

# January 2020



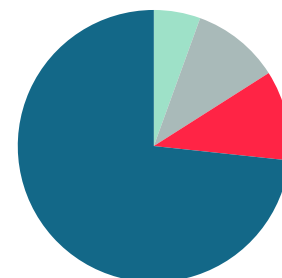
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	58	45	-22.41%
Pending Listings	66	85	28.79%
New Listings	151	217	43.71%
Average List Price	199,997	161,312	-19.34%
Average Sale Price	195,029	150,737	-22.71%
Average Percent of Selling Price to List Price	94.98%	93.20%	-1.88%
Average Days on Market to Sale	59.47	58.62	-1.42%
End of Month Inventory	607	596	-1.81%
Months Supply of Inventory	8.30	8.06	-2.81%



■ Closed (5.54%)  
■ Pending (10.46%)  
■ Other OffMarket (10.70%)  
■ Active (73.31%)

**Absorption:** Last 12 months, an Average of **74** Sales/Month  
**Active Inventory** as of January 31, 2020 = **596**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 decreased **1.81%** to 596 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **8.06** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **22.71%** in January 2020 to \$150,737 versus the previous year at \$195,029.

#### Average Days on Market Shortens

The average number of **58.62** days that homes spent on the market before selling decreased by 0.84 days or **1.42%** in January 2020 compared to last year's same month at **59.47** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 217 New Listings in January 2020, up **43.71%** from last year at 151. Furthermore, there were 45 Closed Listings this month versus last year at 58, a **-22.41%** decrease.

Closed versus Listed trends yielded a **20.7%** ratio, down from previous year's, January 2019, at **38.4%**, a **46.01%** downswing. 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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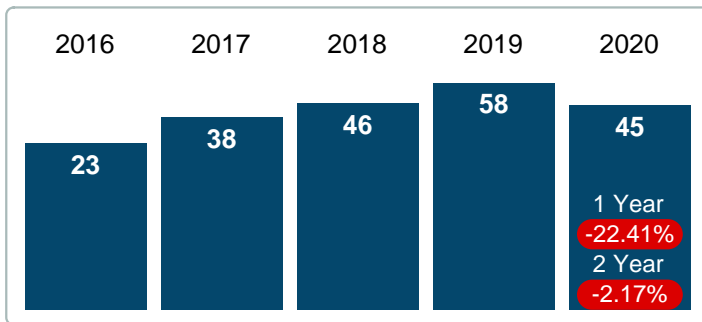
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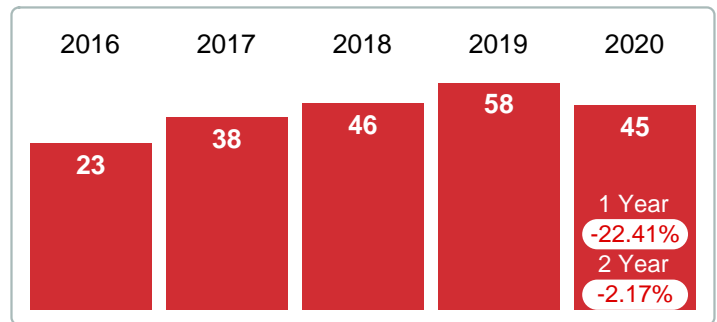
## CLOSED LISTINGS

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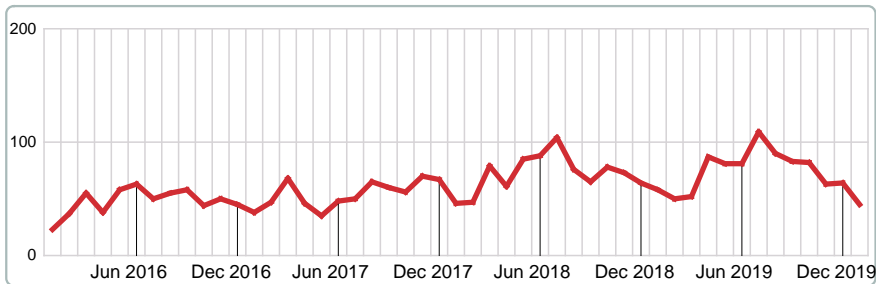
### JANUARY



### YEAR TO DATE (YTD)

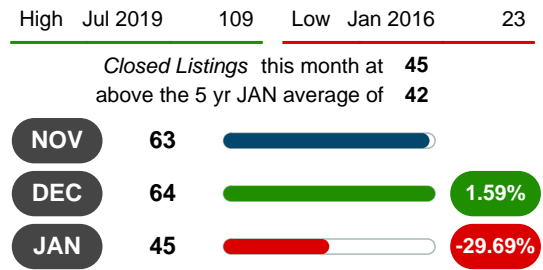


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 42



### 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	3	6.67%	84.0	3	0	0	0
\$25,001 - \$50,000	5	11.11%	22.2	4	1	0	0
\$50,001 - \$75,000	6	13.33%	47.8	5	1	0	0
\$75,001 - \$150,000	11	24.44%	77.0	4	5	2	0
\$150,001 - \$200,000	9	20.00%	56.0	1	6	1	1
\$200,001 - \$325,000	6	13.33%	66.0	2	3	0	1
\$325,001 and up	5	11.11%	48.2	1	1	3	0
<b>Total Closed Units</b>	<b>45</b>			<b>20</b>	<b>17</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,783,150</b>	<b>100%</b>	<b>58.6</b>	<b>1.97M</b>	<b>2.84M</b>	<b>1.51M</b>	<b>460.00K</b>
<b>Average Closed Price</b>	<b>\$150,737</b>			<b>\$98,700</b>	<b>\$166,932</b>	<b>\$251,883</b>	<b>\$230,000</b>

