

# April 2020



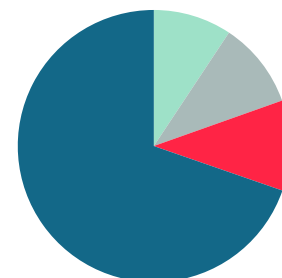
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	149,000	140,000	-6.04%
Median Sale Price	139,000	139,900	0.65%
Median Percent of Selling Price to List Price	97.61%	98.67%	1.08%
Median Days on Market to Sale	39.00	14.00	-64.10%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.65%** in April 2020 to \$139,900 versus the previous year at \$139,000.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 25.00 days or **64.10%** in April 2020 compared to last year's same month at **39.00** DOM.

#### Sales Success for April 2020 is Positive

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# April 2020



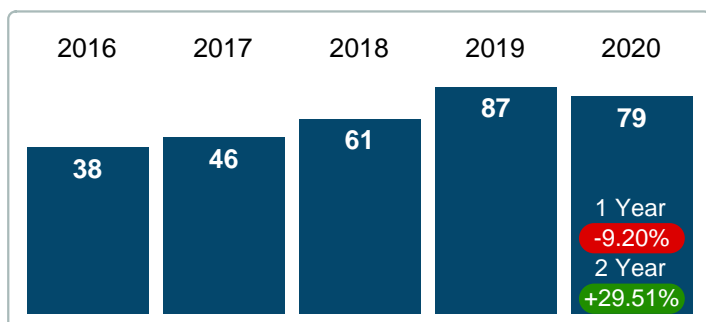
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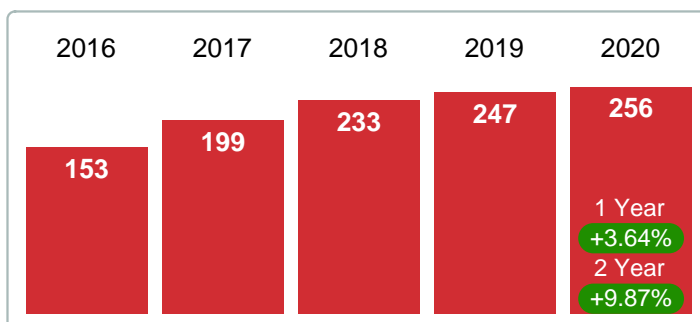
## CLOSED LISTINGS

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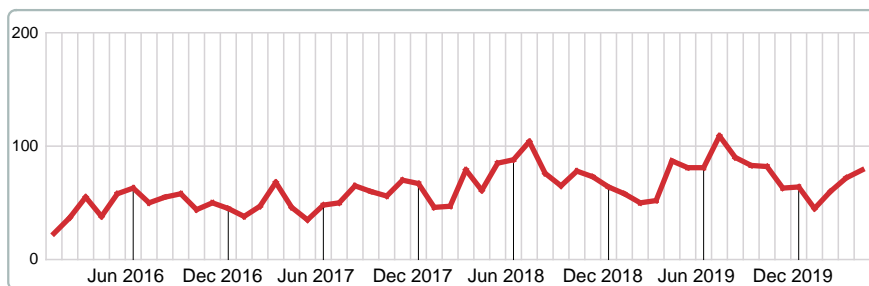
### APRIL



### YEAR TO DATE (YTD)

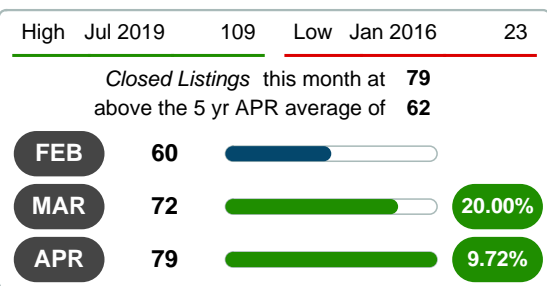


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.86%	28.0	3	4	0	0
\$60,001 - \$90,000	11	13.92%	14.0	4	6	1	0
\$90,001 - \$120,000	10	12.66%	17.5	4	5	1	0
\$120,001 - \$170,000	18	22.78%	12.5	3	14	1	0
\$170,001 - \$210,000	15	18.99%	11.0	0	13	2	0
\$210,001 - \$350,000	11	13.92%	13.0	1	8	2	0
\$350,001 and up	7	8.86%	50.0	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>14.0</b>	<b>8.84M</b>	<b>9.29M</b>	<b>1.55M</b>	<b>436.50K</b>
<b>Median Closed Price</b>	<b>\$139,900</b>			<b>\$106,000</b>	<b>\$150,000</b>	<b>\$190,295</b>	<b>\$436,500</b>

