

February 2020



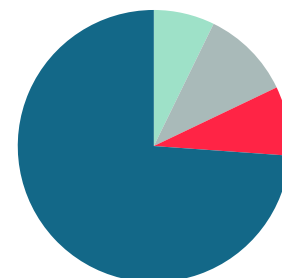
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	50	59	18.00%
Pending Listings	59	87	47.46%
New Listings	158	137	-13.29%
Median List Price	114,450	129,000	12.71%
Median Sale Price	103,000	127,500	23.79%
Median Percent of Selling Price to List Price	96.56%	95.89%	-0.70%
Median Days on Market to Sale	52.00	32.00	-38.46%
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.

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 **23.79%** in February 2020 to \$127,500 versus the previous year at \$103,000.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 20.00 days or **38.46%** in February 2020 compared to last year's same month at **52.00** DOM.

Sales Success for February 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 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.

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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. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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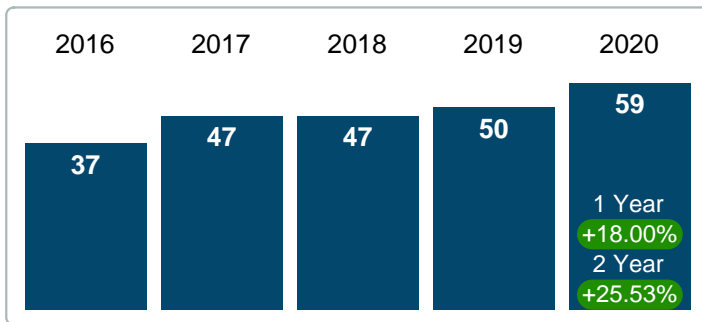
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



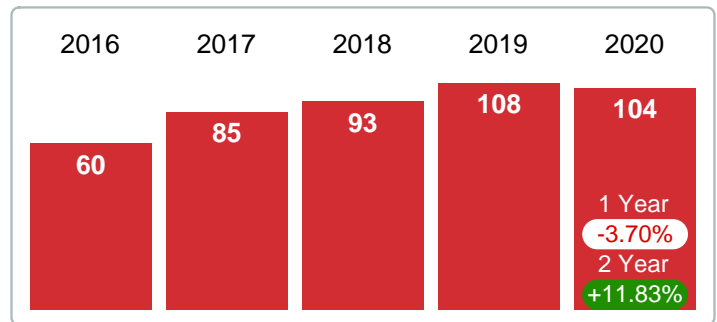
CLOSED LISTINGS

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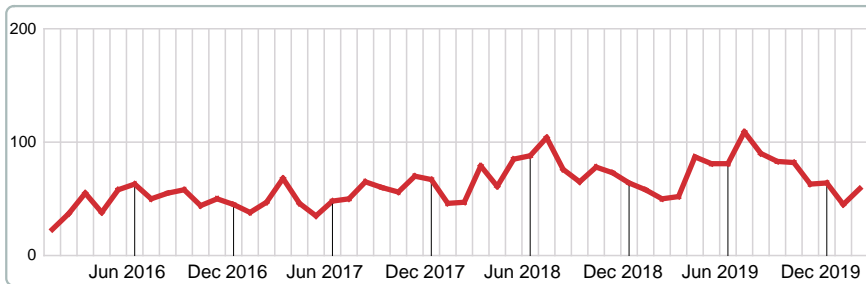
FEBRUARY



YEAR TO DATE (YTD)

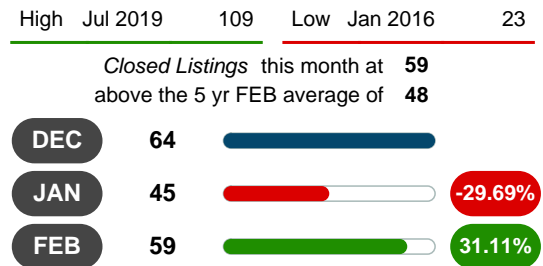


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	3.39%	17.0	1	0	1	0
\$30,001 - \$80,000	10	16.95%	24.0	8	2	0	0
\$80,001 - \$100,000	10	16.95%	45.0	2	7	0	1
\$100,001 - \$150,000	11	18.64%	66.0	2	7	2	0
\$150,001 - \$230,000	13	22.03%	27.0	1	10	2	0
\$230,001 - \$300,000	9	15.25%	28.0	1	4	3	1
\$300,001 and up	4	6.78%	24.0	2	0	1	1
Total Closed Units	59			17	30	9	3
Total Closed Volume	9,311,200	100%	32.0	2.22M	4.61M	1.73M	747.00K
Median Closed Price	\$127,500			\$51,000	\$145,000	\$216,000	\$300,000

