%	64,867	71,250	70,925	0	0
\$75,001 - \$125,000 <b>16</b>	20.25%	101,750	106,083	110,510	96,500	0
\$125,001 - \$175,000 <b>22</b>	27.85%	145,680	138,000	151,434	150,000	0
\$175,001 - \$200,000 <b>10</b>	12.66%	187,645	0	190,256	175,900	0
\$200,001 - \$350,000 <b>11</b>	13.92%	244,172	880,000	266,900	222,897	0
\$350,001 and up <b>9</b>	11.39%	1,271,837	4,021,866	441,300	375,000	439,000
<b>Average List Price</b>		271,012	601,220	173,351	195,324	439,000
<b>Total Closed Units</b>	100%	271,012	17	53	8	1
<b>Total Closed Volume</b>		21,409,922	10.22M	9.19M	1.56M	439.00K



# April 2020



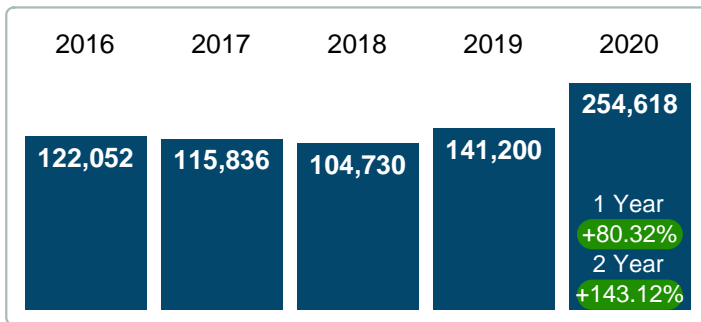
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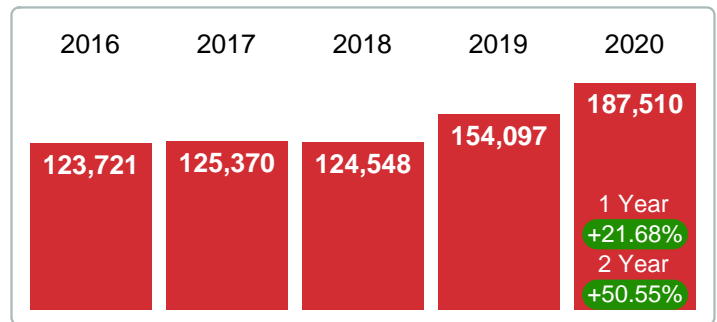
## AVERAGE SOLD PRICE AT CLOSING

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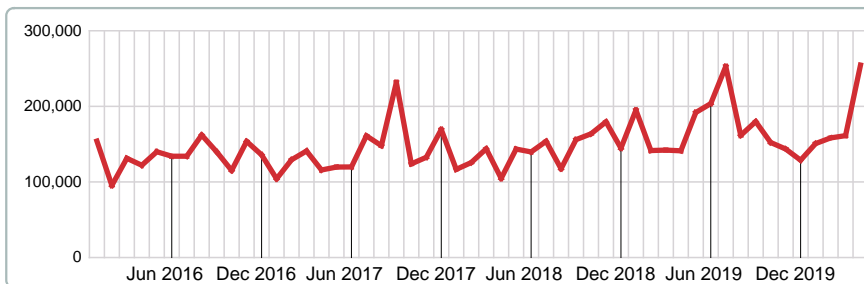
### APRIL