# April 2020



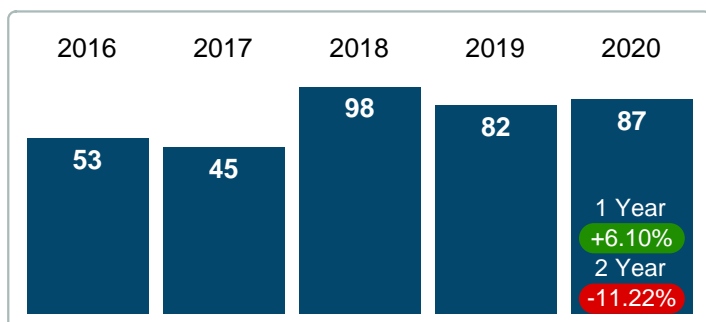
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



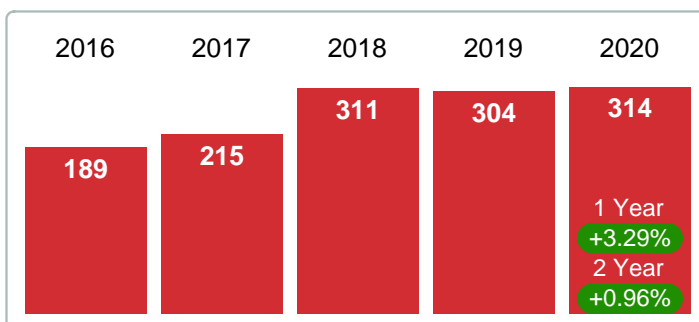
## PENDING LISTINGS

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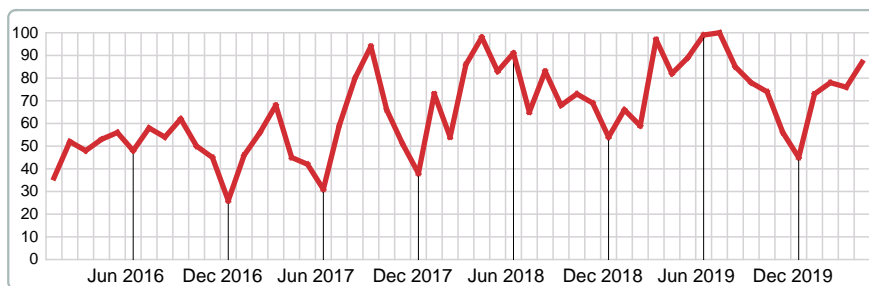
### APRIL



### YEAR TO DATE (YTD)

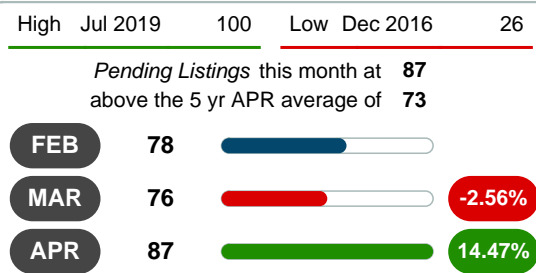


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 73



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	6.90%	69.0	6	0	0	0
\$25,001 - \$75,000	12	13.79%	18.0	6	6	0	0
\$75,001 - \$125,000	13	14.94%	8.0	5	5	3	0
\$125,001 - \$150,000	12	13.79%	21.0	4	7	1	0
\$150,001 - \$175,000	14	16.09%	6.5	2	11	1	0
\$175,001 - \$325,000	21	24.14%	6.0	1	15	5	0
\$325,001 and up	9	10.34%	45.0	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>12.0</b>	<b>2.34M</b>	<b>7.90M</b>	<b>3.08M</b>	<b>823.90K</b>
<b>Median Listing Price</b>	<b>\$153,000</b>			<b>\$85,000</b>	<b>\$166,150</b>	<b>\$203,690</b>	<b>\$411,950</b>