February 2020



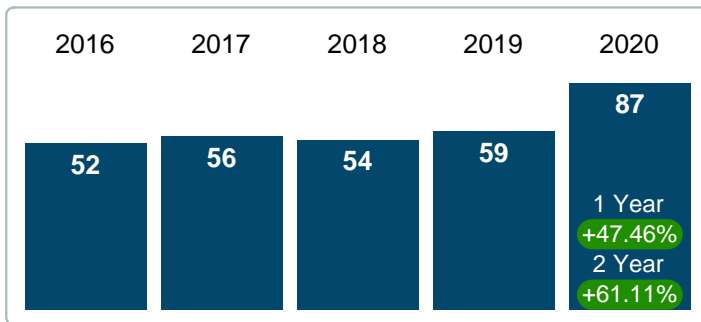
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



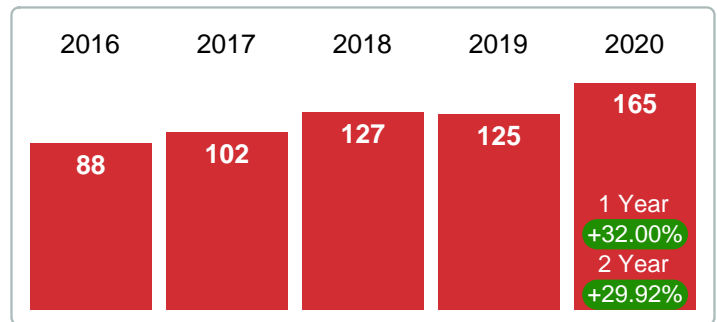
PENDING LISTINGS

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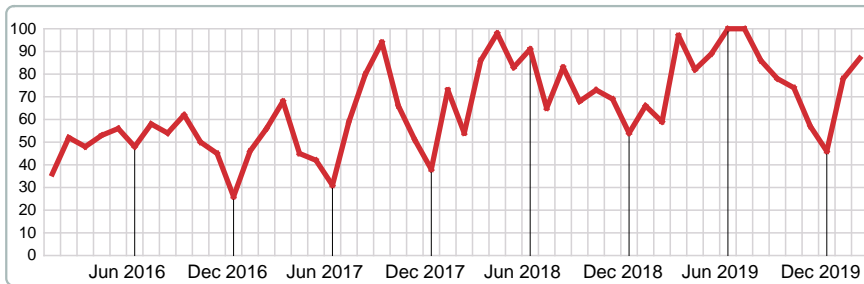
FEBRUARY



YEAR TO DATE (YTD)

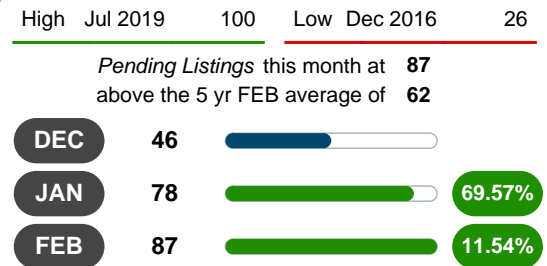


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.05%	4.0	6	1	0	0
\$30,001 - \$60,000	11	12.64%	5.0	6	5	0	0
\$60,001 - \$100,000	14	16.09%	36.0	7	7	0	0
\$100,001 - \$160,000	23	26.44%	24.0	3	16	4	0
\$160,001 - \$230,000	12	13.79%	28.5	2	5	5	0
\$230,001 - \$330,000	11	12.64%	19.0	0	8	2	1
\$330,001 and up	9	10.34%	104.0	2	6	1	0
Total Pending Units	87			26	48	12	1
Total Pending Volume	14,435,900	100%	24.0	2.90M	8.87M	2.38M	285.00K
Median Listing Price	\$124,900			\$69,950	\$137,400	\$174,200	\$285,000

February 2020



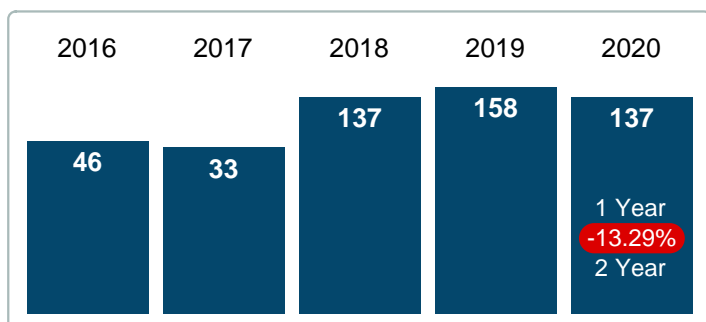
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



