

## February 2020



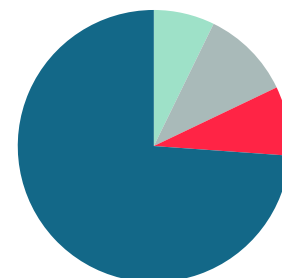
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	50	59	18.00%
Pending Listings	59	87	47.46%
New Listings	158	137	-13.29%
Average List Price	146,568	165,797	13.12%
Average Sale Price	141,520	157,817	11.52%
Average Percent of Selling Price to List Price	94.41%	94.39%	-0.02%
Average Days on Market to Sale	62.82	62.24	-0.93%
End of Month Inventory	643	602	-6.38%
Months Supply of Inventory	8.76	8.06	-7.94%



■ Closed (7.24%)  
■ Pending (10.67%)  
■ Other OffMarket (8.22%)  
■ Active (73.87%)

**Absorption:** Last 12 months, an Average of **75** Sales/Month  
**Active Inventory** as of February 29, 2020 = **602**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2020 decreased **6.38%** to 602 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **8.06** 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 **11.52%** in February 2020 to \$157,817 versus the previous year at \$141,520.

##### Average Days on Market Shortens

The average number of **62.24** days that homes spent on the market before selling decreased by 0.58 days or **0.93%** in February 2020 compared to last year's same month at **62.82** DOM.

##### Sales Success for February 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 137 New Listings in February 2020, down **13.29%** from last year at 158. Furthermore, there were 59 Closed Listings this month versus last year at 50, a **18.00%** increase.

Closed versus Listed trends yielded a **43.1%** ratio, up from previous year's, February 2019, at **31.6%**, a **36.09%** 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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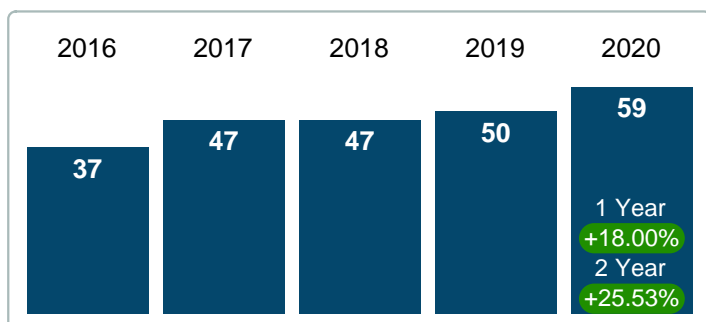
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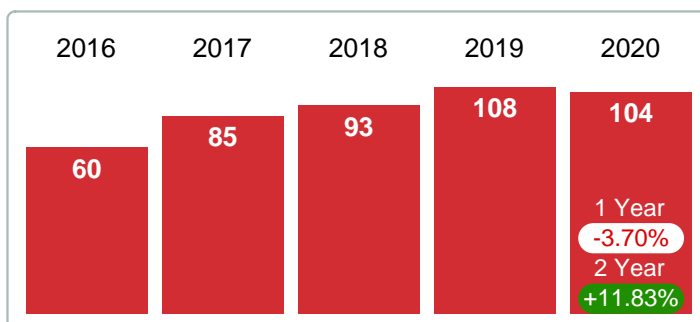
## CLOSED LISTINGS

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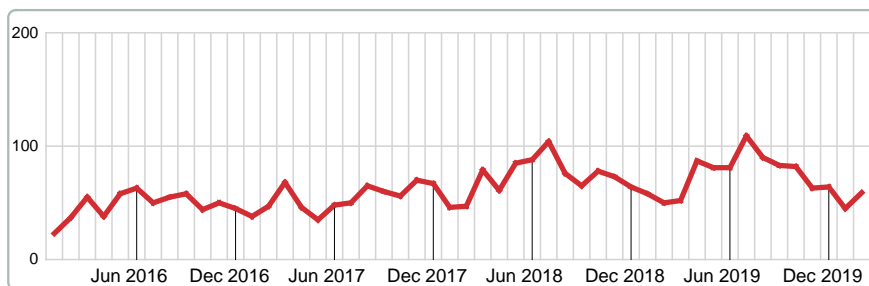
### FEBRUARY



### YEAR TO DATE (YTD)

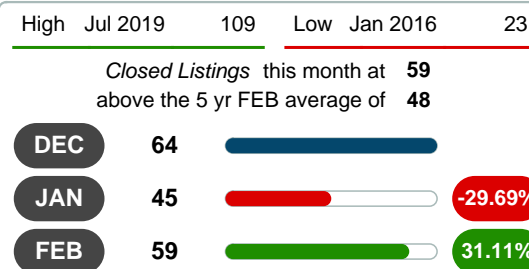


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### 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	3.39%	17.0	1	0	1	0
\$25,001 - \$75,000	9	15.25%	119.6	8	1	0	0
\$75,001 - \$100,000	11	18.64%	38.5	2	8	0	1
\$100,001 - \$150,000	11	18.64%	61.7	2	7	2	0
\$150,001 - \$225,000	11	18.64%	44.7	1	8	2	0
\$225,001 - \$300,000	11	18.64%	73.3	1	6	3	1
\$300,001 and up	4	6.78%	40.5	2	0	1	1
<b>Total Closed Units</b>	<b>59</b>			<b>17</b>	<b>30</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,311,200</b>	<b>100%</b>	<b>62.2</b>	<b>2.22M</b>	<b>4.61M</b>	<b>1.73M</b>	<b>747.00K</b>
<b>Average Closed Price</b>	<b>\$157,817</b>			<b>\$130,574</b>	<b>\$153,675</b>	<b>\$192,689</b>	<b>\$249,000</b>