# April 2020



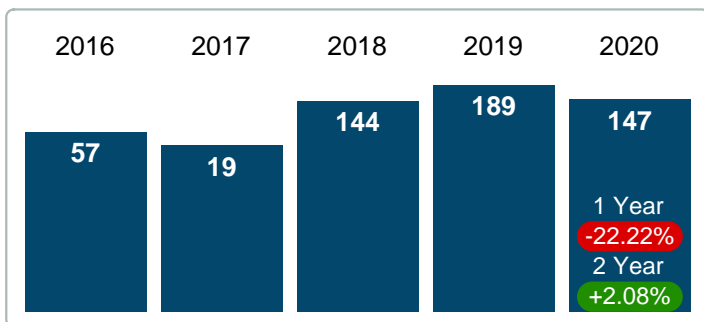
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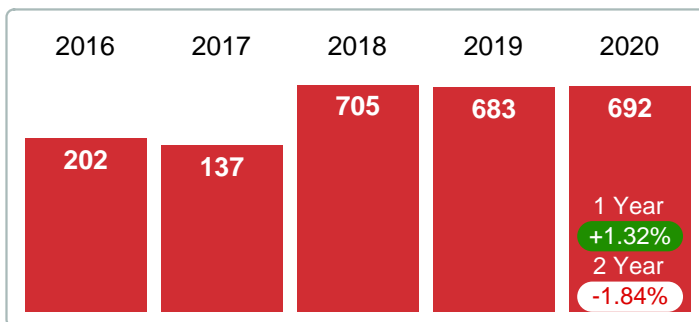
## NEW LISTINGS

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

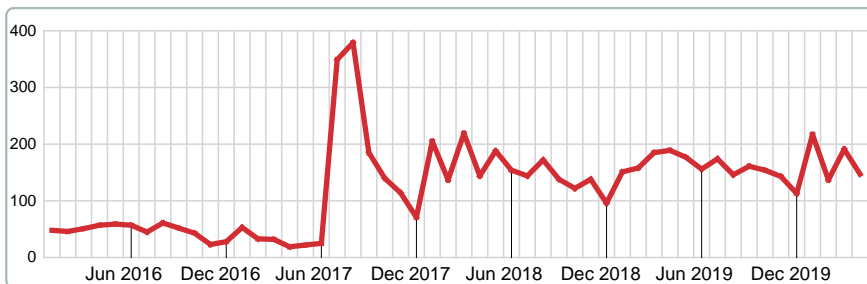
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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>Median New Listed Listing Price</b>	<b>\$175,000</b>		<b>\$150,000</b>	<b>\$184,500</b>	<b>\$283,250</b>	<b>\$298,000</b>

# April 2020



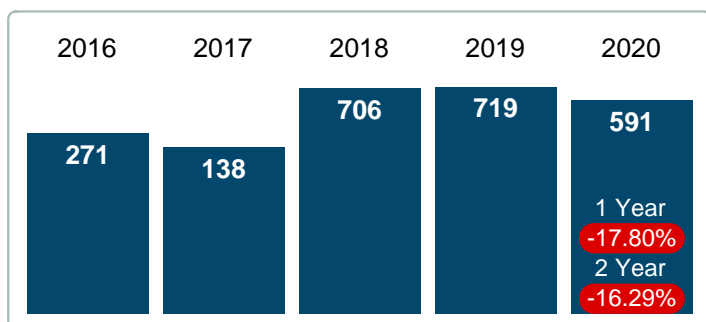
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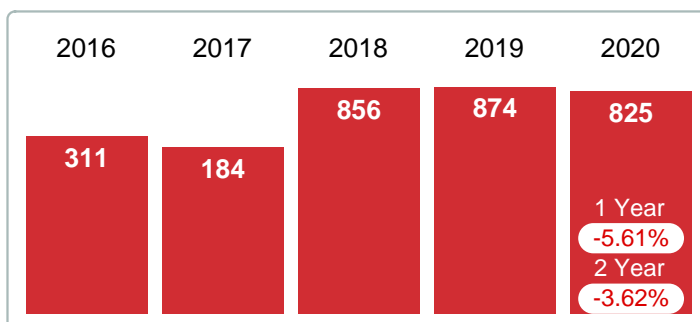
## ACTIVE INVENTORY

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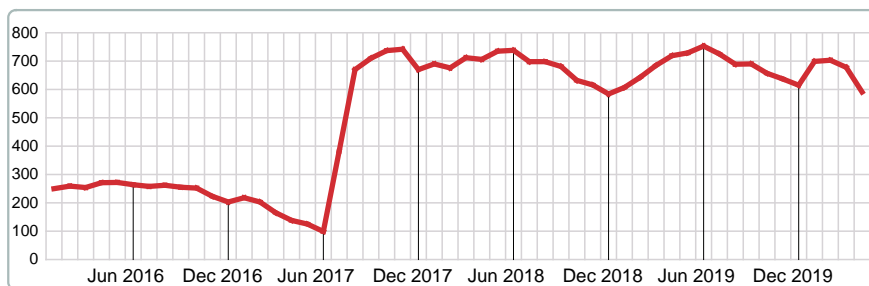
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