# January 2020



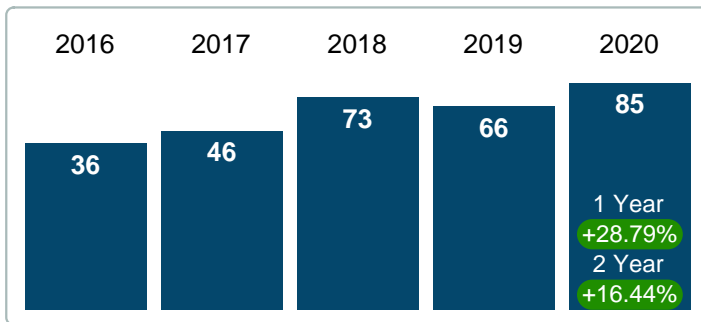
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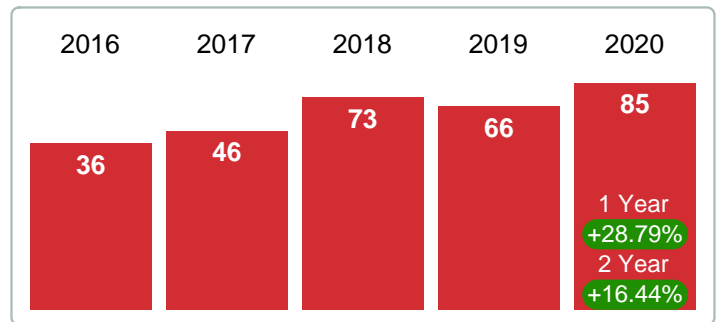
## PENDING LISTINGS

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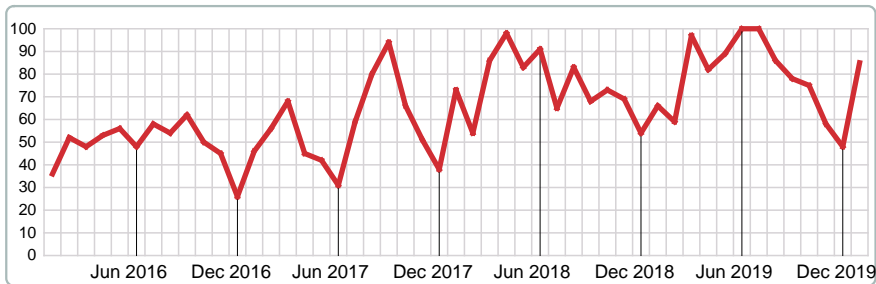
### JANUARY



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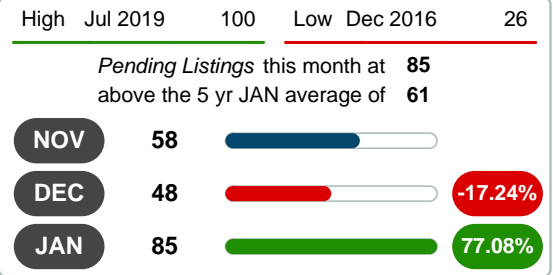


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### 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	11.76%	20.1	8	1	1	0
\$40,001 - \$90,000	8	9.41%	31.1	6	2	0	0
\$90,001 - \$120,000	11	12.94%	57.0	2	8	1	0
\$120,001 - \$190,000	25	29.41%	64.3	6	16	3	0
\$190,001 - \$240,000	11	12.94%	54.1	1	7	3	0
\$240,001 - \$360,000	11	12.94%	48.2	1	5	5	0
\$360,001 and up	9	10.59%	53.1	3	2	2	2
<b>Total Pending Units</b>	<b>85</b>			<b>27</b>	<b>41</b>	<b>15</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,724,434</b>	<b>100%</b>	<b>67.4</b>	<b>10.19M</b>	<b>7.92M</b>	<b>3.88M</b>	<b>733.90K</b>
<b>Average Listing Price</b>	<b>\$141,144</b>			<b>\$377,351</b>	<b>\$193,289</b>	<b>\$258,480</b>	<b>\$366,950</b>