# February 2020



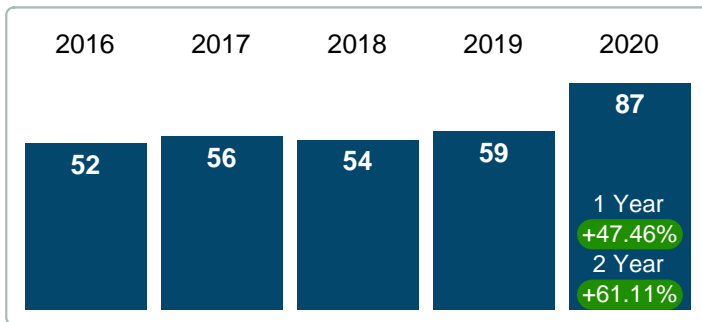
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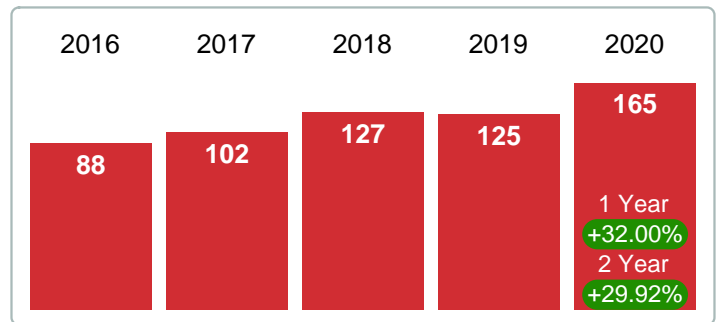
## PENDING LISTINGS

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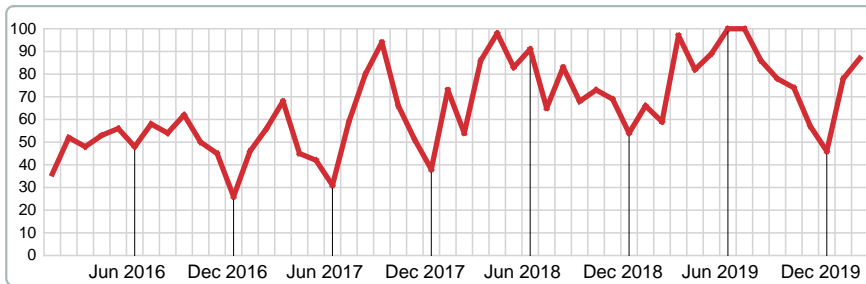
### FEBRUARY



### YEAR TO DATE (YTD)

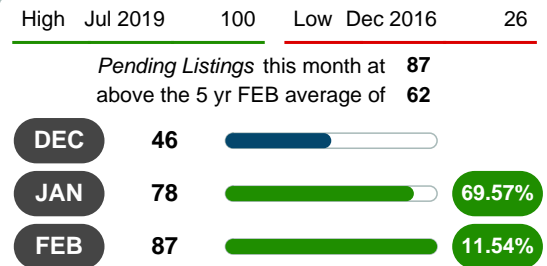


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.05%	11.6	6	1	0	0
\$30,001 - \$60,000	11	12.64%	25.9	6	5	0	0
\$60,001 - \$100,000	14	16.09%	52.4	7	7	0	0
\$100,001 - \$160,000	23	26.44%	48.6	3	16	4	0
\$160,001 - \$230,000	12	13.79%	43.6	2	5	5	0
\$230,001 - \$330,000	11	12.64%	69.6	0	8	2	1
\$330,001 and up	9	10.34%	73.0	2	6	1	0
<b>Total Pending Units</b>	<b>87</b>			<b>26</b>	<b>48</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>14,435,900</b>	<b>100%</b>	<b>30.0</b>	<b>2.90M</b>	<b>8.87M</b>	<b>2.38M</b>	<b>285.00K</b>
<b>Average Listing Price</b>	<b>\$87,833</b>			<b>\$111,723</b>	<b>\$184,813</b>	<b>\$197,925</b>	<b>\$285,000</b>