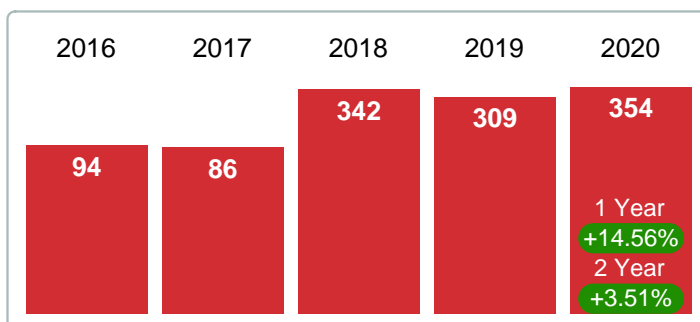
NEW LISTINGS

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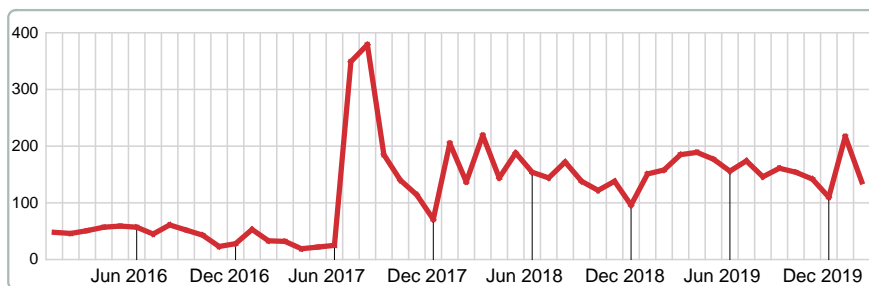
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

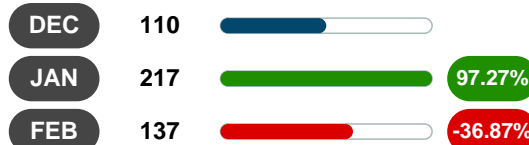


3 MONTHS

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
Total New Listed Units	137		64	55	11	7
Total New Listed Volume	25,083,699	100%	9.29M	10.15M	3.59M	2.05M
Median New Listed Listing Price	\$125,000		\$43,750	\$139,900	\$259,900	\$265,000

February 2020



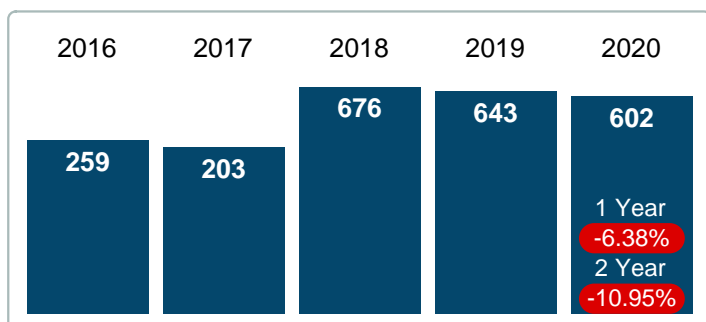
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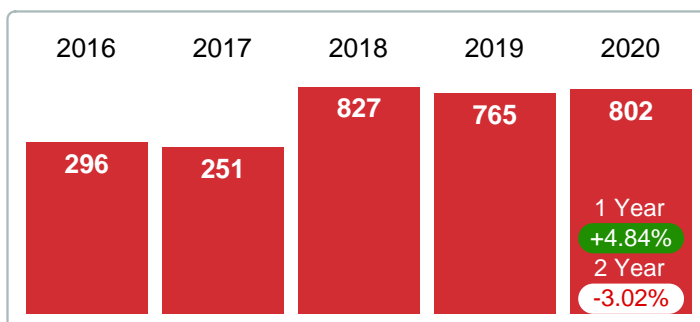
ACTIVE INVENTORY

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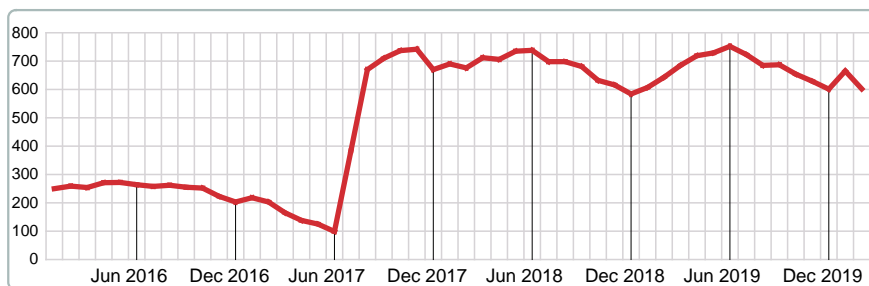
END OF FEBRUARY