# January 2020



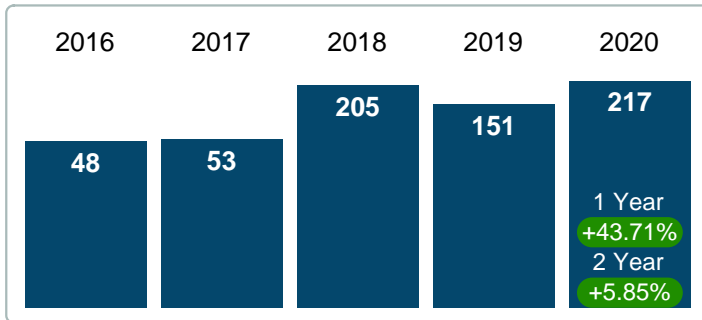
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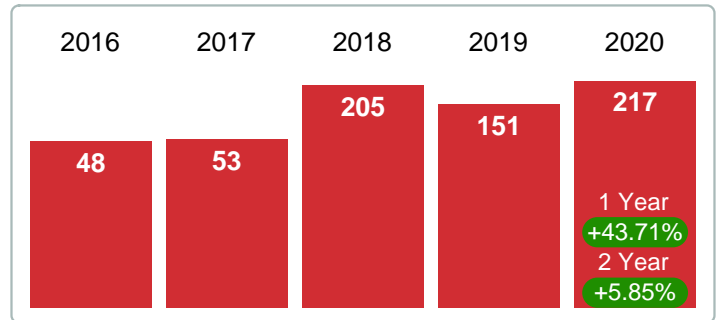
## NEW LISTINGS

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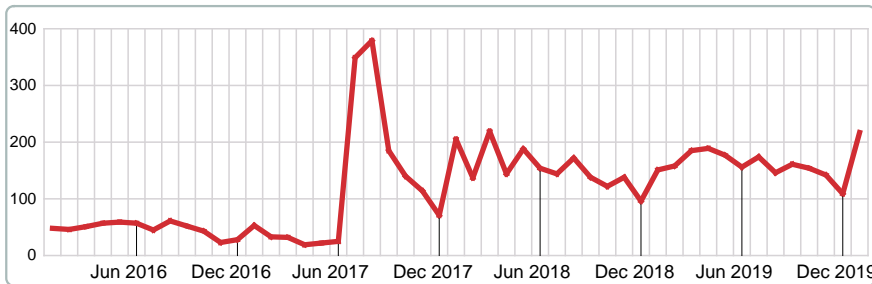
### JANUARY



### YEAR TO DATE (YTD)

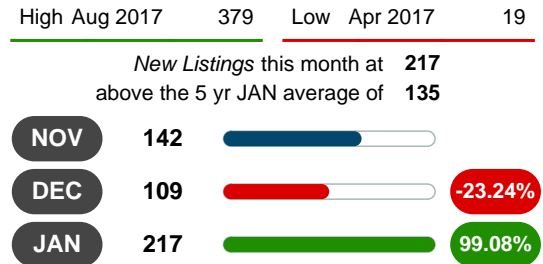


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 135



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.46%	1	0	0	0
\$10,001 - \$30,000	36	16.59%	35	1	0	0
\$30,001 - \$60,000	44	20.28%	41	3	0	0
\$60,001 - \$170,000	53	24.42%	21	28	4	0
\$170,001 - \$260,000	34	15.67%	8	18	8	0
\$260,001 - \$430,000	27	12.44%	6	10	11	0
\$430,001 and up	22	10.14%	7	4	6	5
<b>Total New Listed Units</b>	<b>217</b>		<b>119</b>	<b>64</b>	<b>29</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>42,116,938</b>	<b>100%</b>	<b>14.98M</b>	<b>13.17M</b>	<b>9.90M</b>	<b>4.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$73,333</b>		<b>\$125,879</b>	<b>\$205,708</b>	<b>\$341,517</b>	<b>\$813,600</b>

# January 2020



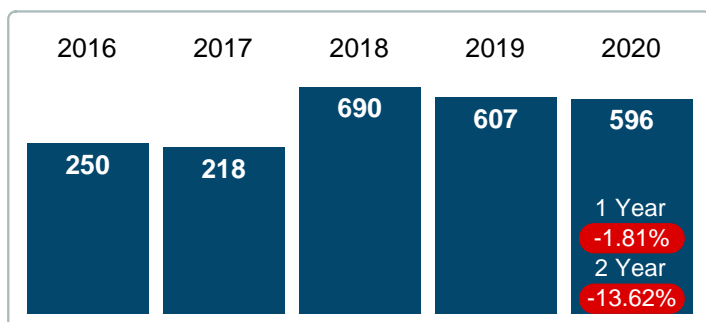
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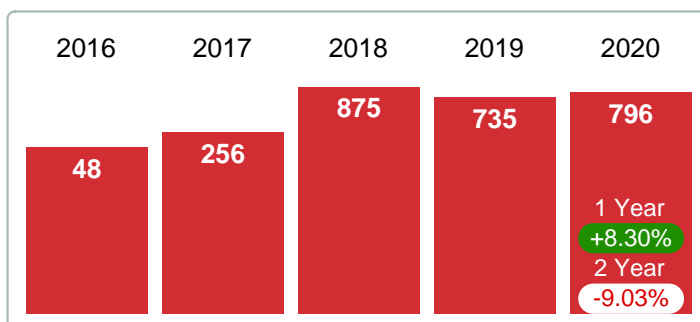
## ACTIVE INVENTORY