# February 2020



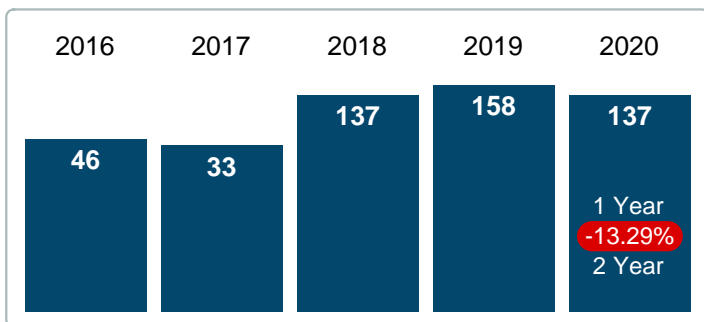
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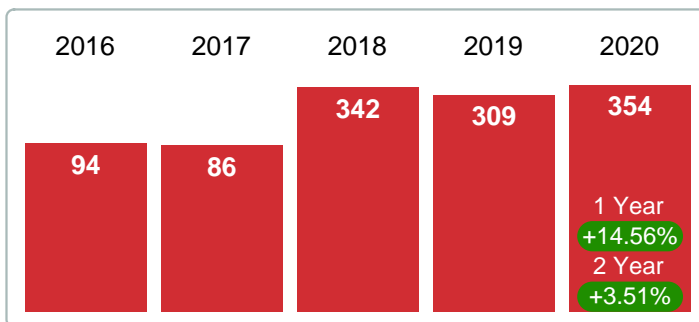
## NEW LISTINGS

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

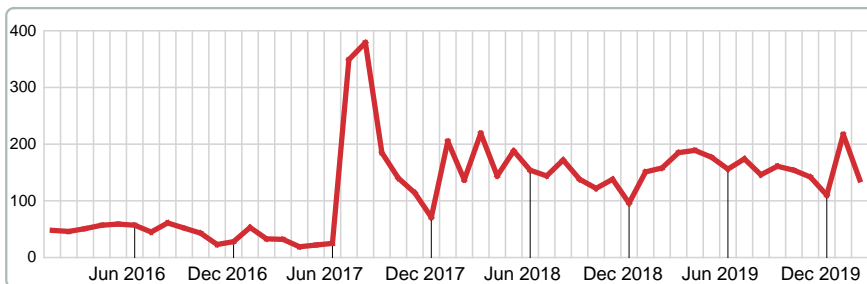
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 102

High Aug 2017 379 Low Apr 2017 19

New Listings this month at 137  
above the 5 yr FEB average of 102



### 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	10	7.30%	10	0	0	0
\$10,001 - \$30,000	15	10.95%	13	2	0	0
\$30,001 - \$70,000	26	18.98%	17	9	0	0
\$70,001 - \$150,000	36	26.28%	11	21	3	1
\$150,001 - \$240,000	17	12.41%	4	10	1	2
\$240,001 - \$440,000	19	13.87%	2	9	5	3
\$440,001 and up	14	10.22%	7	4	2	1
<b>Total New Listed Units</b>	<b>137</b>		<b>64</b>	<b>55</b>	<b>11</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>25,083,699</b>	<b>100%</b>	<b>9.29M</b>	<b>10.15M</b>	<b>3.59M</b>	<b>2.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$36,667</b>		<b>\$145,189</b>	<b>\$184,485</b>	<b>\$326,655</b>	<b>\$293,100</b>

# February 2020



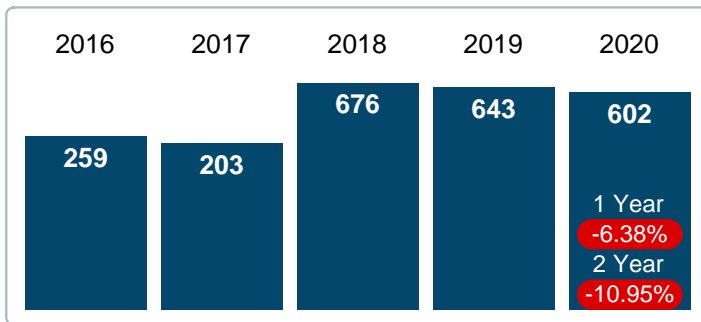
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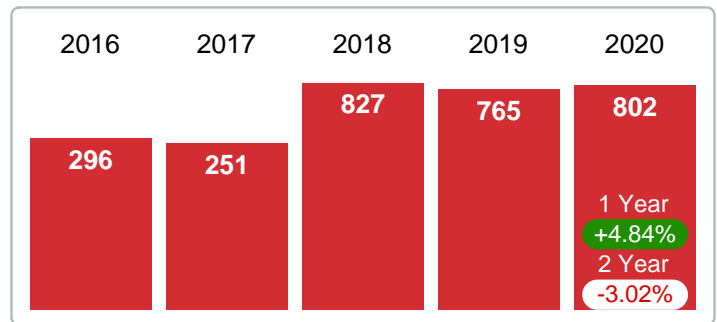
## ACTIVE INVENTORY