ACTIVE DURING FEBRUARY

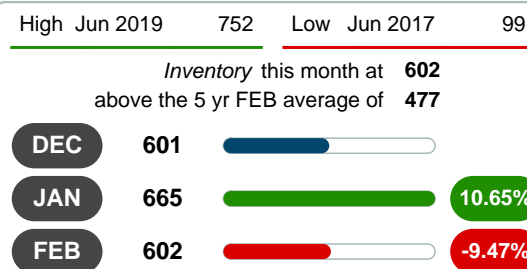


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 477



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	65	10.80%	44.0	65	0	0	0
\$20,001 - \$30,000	69	11.46%	103.0	67	2	0	0
\$30,001 - \$50,000	87	14.45%	60.0	84	3	0	0
\$50,001 - \$150,000	150	24.92%	81.0	82	59	6	3
\$150,001 - \$260,000	93	15.45%	59.0	32	46	12	3
\$260,001 - \$470,000	75	12.46%	73.0	21	23	22	9
\$470,001 and up	63	10.47%	75.0	30	10	16	7
Total Active Inventory by Units		602		381	143	56	22
Total Active Inventory by Volume		126,460,667	100%	62.92M	30.63M	22.67M	10.24M
Median Active Inventory Listing Price		\$104,950		\$42,500	\$175,000	\$330,000	\$437,000

February 2020



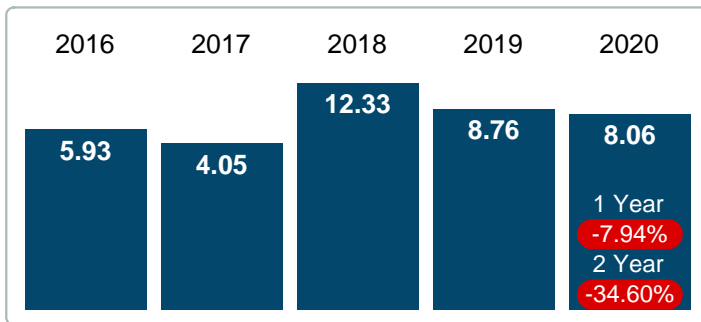
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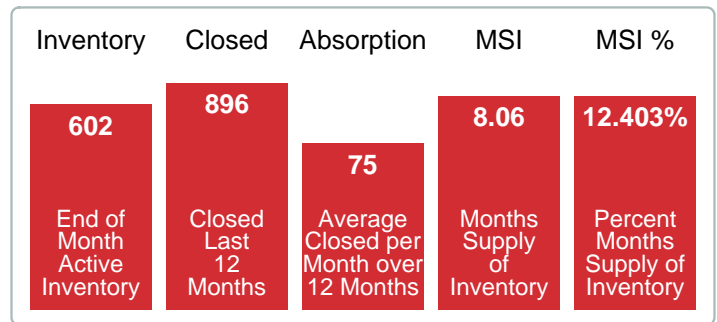
MONTHS SUPPLY of INVENTORY (MSI)

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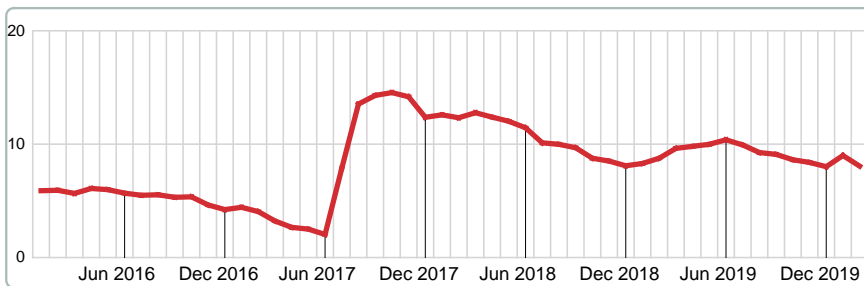
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