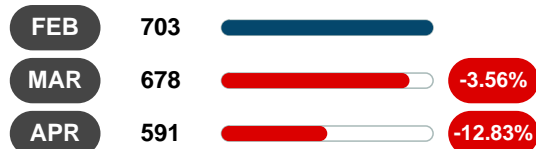


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	66	11.17%	105.0	66	0	0	0
\$20,001 - \$30,000	73	12.35%	164.0	69	4	0	0
\$30,001 - \$50,000	72	12.18%	99.0	69	3	0	0
\$50,001 - \$150,000	155	26.23%	57.0	102	46	5	2
\$150,001 - \$270,000	89	15.06%	49.0	36	34	15	4
\$270,001 - \$490,000	76	12.86%	56.0	26	22	20	8
\$490,001 and up	60	10.15%	68.5	31	12	15	2
<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>79.0</b>	<b>61.15M</b>	<b>28.45M</b>	<b>22.18M</b>	<b>7.07M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$110,000</b>			<b>\$47,500</b>	<b>\$169,999</b>	<b>\$339,000</b>	<b>\$397,450</b>

# April 2020



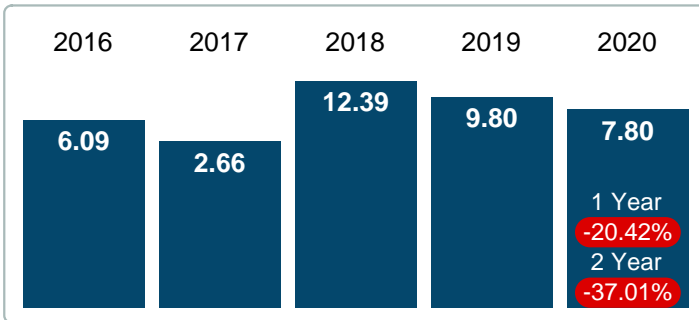
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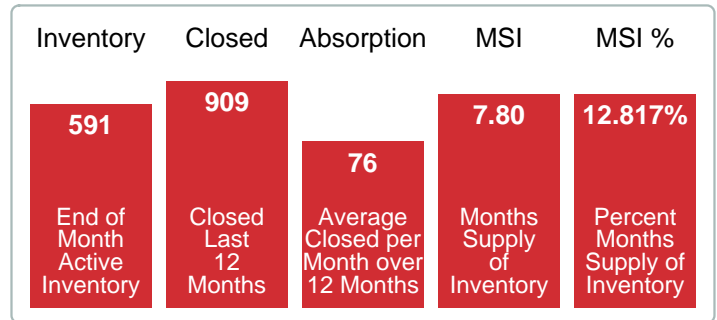
## MONTHS SUPPLY of INVENTORY (MSI)

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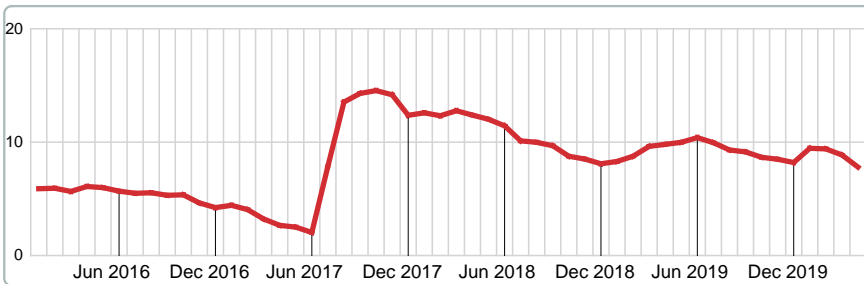
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