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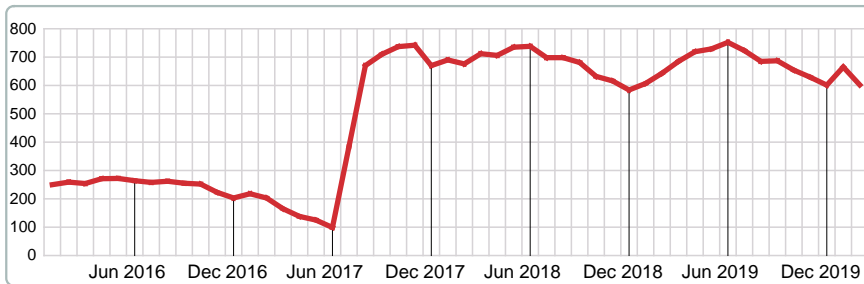
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

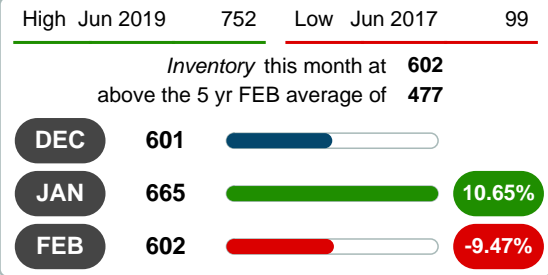


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 477



### 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	94	15.61%	97.2	92	2	0	0
\$25,001-\$50,000	127	21.10%	114.9	124	3	0	0
\$50,001-\$150,000	150	24.92%	108.0	82	59	6	3
\$150,001-\$250,000	85	14.12%	83.8	31	43	8	3
\$250,001-\$475,000	86	14.29%	82.9	24	27	26	9
\$475,001 and up	60	9.97%	81.6	28	9	16	7
<b>Total Active Inventory by Units</b>	<b>602</b>			<b>381</b>	<b>143</b>	<b>56</b>	<b>22</b>
<b>Total Active Inventory by Volume</b>	<b>126,460,667</b>	<b>100%</b>	<b>98.1</b>	<b>62.92M</b>	<b>30.63M</b>	<b>22.67M</b>	<b>10.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$210,068</b>			<b>\$165,147</b>	<b>\$214,191</b>	<b>\$404,854</b>	<b>\$465,391</b>

# February 2020



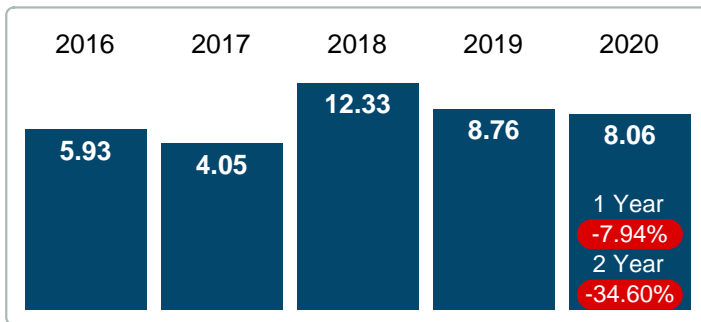
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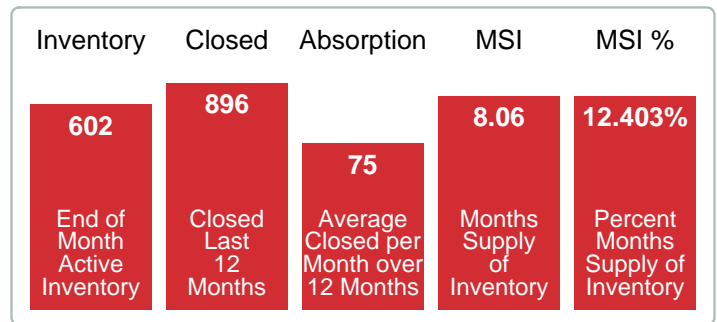
## MONTHS SUPPLY of INVENTORY (MSI)

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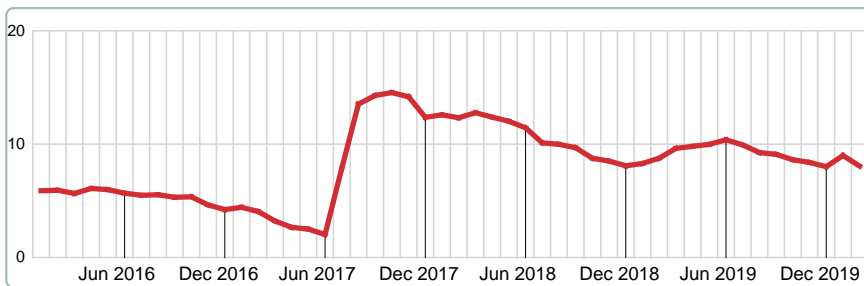
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