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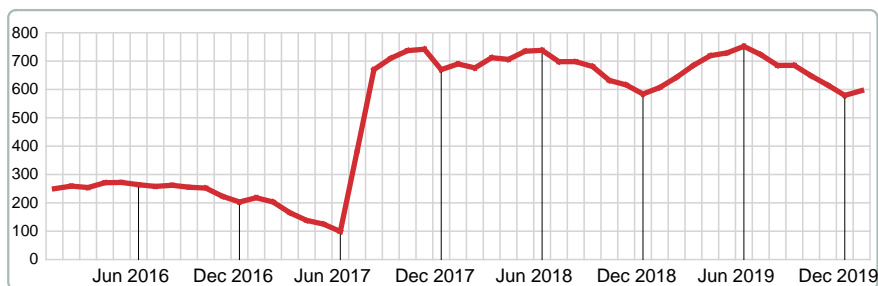
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

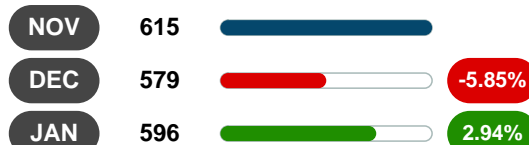


### 3 MONTHS

5 year JAN AVG = 472

High Jun 2019 752 Low Jun 2017 99

Inventory this month at 596  
above the 5 yr JAN average of 472



### 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	86	14.43%	98.7	85	1	0	0
\$25,001-\$50,000	126	21.14%	93.6	120	6	0	0
\$50,001-\$150,000	151	25.34%	108.4	79	62	7	3
\$150,001-\$275,000	91	15.27%	73.2	34	41	15	1
\$275,001-\$475,000	76	12.75%	78.2	24	23	21	8
\$475,001 and up	66	11.07%	80.2	30	12	15	9
Total Active Inventory by Units			596	372	145	58	21
Total Active Inventory by Volume			129,255,939	65.06M	31.57M	22.25M	10.37M
Average Active Inventory Listing Price			\$216,872	\$174,904	\$217,736	\$383,563	\$493,967

# January 2020



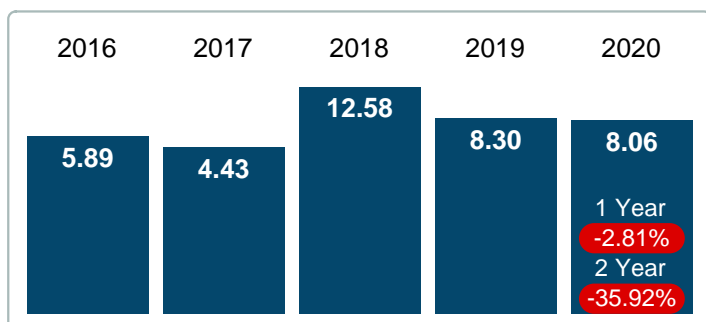
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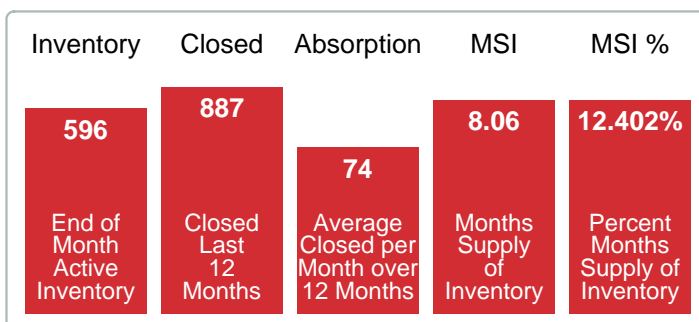
## MONTHS SUPPLY of INVENTORY (MSI)

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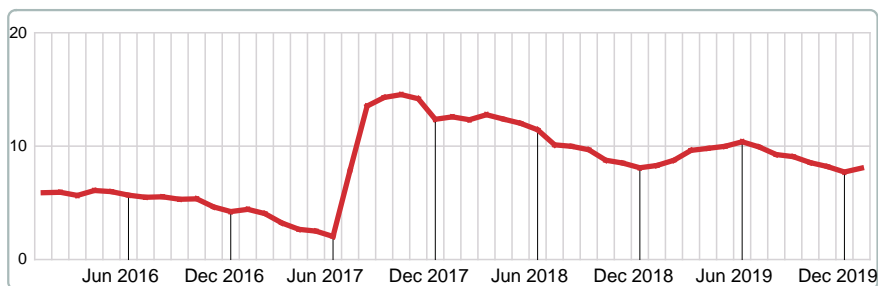
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