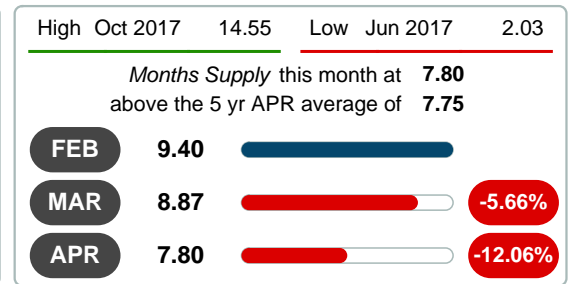


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	7.80	399	121	55	16

# April 2020



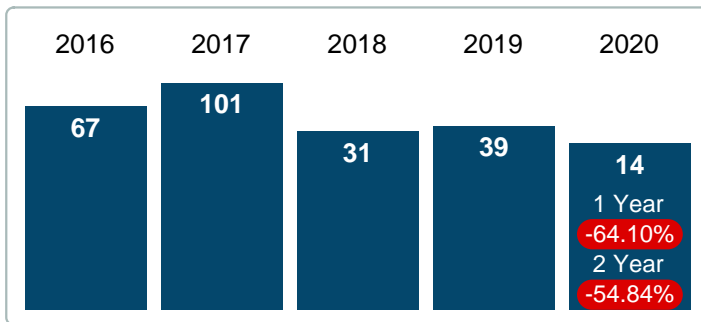
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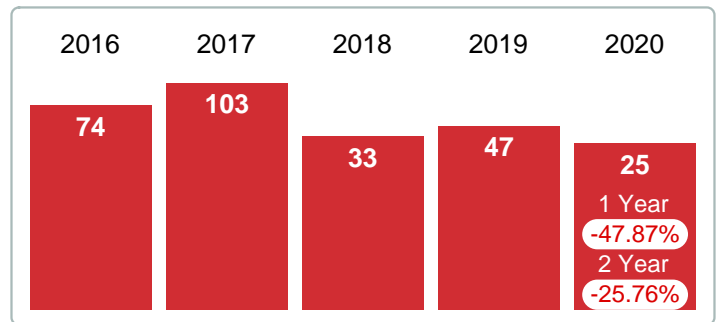
## MEDIAN DAYS ON MARKET TO SALE

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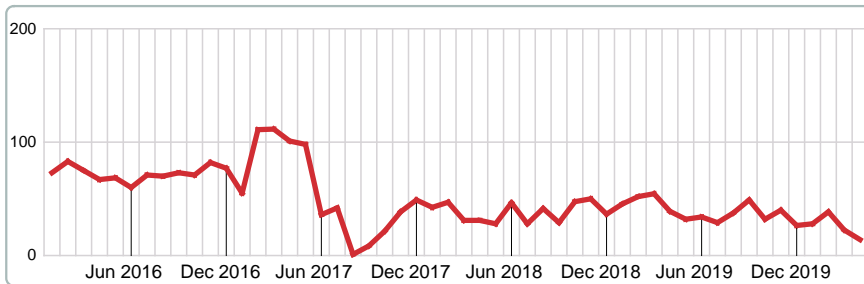
### APRIL



### YEAR TO DATE (YTD)

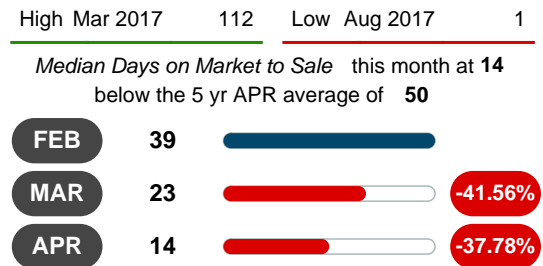


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 50



### 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
\$60,000 and less	8.86%	28	89	15	0	0
\$60,001 - \$90,000	13.92%	14	12	21	1	0
\$90,001 - \$120,000	12.66%	18	65	13	95	0
\$120,001 - \$170,000	22.78%	13	2	19	1	0
\$170,001 - \$210,000	18.99%	11	0	11	18	0
\$210,001 - \$350,000	13.92%	13	113	15	2	0
\$350,001 and up	8.86%	50	3	104	37	74
Median Closed DOM		14	19	14	2	74
Total Closed Units	100%	14.0	17	53	8	1
Total Closed Volume		20,114,822	8.84M	9.29M	1.55M	436.50K

# April 2020



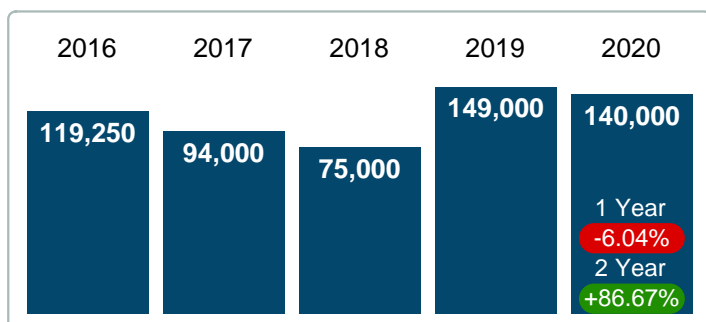
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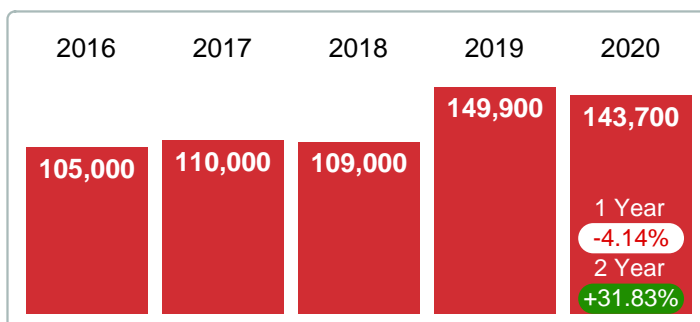
## MEDIAN LIST PRICE AT CLOSING