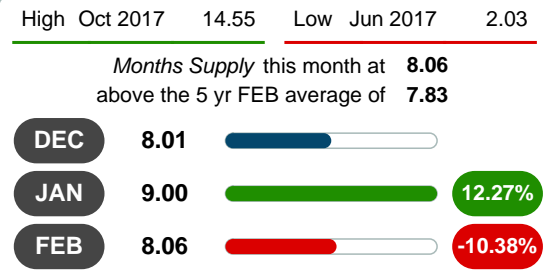


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7.83



### 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	10.80%	17.73	17.73	0.00	0.00	0.00
\$20,001 - \$30,000	11.46%	27.60	30.92	8.00	0.00	0.00
\$30,001 - \$50,000	14.45%	18.00	26.53	1.89	0.00	0.00
\$50,001 - \$150,000	24.92%	5.01	7.24	3.73	2.57	7.20
\$150,001 - \$260,000	15.45%	3.89	10.67	2.83	2.72	12.00
\$260,001 - \$470,000	12.46%	9.78	15.75	7.26	9.78	9.82
\$470,001 and up	10.47%	29.08	32.73	20.00	27.43	42.00
Market Supply of Inventory (MSI)		8.06	14.89	3.80	5.74	12.57
Total Active Inventory by Units	100%	602	381	143	56	22

# February 2020



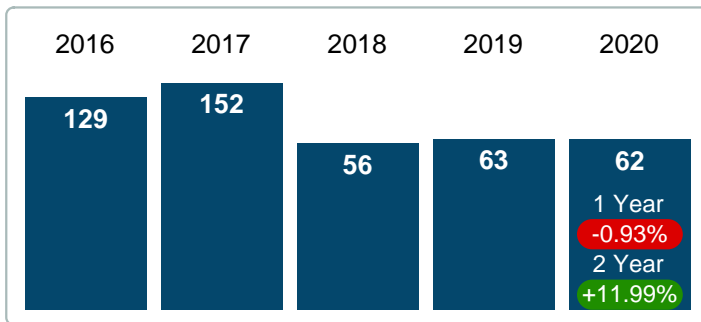
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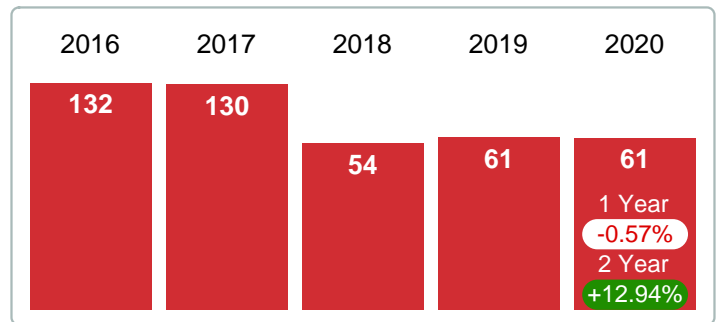
## AVERAGE DAYS ON MARKET TO SALE

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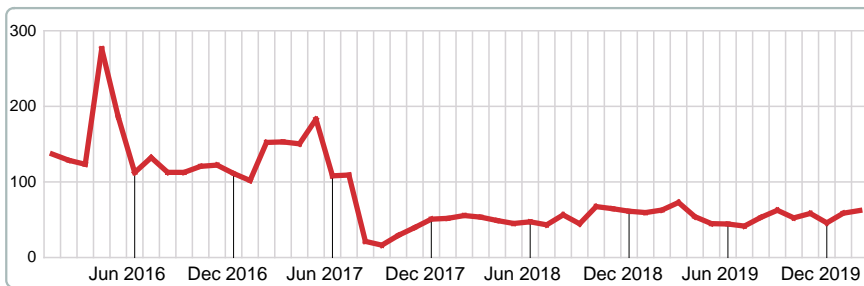
### FEBRUARY



### YEAR TO DATE (YTD)

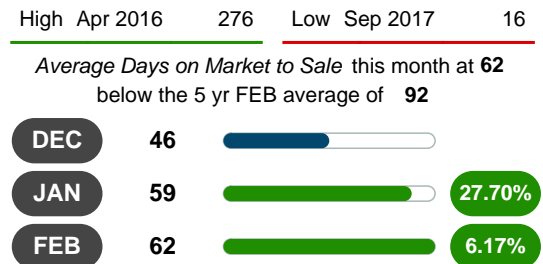


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 92



### 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	3.39%	17	7	0	27	0
\$25,001 - \$75,000	15.25%	120	131	27	0	0
\$75,001 - \$100,000	18.64%	38	45	35	0	56
\$100,001 - \$150,000	18.64%	62	83	57	58	0
\$150,001 - \$225,000	18.64%	45	27	48	42	0
\$225,001 - \$300,000	18.64%	73	121	55	67	153
\$300,001 and up	6.78%	41	16	0	17	113
<b>Average Closed DOM</b>		<b>62</b>	<b>88</b>	<b>47</b>	<b>49</b>	<b>107</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>62</b>	<b>17</b>	<b>30</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,311,200</b>	<b>2.22M</b>	<b>4.61M</b>	<b>1.73M</b>	<b>747.00K</b>