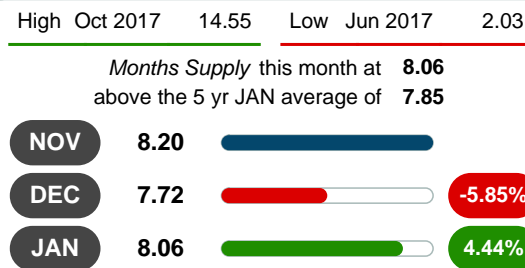


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 7.85



### 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	61	10.23%	15.57	15.57	0.00	0.00	0.00
\$20,001 - \$30,000	65	10.91%	26.90	29.54	4.00	0.00	0.00
\$30,001 - \$50,000	86	14.43%	19.47	30.00	3.60	0.00	0.00
\$50,001 - \$160,000	161	27.01%	4.70	6.90	3.48	2.92	9.00
\$160,001 - \$280,000	84	14.09%	4.03	10.94	2.93	3.00	3.00
\$280,001 - \$490,000	80	13.42%	12.80	18.86	10.34	12.00	13.33
\$490,001 and up	59	9.90%	32.18	36.00	27.00	26.00	42.00
Market Supply of Inventory (MSI)			8.06	14.45	3.95	5.85	13.26
Total Active Inventory by Units		100%	8.06	372	145	58	21

# January 2020



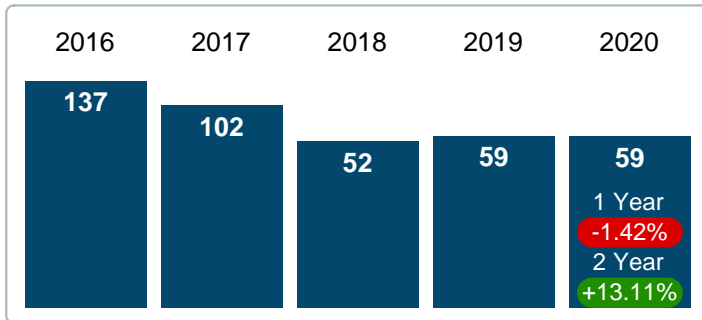
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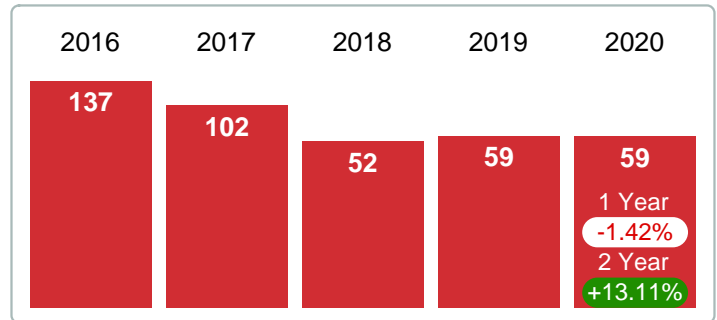
## AVERAGE DAYS ON MARKET TO SALE

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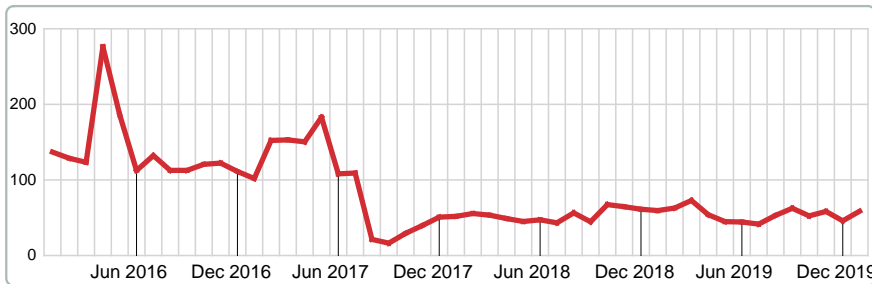
### JANUARY



### YEAR TO DATE (YTD)

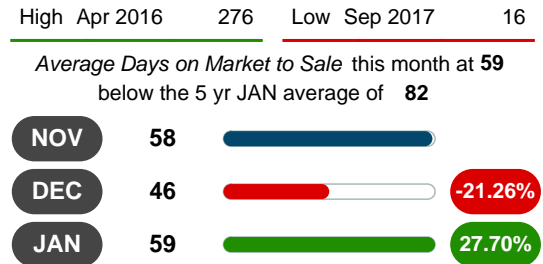


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 82



### 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	6.67%	84	84	0	0	0
\$25,001 - \$50,000	11.11%	22	21	28	0	0
\$50,001 - \$75,000	13.33%	48	56	9	0	0
\$75,001 - \$150,000	24.44%	77	66	81	89	0
\$150,001 - \$200,000	20.00%	56	169	54	7	4
\$200,001 - \$325,000	13.33%	66	26	111	0	12
\$325,001 and up	11.11%	48	13	109	40	0
<b>Average Closed DOM</b>		<b>59</b>	<b>55</b>	<b>71</b>	<b>51</b>	<b>8</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>20</b>	<b>17</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,783,150</b>	<b>1.97M</b>	<b>2.84M</b>	<b>1.51M</b>	<b>460.00K</b>