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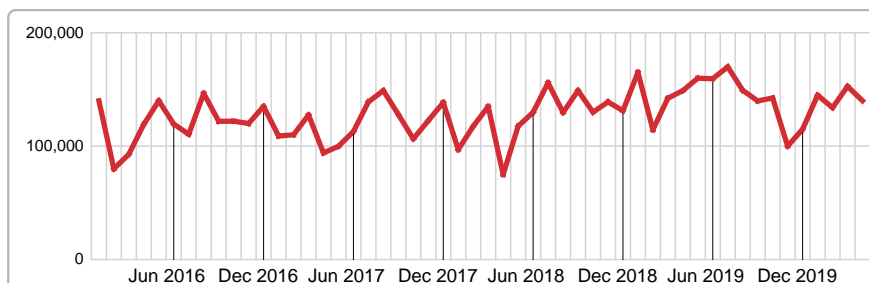
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

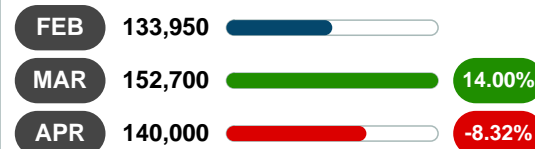


### 3 MONTHS

5 year APR AVG = 115,450

High Jul 2019 169,900 Low Apr 2018 75,000

Median List Price at Closing this month at **140,000**  
above the 5 yr APR average of **115,450**



### 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
\$60,000 and less	8.86%	40,000	39,000	51,400	0	0
\$60,001 - \$90,000	12.66%	79,450	82,500	79,900	79,000	0
\$90,001 - \$120,000	11.39%	114,900	115,000	114,900	114,000	0
\$120,001 - \$170,000	25.32%	138,250	137,000	137,500	150,000	0
\$170,001 - \$210,000	17.72%	183,725	0	183,725	189,795	0
\$210,001 - \$350,000	12.66%	239,950	0	239,950	232,500	0
\$350,001 and up	11.39%	449,000	1,293,732	416,950	375,000	439,000
<b>Median List Price</b>		<b>140,000</b>	<b>115,000</b>	<b>154,900</b>	<b>189,795</b>	<b>439,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>140,000</b>	<b>17</b>	<b>53</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>21,409,922</b>	<b>10.22M</b>	<b>9.19M</b>	<b>1.56M</b>	<b>439.00K</b>



# April 2020



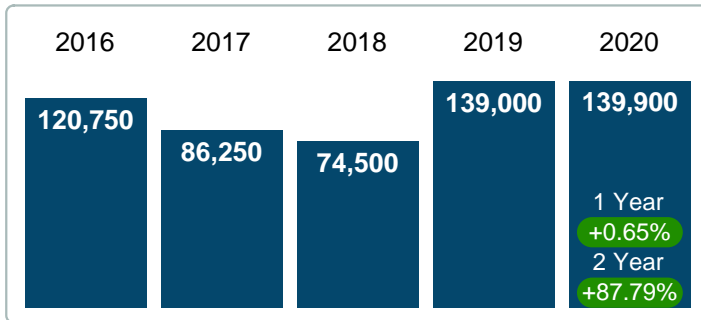
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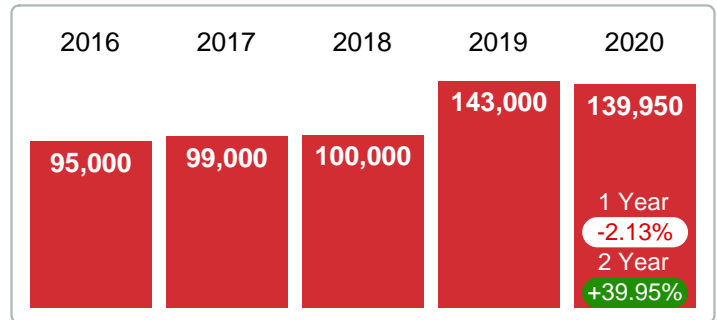
## MEDIAN SOLD PRICE AT CLOSING