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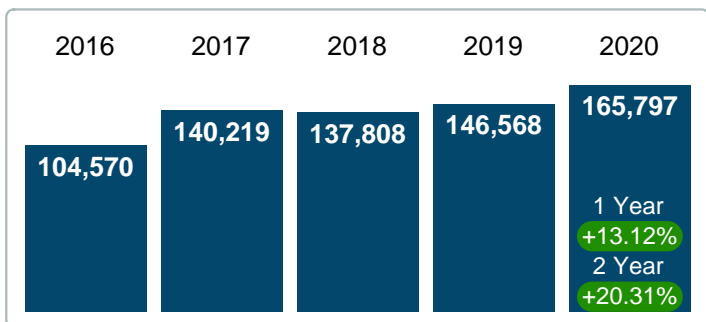
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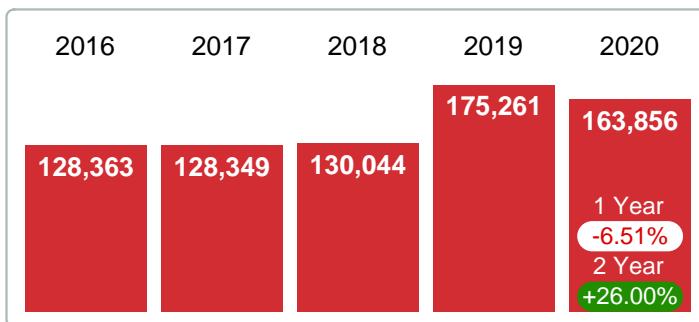
## AVERAGE LIST PRICE AT CLOSING

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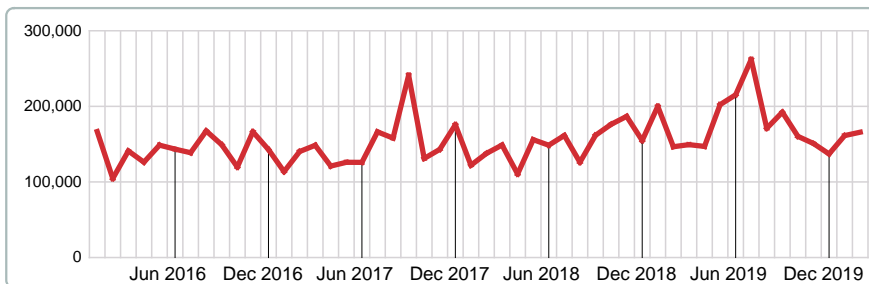
### FEBRUARY



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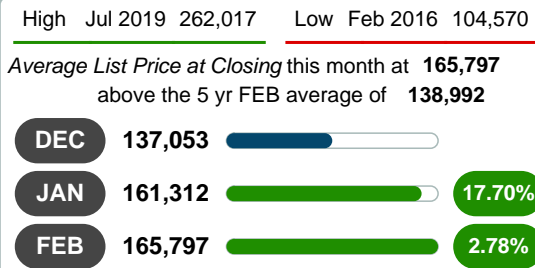


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 138,992



### 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	1.69%	24,900	30,000	0	24,900	0
\$25,001 - \$75,000	16.95%	38,640	39,550	40,000	0	0
\$75,001 - \$100,000	13.56%	91,888	125,000	93,450	0	97,500
\$100,001 - \$150,000	25.42%	128,403	124,000	130,814	126,200	0
\$150,001 - \$225,000	15.25%	188,456	204,400	185,456	193,950	0
\$225,001 - \$300,000	16.95%	261,355	265,000	265,792	276,300	325,000
\$300,001 and up	10.17%	399,983	539,950	0	325,000	365,000
<b>Average List Price</b>		<b>165,797</b>	<b>140,806</b>	<b>159,390</b>	<b>202,122</b>	<b>262,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,797</b>	<b>17</b>	<b>30</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,782,000</b>	<b>2.39M</b>	<b>4.78M</b>	<b>1.82M</b>	<b>787.50K</b>



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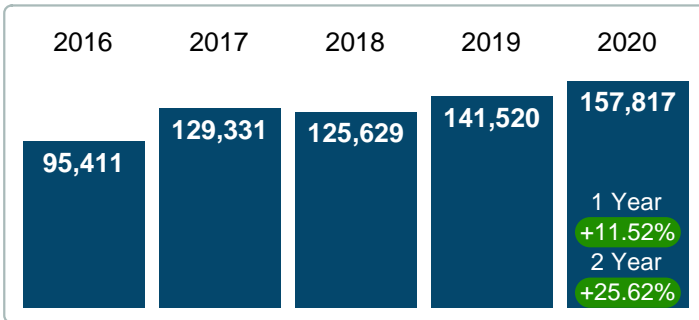
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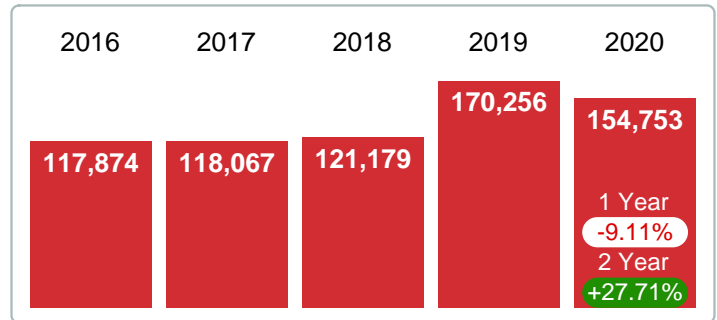
## AVERAGE SOLD PRICE AT CLOSING