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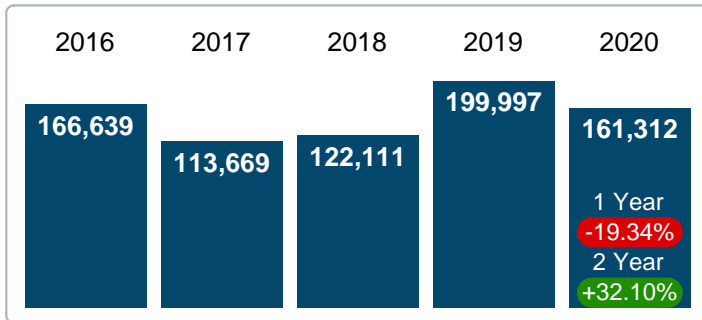
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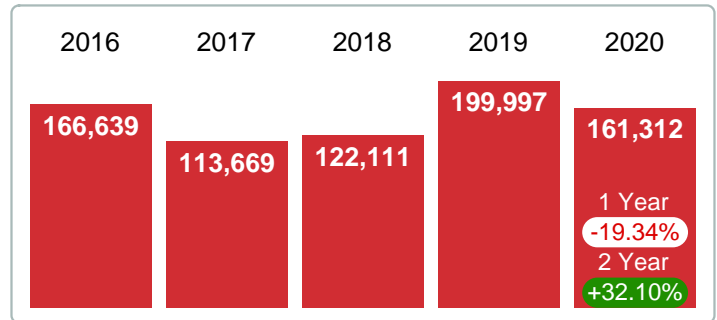
## AVERAGE LIST PRICE AT CLOSING

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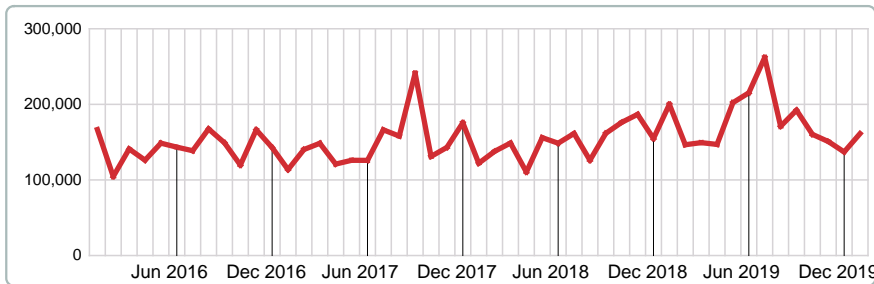
### JANUARY



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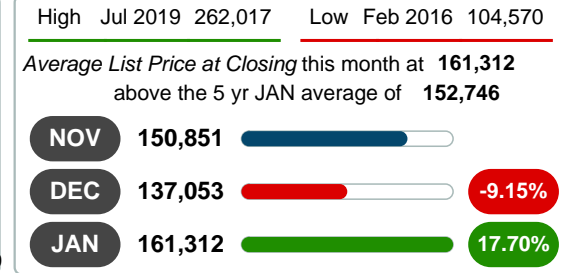


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 152,746



### 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	6.67%	13,633	13,633	0	0	0
\$25,001 - \$50,000	11.11%	39,580	36,975	50,000	0	0
\$50,001 - \$75,000	13.33%	69,505	71,426	65,000	0	0
\$75,001 - \$150,000	22.22%	113,780	107,475	122,660	124,750	0
\$150,001 - \$200,000	22.22%	176,370	172,000	182,083	169,300	169,900
\$200,001 - \$325,000	8.89%	254,700	354,950	231,300	0	349,000
\$325,001 and up	15.56%	383,271	367,500	435,000	382,133	0
<b>Average List Price</b>		<b>161,312</b>	<b>111,262</b>	<b>173,512</b>	<b>260,867</b>	<b>259,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>161,312</b>	<b>20</b>	<b>17</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,259,030</b>	<b>2.23M</b>	<b>2.95M</b>	<b>1.57M</b>	<b>518.90K</b>



# January 2020



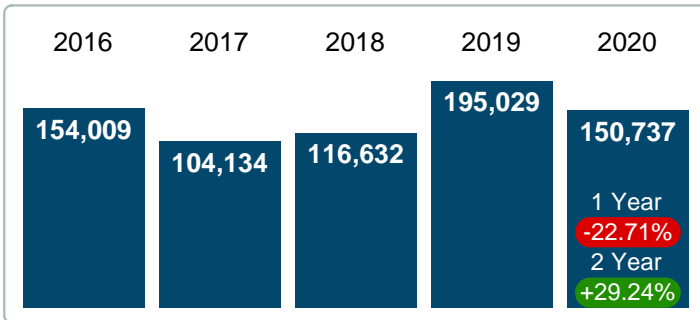
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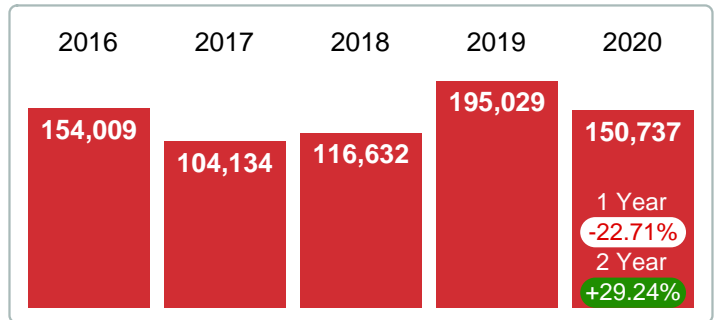
## AVERAGE SOLD PRICE AT CLOSING