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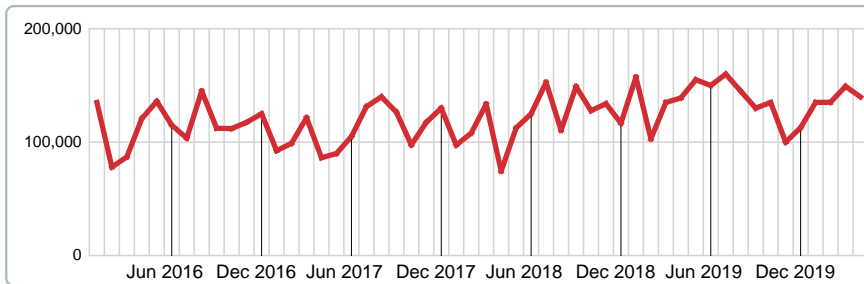
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

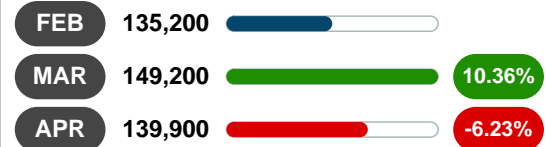


### 3 MONTHS

5 year APR AVG = 112,080

High Jul 2019 160,000 Low Apr 2018 74,500

Median Sold Price at Closing this month at **139,900** above the 5 yr APR average of **112,080**



### 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
\$60,000 and less	8.86%	32,000	32,000	40,500	0	0
\$60,001 - \$90,000	13.92%	77,000	77,500	76,000	79,000	0
\$90,001 - \$120,000	12.66%	114,500	108,000	115,000	120,000	0
\$120,001 - \$170,000	22.78%	138,400	137,500	134,950	139,300	0
\$170,001 - \$210,000	18.99%	180,000	0	180,000	190,295	0
\$210,001 - \$350,000	13.92%	239,900	307,500	238,450	232,500	0
\$350,001 and up	8.86%	472,500	3,646,866	472,500	370,000	436,500
<b>Median Sold Price</b>		<b>139,900</b>	<b>106,000</b>	<b>150,000</b>	<b>190,295</b>	<b>436,500</b>
<b>Total Closed Units</b>	<b>100%</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>8.84M</b>	<b>9.29M</b>	<b>1.55M</b>	<b>436.50K</b>

# April 2020



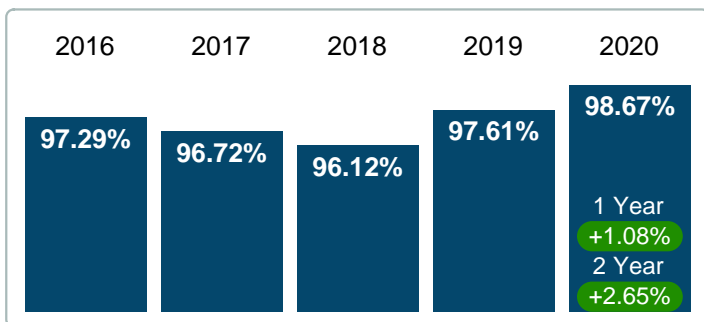
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



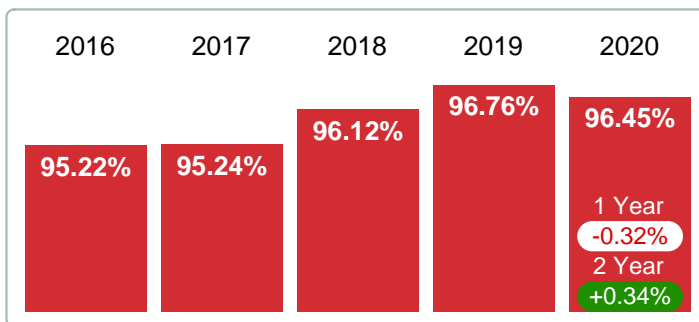
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

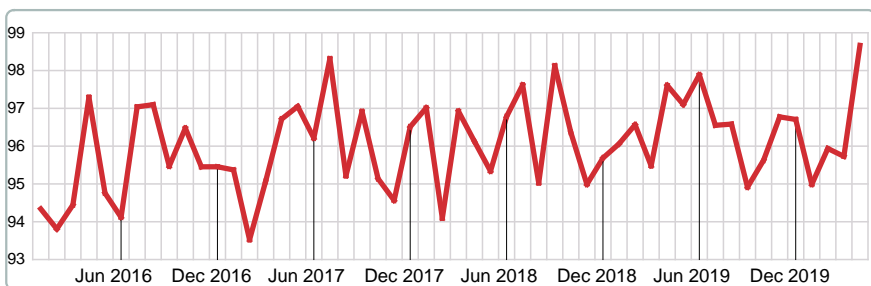
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