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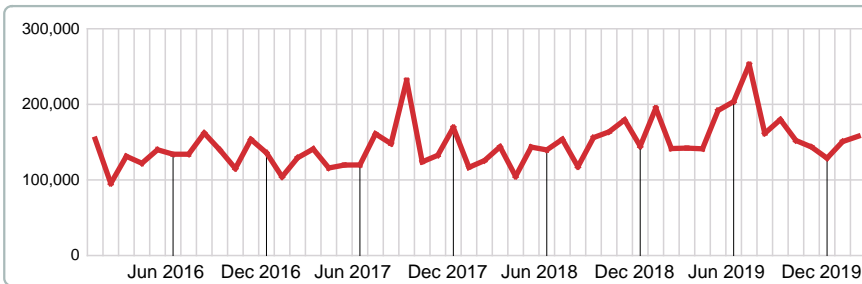
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

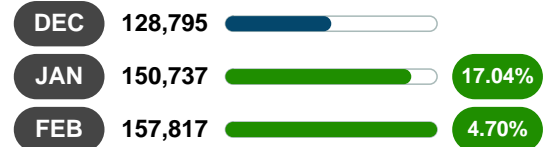


### 3 MONTHS

5 year FEB AVG = 129,942

High Jul 2019 252,763 Low Feb 2016 95,411

Average Sold Price at Closing this month at **157,817** above the 5 yr FEB average of **129,942**



### 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	3.39%	24,450	25,000	0	23,900	0
\$25,001 - \$75,000	15.25%	36,028	36,500	32,250	0	0
\$75,001 - \$100,000	18.64%	91,809	97,500	89,738	0	97,000
\$100,001 - \$150,000	18.64%	124,009	115,000	128,086	118,750	0
\$150,001 - \$225,000	18.64%	179,377	182,750	176,813	187,950	0
\$225,001 - \$300,000	18.64%	261,900	245,000	258,167	262,300	300,000
\$300,001 and up	6.78%	427,500	525,000	0	310,000	350,000
<b>Average Sold Price</b>		<b>157,817</b>	<b>130,574</b>	<b>153,675</b>	<b>192,689</b>	<b>249,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>157,817</b>	<b>17</b>	<b>30</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>9,311,200</b>	<b>2.22M</b>	<b>4.61M</b>	<b>1.73M</b>	<b>747.00K</b>

# February 2020



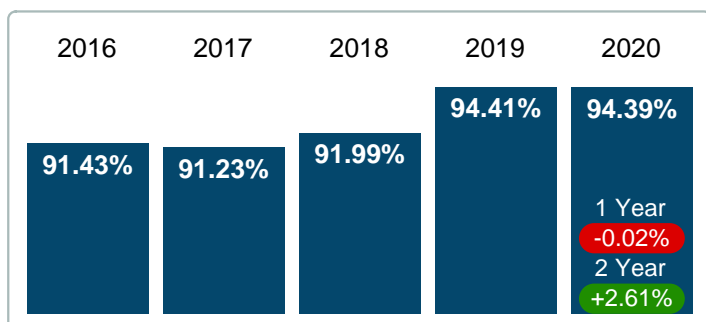
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



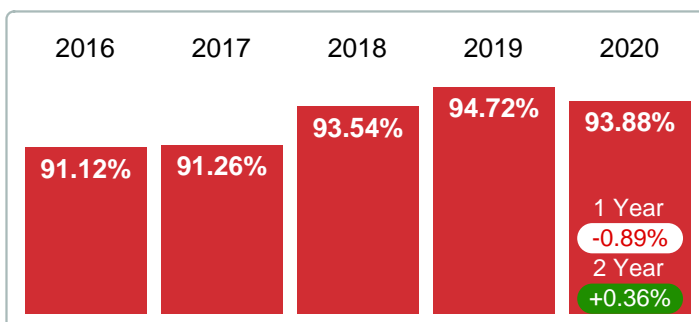
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

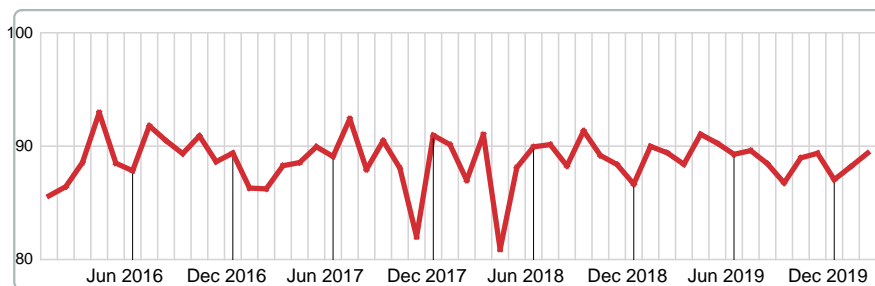
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