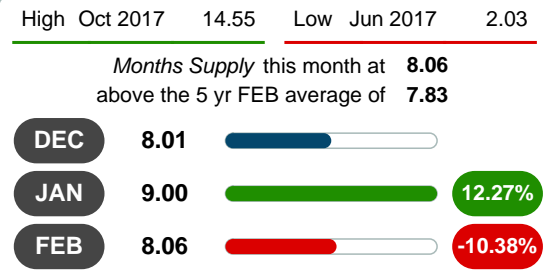


5 YEAR MARKET ACTIVITY TRENDS



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



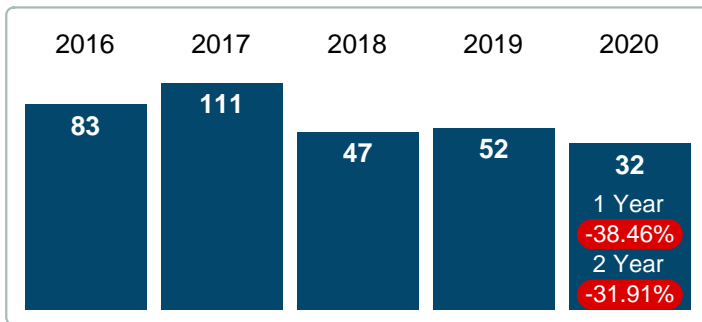
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



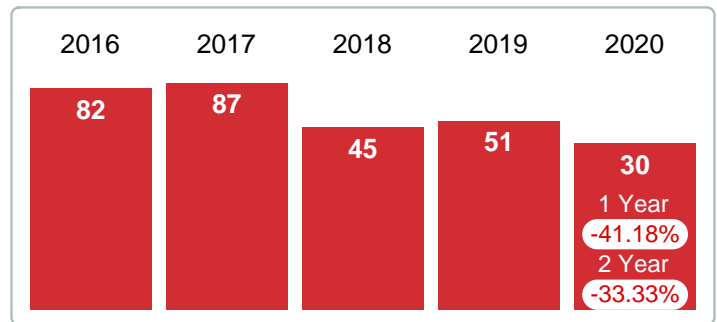
MEDIAN DAYS ON MARKET TO SALE

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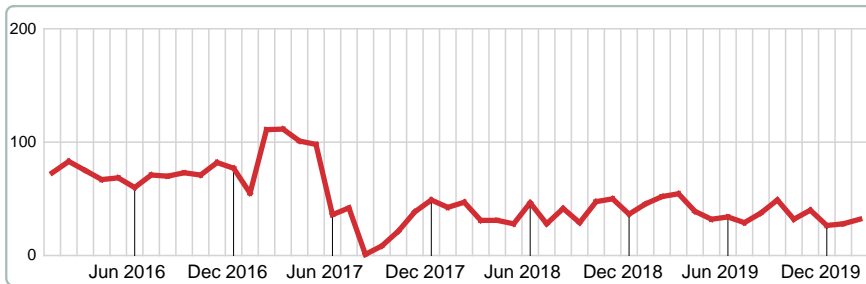
FEBRUARY



YEAR TO DATE (YTD)

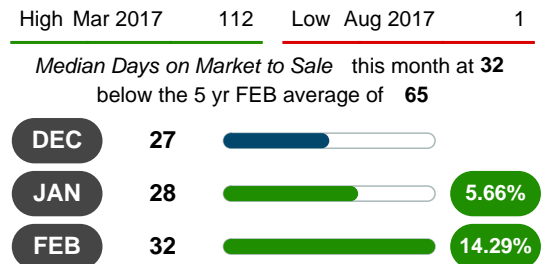


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 65



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	
\$30,000 and less	3.39%	17	7	0	27	0	
\$30,001 - \$80,000	16.95%	24	51	19	0	0	
\$80,001 - \$100,000	16.95%	45	45	8	0	56	
\$100,001 - \$150,000	18.64%	66	83	66	58	0	
\$150,001 - \$230,000	22.03%	27	27	48	42	0	
\$230,001 - \$300,000	15.25%	28	121	6	28	153	
\$300,001 and up	6.78%	24	16	0	17	113	
Median Closed DOM		32	45	25	28	113	
Total Closed Units	100%	59	32.0	17	30	9	3
Total Closed Volume		9,311,200	2.22M	4.61M	1.73M	747.00K	

February 2020



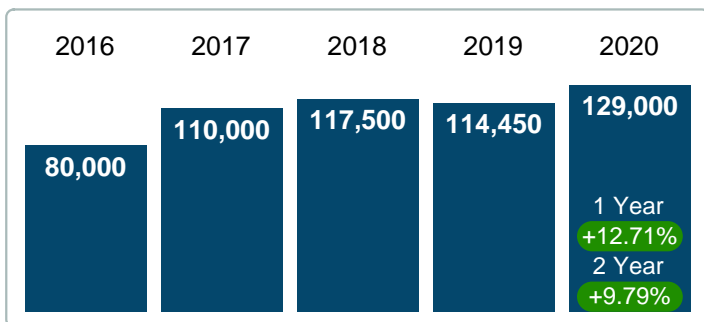
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