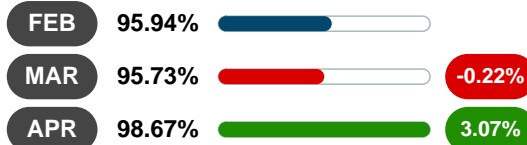


### 3 MONTHS

5 year APR AVG = 97.28%

High Apr 2020 98.67% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **98.67%**  
above the 5 yr APR average of **97.28%**



### 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
\$60,000 and less	7	8.86%	82.05%	82.05%	90.08%	0.00%	0.00%
\$60,001 - \$90,000	11	13.92%	96.37%	95.93%	95.29%	100.00%	0.00%
\$90,001 - \$120,000	10	12.66%	98.31%	97.83%	96.61%	105.26%	0.00%
\$120,001 - \$170,000	18	22.78%	99.46%	100.00%	98.28%	92.87%	0.00%
\$170,001 - \$210,000	15	18.99%	99.24%	0.00%	98.74%	100.28%	0.00%
\$210,001 - \$350,000	11	13.92%	97.96%	34.94%	97.92%	100.00%	0.00%
\$350,001 and up	7	8.86%	96.88%	91.32%	96.88%	98.67%	99.43%
Median Sold/List Ratio		98.67%		95.65%	97.87%	100.00%	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



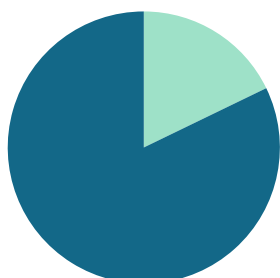
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

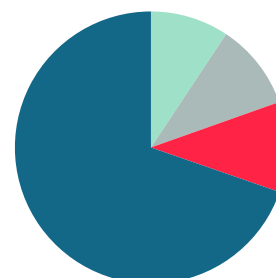


**Inventory**  
 New Listings  
**147 = 17.82%**  
 Start Inventory  
**678**  
 Total Inventory Units  
**825**  
 Volume  
**\$178,401,841**

### 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%
Median List Price	149,000	140,000	-6.04%	149,900	143,700	-4.14%
Median Sale Price	139,000	139,900	0.65%	143,000	139,950	-2.13%
Median Percent of Selling Price to List Price	97.61%	98.67%	1.08%	96.76%	96.45%	-0.32%
Median Days on Market to Sale	39.00	14.00	-64.10%	47.00	24.50	-47.87%
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

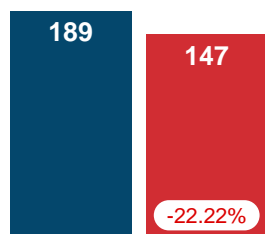
**Inventory** on April 30, 2020 = **591**

**2019** **2020**

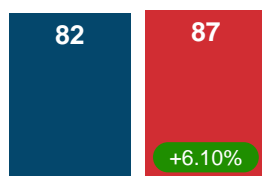
### APRIL MARKET

### MEDIAN PRICES

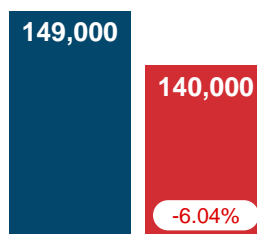
#### New Listings



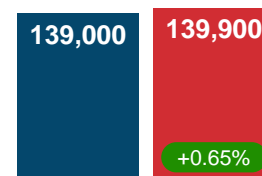
#### Pending Listings



#### List Price



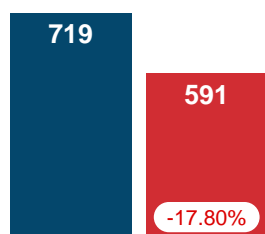
#### Sale Price



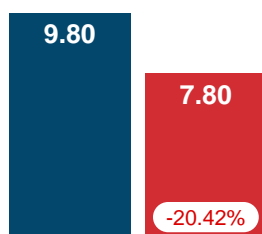
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

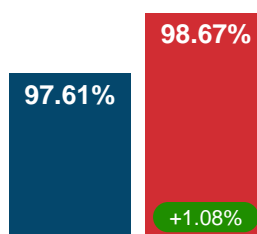
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