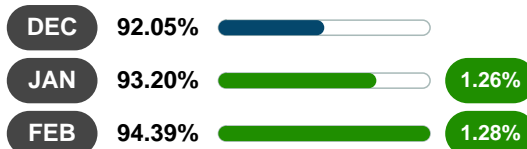


### 3 MONTHS

5 year FEB AVG = 92.69%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **94.39%**  
above the 5 yr FEB average of **92.69%**



### 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	3.39%	89.66%	83.33%	0.00%	95.98%	0.00%
\$25,001 - \$75,000	9	15.25%	91.04%	92.34%	80.63%	0.00%	0.00%
\$75,001 - \$100,000	11	18.64%	93.35%	78.00%	96.42%	0.00%	99.49%
\$100,001 - \$150,000	11	18.64%	96.19%	92.84%	97.76%	94.04%	0.00%
\$150,001 - \$225,000	11	18.64%	95.44%	89.41%	95.90%	96.60%	0.00%
\$225,001 - \$300,000	11	18.64%	95.70%	92.45%	97.09%	95.12%	92.31%
\$300,001 and up	4	6.78%	95.74%	95.85%	0.00%	95.38%	95.89%
Average Sold/List Ratio		94.40%		90.43%	96.20%	95.33%	95.90%
Total Closed Units		59	100%	17	30	9	3
Total Closed Volume		9,311,200		2.22M	4.61M	1.73M	747.00K

# February 2020



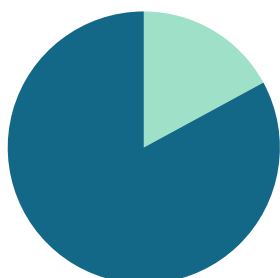
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

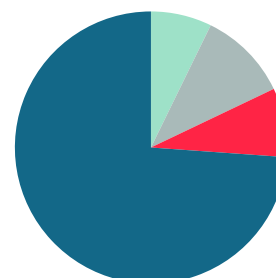


**Inventory**  
 New Listings  
**137 = 17.08%**  
 Start Inventory  
**665**  
 Total Inventory Units  
**802**  
 Volume  
**\$165,501,965**

### Market Activity

Closed Sales  
**59 = 7.24%**  
 Pending Sales  
**87 = 10.67%**  
 Other Off Market  
**67 = 8.22%**  
 Active Inventory  
**602 = 73.87%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	50	59	18.00%	108	104	-3.70%
Pending Sales	59	87	47.46%	125	165	32.00%
New Listings	158	137	-13.29%	309	354	14.56%
Average List Price	146,568	165,797	13.12%	175,261	163,856	-6.51%
Average Sale Price	141,520	157,817	11.52%	170,256	154,753	-9.11%
Average Percent of Selling Price to List Price	94.41%	94.39%	-0.02%	94.72%	93.88%	-0.89%
Average Days on Market to Sale	62.82	62.24	-0.93%	61.02	60.67	-0.57%
Monthly Inventory	643	602	-6.38%	643	602	-6.38%
Months Supply of Inventory	8.76	8.06	-7.94%	8.76	8.06	-7.94%

**Absorption:** Last 12 months, an Average of **75** Sales/Month

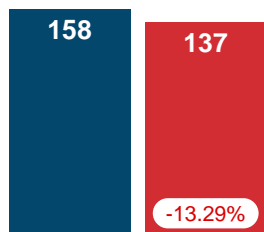
**Inventory** on February 29, 2020 = **602**

**2019** **2020**

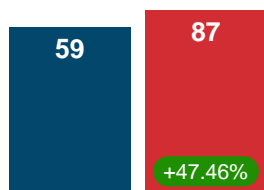
### FEBRUARY MARKET

### AVERAGE PRICES

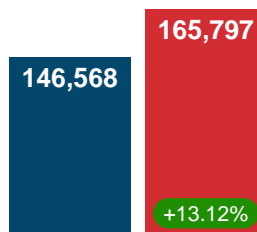
#### New Listings



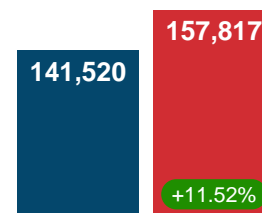
#### Pending Listings



#### List Price



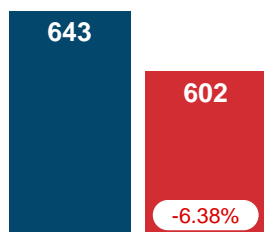
#### Sale Price



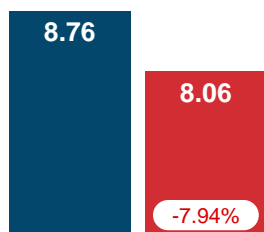
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

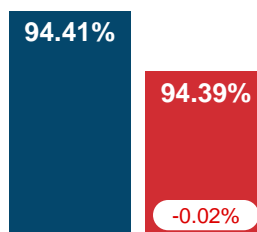
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