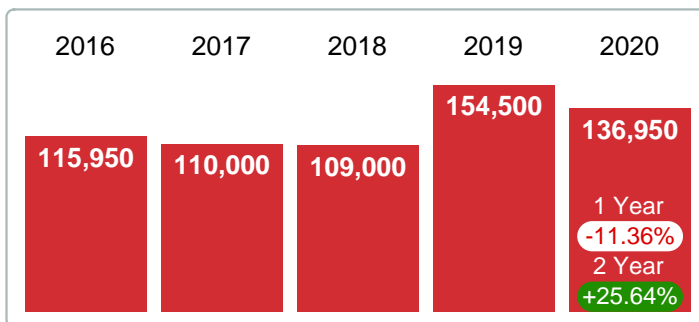
MEDIAN LIST PRICE AT CLOSING

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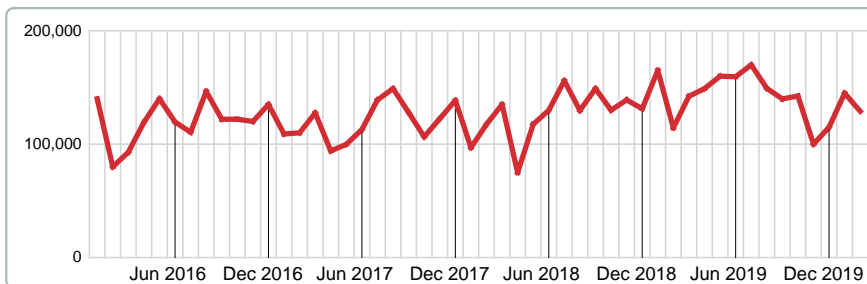
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

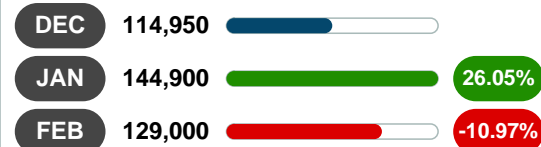


3 MONTHS

5 year FEB AVG = 110,190

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

Median List Price at Closing this month at **129,000**
above the 5 yr FEB average of **110,190**



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
\$30,000 and less	3.39%	27,450	30,000	0	24,900	0
\$30,001 - \$80,000	16.95%	38,000	38,000	60,000	0	0
\$80,001 - \$100,000	11.86%	91,900	0	91,450	0	97,500
\$100,001 - \$150,000	25.42%	125,000	125,000	129,000	126,200	0
\$150,001 - \$230,000	18.64%	189,900	204,400	187,450	193,950	0
\$230,001 - \$300,000	13.56%	274,950	265,000	264,900	290,000	0
\$300,001 and up	10.17%	342,450	539,950	305,000	325,000	345,000
Median List Price		129,000	54,900	147,425	218,000	325,000
Total Closed Units	100%	129,000	17	30	9	3
Total Closed Volume		9,782,000	2.39M	4.78M	1.82M	787.50K

February 2020



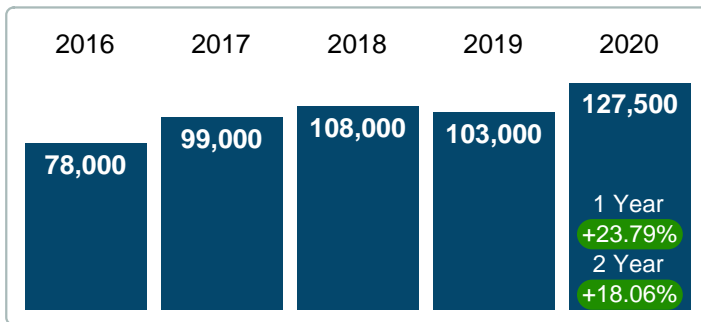
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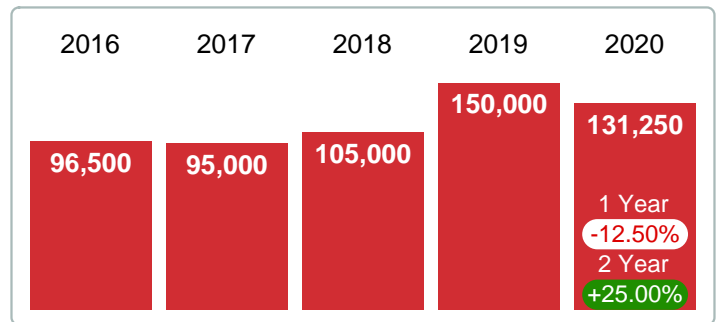
MEDIAN SOLD PRICE AT CLOSING