### YEAR TO DATE (YTD)

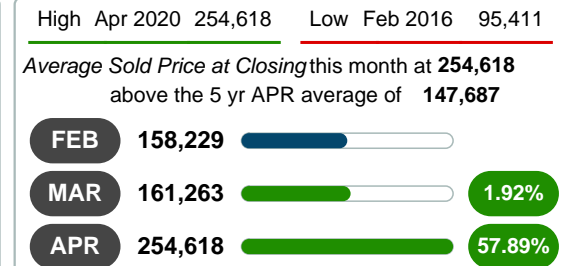


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 147,687



### 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	7.59%	32,500	29,667	35,333	0	0
\$50,001 - \$75,000	7.59%	66,150	63,500	67,475	0	0
\$75,001 - \$125,000	22.78%	104,111	101,500	106,600	99,500	0
\$125,001 - \$175,000	25.32%	146,113	137,500	148,153	139,300	0
\$175,001 - \$200,000	11.39%	185,717	0	186,819	176,900	0
\$200,001 - \$350,000	16.46%	253,430	307,500	257,600	222,897	0
\$350,001 and up	8.86%	1,394,376	3,646,866	553,467	370,000	436,500
<b>Average Sold Price</b>		<b>254,618</b>	<b>519,925</b>	<b>175,202</b>	<b>194,236</b>	<b>436,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>254,618</b>	<b>17</b>	<b>53</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,114,822</b>	<b>8.84M</b>	<b>9.29M</b>	<b>1.55M</b>	<b>436.50K</b>

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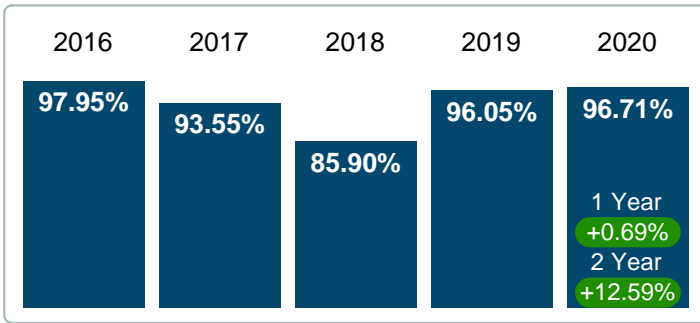
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



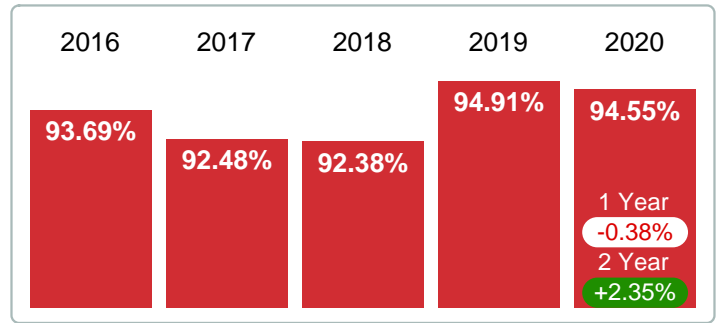
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2020 for MLS Technology Inc.

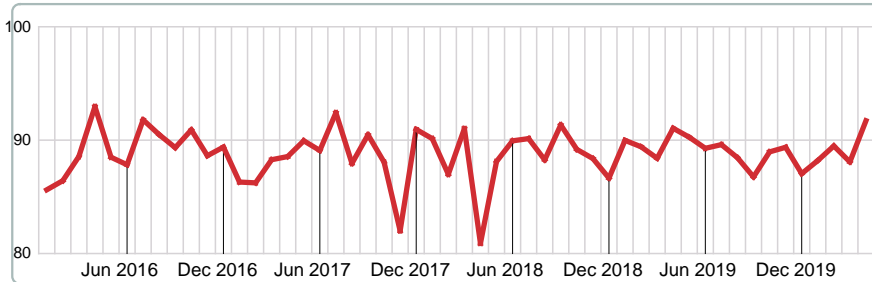
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

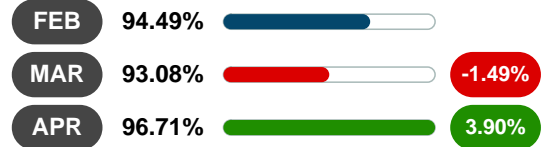


### 3 MONTHS

5 year APR AVG = 94.03%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **96.71%**  
above the 5 yr APR average of **94.03%**