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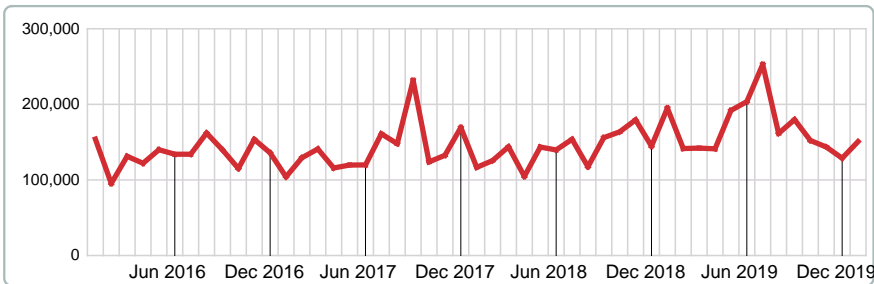
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

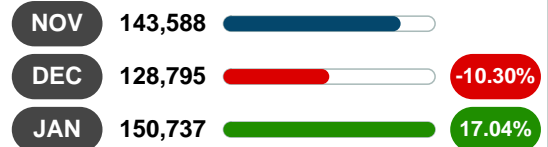


### 3 MONTHS

5 year JAN AVG = 144,108

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

Average Sold Price at Closing this month at **150,737** above the 5 yr JAN average of **144,108**



### 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	6.67%	11,000	11,000	0	0	0
\$25,001 - \$50,000	11.11%	34,500	33,375	39,000	0	0
\$50,001 - \$75,000	13.33%	66,192	65,600	69,150	0	0
\$75,001 - \$150,000	24.44%	113,545	105,250	117,800	119,500	0
\$150,001 - \$200,000	20.00%	170,222	158,000	172,950	171,300	165,000
\$200,001 - \$325,000	13.33%	257,417	285,250	226,333	0	295,000
\$325,001 and up	11.11%	371,000	330,000	424,000	367,000	0
<b>Average Sold Price</b>		<b>150,737</b>	<b>98,700</b>	<b>166,932</b>	<b>251,883</b>	<b>230,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,737</b>	<b>20</b>	<b>17</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,783,150</b>	<b>1.97M</b>	<b>2.84M</b>	<b>1.51M</b>	<b>460.00K</b>

# January 2020



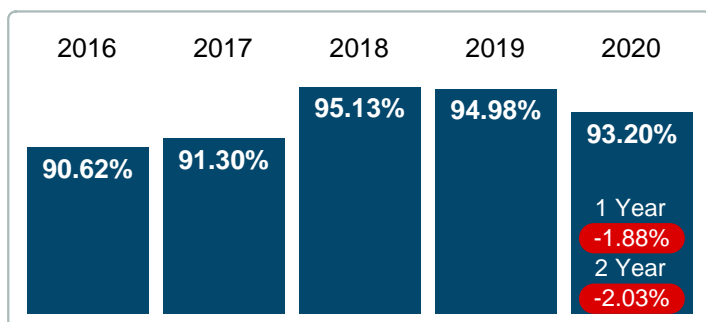
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



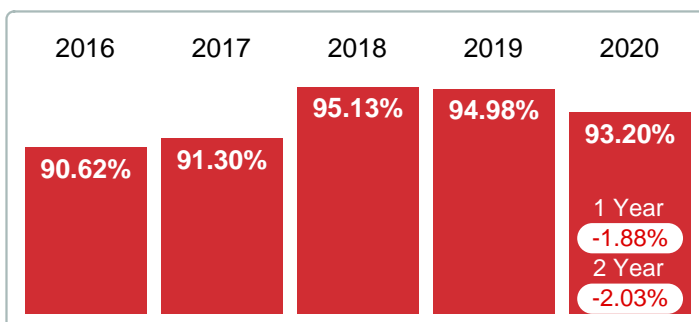
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

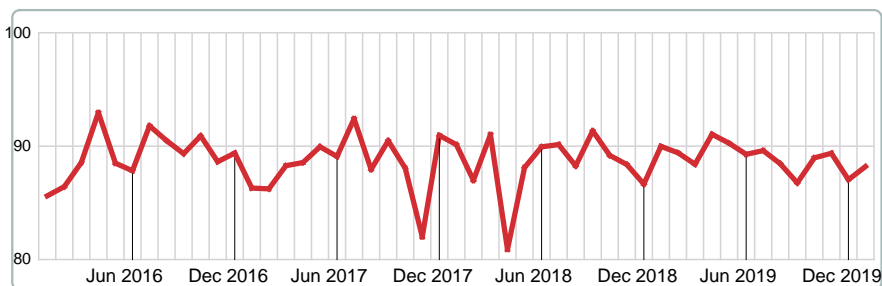
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