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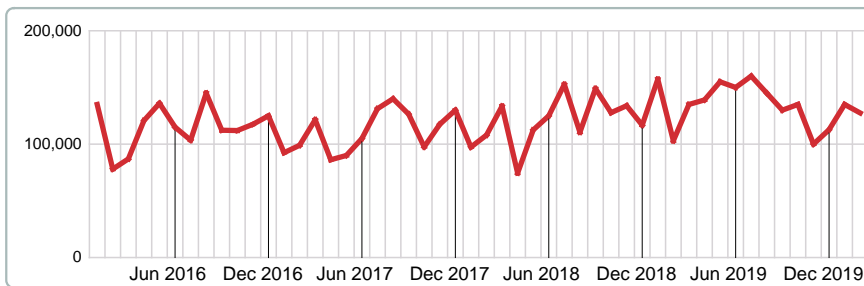
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

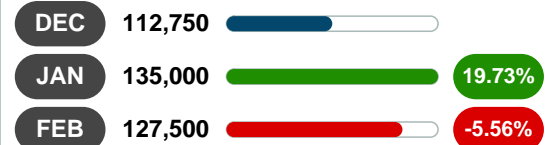


3 MONTHS

5 year FEB AVG = 103,100

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

Median Sold Price at Closing this month at **127,500** above the 5 yr FEB average of **103,100**



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
\$30,000 and less	3.39%	24,450	25,000	0	23,900	0
\$30,001 - \$80,000	16.95%	35,000	35,000	56,125	0	0
\$80,001 - \$100,000	16.95%	94,250	97,500	90,000	0	97,000
\$100,001 - \$150,000	18.64%	122,000	115,000	125,000	118,750	0
\$150,001 - \$230,000	22.03%	185,000	182,750	185,000	187,950	0
\$230,001 - \$300,000	15.25%	275,000	245,000	277,500	250,000	300,000
\$300,001 and up	6.78%	340,000	525,000	0	310,000	350,000
Median Sold Price		127,500	51,000	145,000	216,000	300,000
Total Closed Units	100%	127,500	17	30	9	3
Total Closed Volume		9,311,200	2.22M	4.61M	1.73M	747.00K

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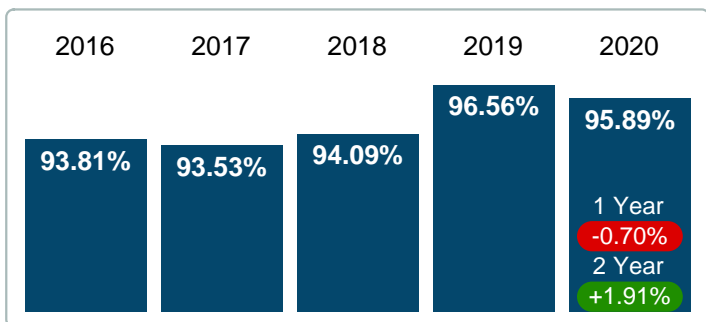
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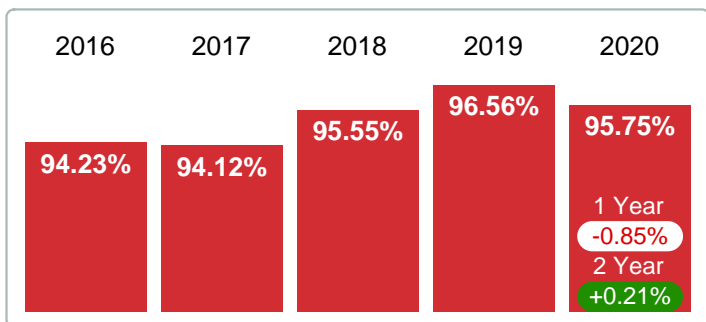
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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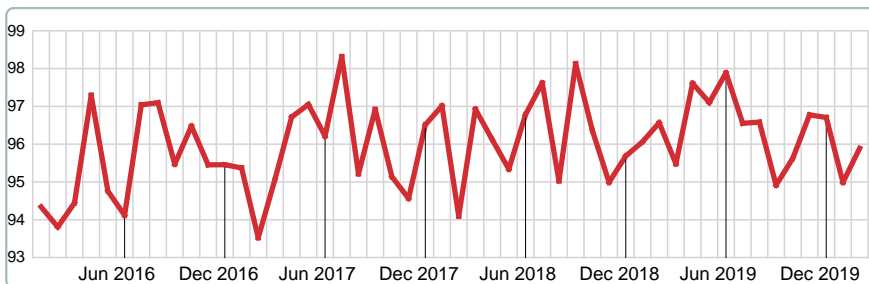
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