### 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	6	7.59%	86.62%	87.35%	85.89%	0.00%	0.00%
\$50,001 - \$75,000	6	7.59%	94.00%	89.26%	96.37%	0.00%	0.00%
\$75,001 - \$125,000	18	22.78%	97.27%	96.39%	96.73%	102.63%	0.00%
\$125,001 - \$175,000	20	25.32%	97.86%	99.64%	97.84%	92.87%	0.00%
\$175,001 - \$200,000	9	11.39%	98.46%	0.00%	98.19%	100.57%	0.00%
\$200,001 - \$350,000	13	16.46%	92.83%	34.94%	96.88%	100.00%	0.00%
\$350,001 and up	7	8.86%	107.94%	91.32%	124.94%	98.67%	99.43%
Average Sold/List Ratio		96.70%		90.32%	98.27%	99.67%	99.43%
Total Closed Units		79	100%	17	53	8	1
Total Closed Volume		20,114,822		8.84M	9.29M	1.55M	436.50K

# April 2020



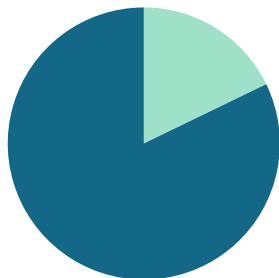
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

### INVENTORY

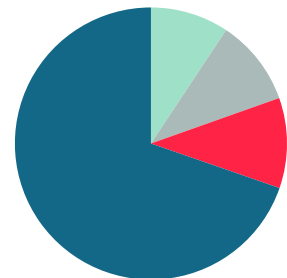


**Inventory**  
 New Listings  
**147 = 17.82%**  
 Start Inventory  
**678**  
 Total Inventory Units  
**825**  
 Volume  
**\$178,401,841**

### Market Activity

Closed Sales  
**79 = 9.32%**  
 Pending Sales  
**87 = 10.26%**  
 Other Off Market  
**91 = 10.73%**  
 Active Inventory  
**591 = 69.69%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	87	79	-9.20%	247	256	3.64%
Pending Sales	82	87	6.10%	304	314	3.29%
New Listings	189	147	-22.22%	683	692	1.32%
Average List Price	147,001	271,012	84.36%	159,850	198,633	24.26%
Average Sale Price	141,200	254,618	80.32%	154,097	187,510	21.68%
Average Percent of Selling Price to List Price	96.05%	96.71%	0.69%	94.91%	94.55%	-0.38%
Average Days on Market to Sale	54.00	36.19	-32.98%	61.03	48.38	-20.73%
Monthly Inventory	719	591	-17.80%	719	591	-17.80%
Months Supply of Inventory	9.80	7.80	-20.42%	9.80	7.80	-20.42%

**Absorption:** Last 12 months, an Average of **76** Sales/Month

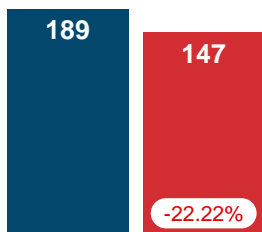
**Inventory** on April 30, 2020 = **591**

**2019** **2020**

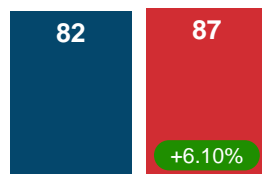
### APRIL MARKET

### AVERAGE PRICES

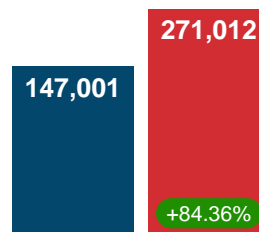
#### New Listings



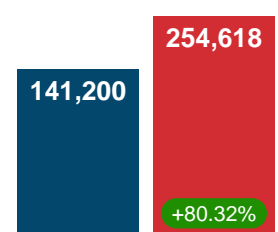
#### Pending Listings



#### List Price



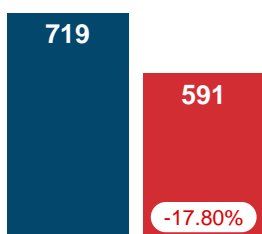
#### Sale Price



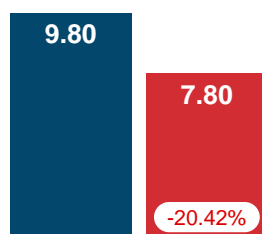
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

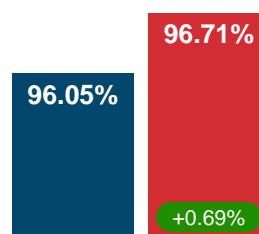
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