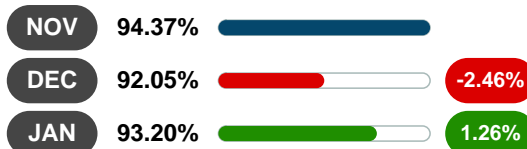


### 3 MONTHS

5 year JAN AVG = 93.05%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **93.20%**  
equal to 5 yr JAN average of **93.05%**



### 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	3	6.67%	80.13%	80.13%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	11.11%	88.55%	91.18%	78.00%	0.00%	0.00%
\$50,001 - \$75,000	6	13.33%	94.31%	91.89%	106.38%	0.00%	0.00%
\$75,001 - \$150,000	11	24.44%	97.19%	97.84%	96.92%	96.60%	0.00%
\$150,001 - \$200,000	9	20.00%	95.66%	91.86%	95.12%	101.18%	97.12%
\$200,001 - \$325,000	6	13.33%	89.90%	80.82%	97.74%	0.00%	84.53%
\$325,001 and up	5	11.11%	95.13%	89.80%	97.47%	96.12%	0.00%
Average Sold/List Ratio		93.20%		89.96%	95.91%	97.12%	90.82%
Total Closed Units		45	100%	20	17	6	2
Total Closed Volume		6,783,150		1.97M	2.84M	1.51M	460.00K

# January 2020



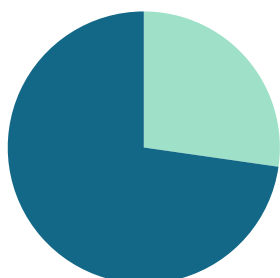
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

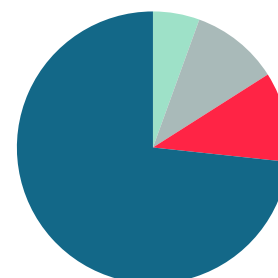


**Inventory**  
 New Listings  
**217 = 27.26%**  
 Start Inventory  
**579**  
 Total Inventory Units  
**796**  
 Volume  
**\$178,435,003**

### Market Activity

Closed Sales  
**45 = 5.54%**  
 Pending Sales  
**85 = 10.46%**  
 Other Off Market  
**87 = 10.70%**  
 Active Inventory  
**596 = 73.31%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	45	-22.41%	58	45	-22.41%
Pending Sales	66	85	28.79%	66	85	28.79%
New Listings	151	217	43.71%	151	217	43.71%
Average List Price	199,997	161,312	-19.34%	199,997	161,312	-19.34%
Average Sale Price	195,029	150,737	-22.71%	195,029	150,737	-22.71%
Average Percent of Selling Price to List Price	94.98%	93.20%	-1.88%	94.98%	93.20%	-1.88%
Average Days on Market to Sale	59.47	58.62	-1.42%	59.47	58.62	-1.42%
Monthly Inventory	607	596	-1.81%	607	596	-1.81%
Months Supply of Inventory	8.30	8.06	-2.81%	8.30	8.06	-2.81%

**Absorption:** Last 12 months, an Average of **74** Sales/Month

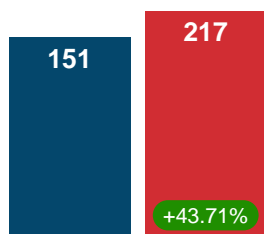
**Inventory** on January 31, 2020 = **596**

**2019** **2020**

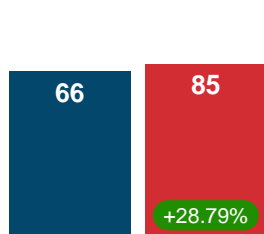
### JANUARY MARKET

### AVERAGE PRICES

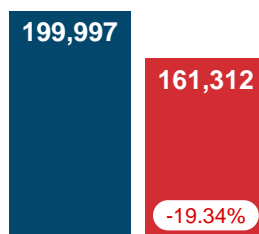
#### New Listings



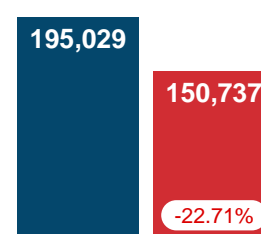
#### Pending Listings



#### List Price



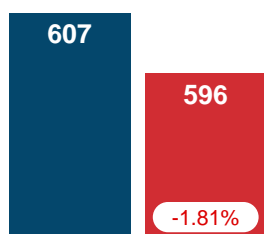
#### Sale Price



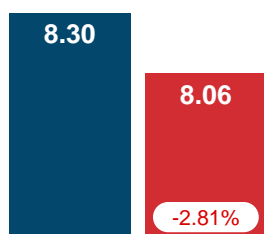
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

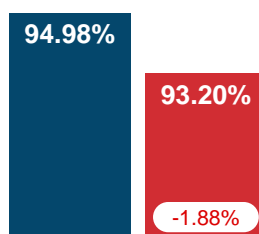
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