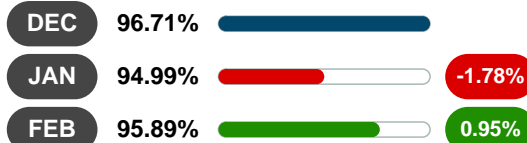


3 MONTHS

5 year FEB AVG = 94.78%

High Jul 2017 98.32% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **95.89%**
above the 5 yr FEB average of **94.78%**



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
\$30,000 and less	2	3.39%	89.66%	83.33%	0.00%	95.98%	0.00%
\$30,001 - \$80,000	10	16.95%	92.11%	92.11%	90.31%	0.00%	0.00%
\$80,001 - \$100,000	10	16.95%	97.17%	78.00%	97.25%	0.00%	99.49%
\$100,001 - \$150,000	11	18.64%	96.67%	92.84%	97.46%	94.04%	0.00%
\$150,001 - \$230,000	13	22.03%	97.42%	89.41%	98.17%	96.60%	0.00%
\$230,001 - \$300,000	9	15.25%	96.77%	92.45%	97.35%	99.17%	92.31%
\$300,001 and up	4	6.78%	95.64%	95.85%	0.00%	95.38%	95.89%
Median Sold/List Ratio		95.89%		92.11%	97.44%	95.98%	95.89%
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



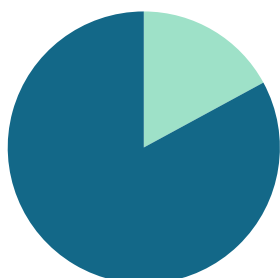
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

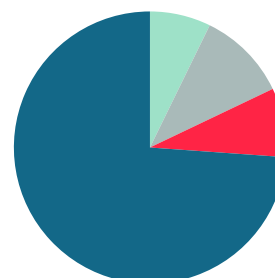


Inventory
 New Listings
137 = 17.08%
 Start Inventory
665
 Total Inventory Units
802
 Volume
\$165,501,965

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%
Median List Price	114,450	129,000	12.71%	154,500	136,950	-11.36%
Median Sale Price	103,000	127,500	23.79%	150,000	131,250	-12.50%
Median Percent of Selling Price to List Price	96.56%	95.89%	-0.70%	96.56%	95.75%	-0.85%
Median Days on Market to Sale	52.00	32.00	-38.46%	51.00	30.00	-41.18%
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%

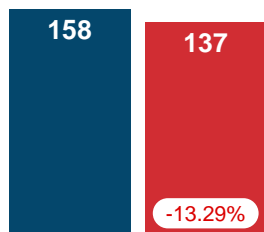
Absorption: Last 12 months, an Average of **75** Sales/Month

Inventory on February 29, 2020 = **602** 2019 2020

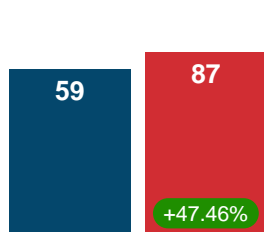
FEBRUARY MARKET

MEDIAN PRICES

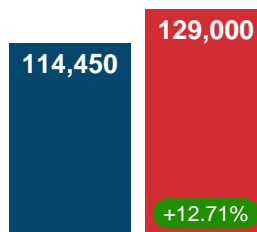
New Listings



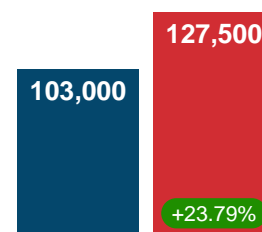
Pending Listings



List Price



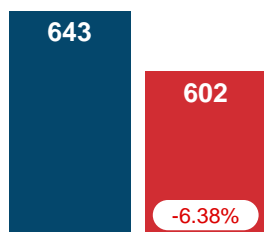
Sale Price



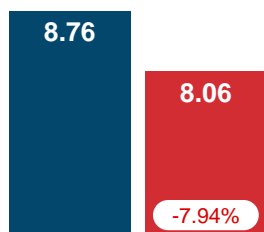
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

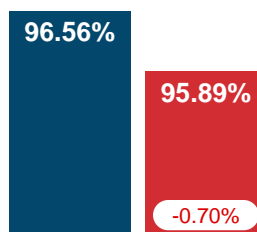
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

