

# January 2020



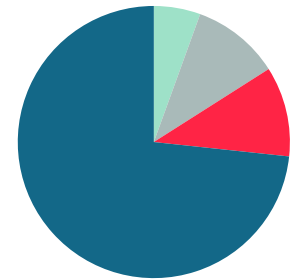
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	165,000	144,900	-12.18%
Median Sale Price	157,250	135,000	-14.15%
Median Percent of Selling Price to List Price	96.06%	94.99%	-1.12%
Median Days on Market to Sale	45.50	28.00	-38.46%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.15%** in January 2020 to \$135,000 versus the previous year at \$157,250.

#### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 17.50 days or **38.46%** in January 2020 compared to last year's same month at **45.50** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Median 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>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

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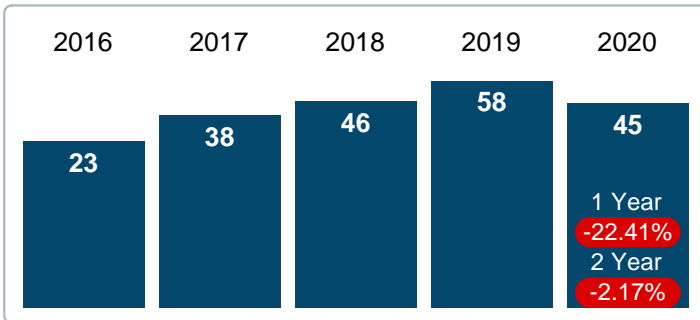
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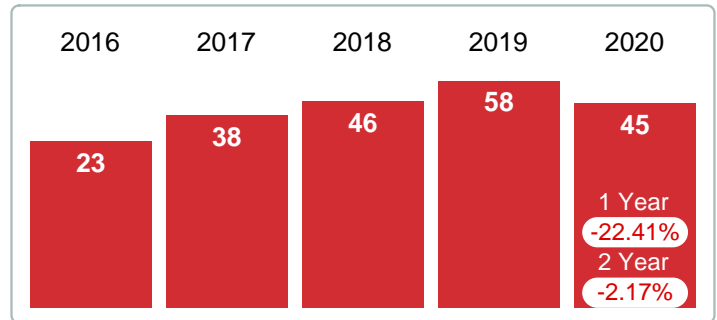
## CLOSED LISTINGS

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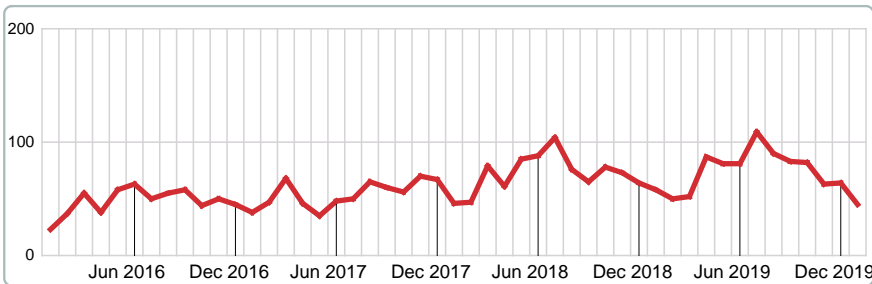
### JANUARY



### YEAR TO DATE (YTD)

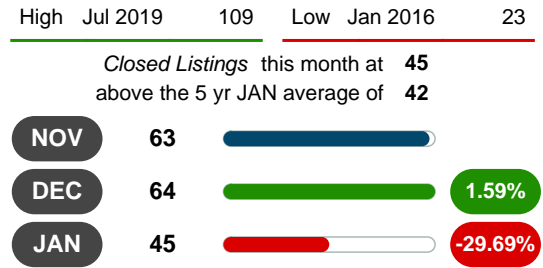


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 42



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	11.11%	44.0	5	0	0	0
\$30,001 - \$60,000	5	11.11%	28.0	4	1	0	0
\$60,001 - \$80,000	6	13.33%	7.5	4	2	0	0
\$80,001 - \$160,000	12	26.67%	106.5	4	6	2	0
\$160,001 - \$200,000	6	13.33%	15.5	0	4	1	1
\$200,001 - \$330,000	7	15.56%	28.0	3	3	0	1
\$330,001 and up	4	8.89%	54.5	0	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>28.0</b>	<b>1.97M</b>	<b>2.84M</b>	<b>1.51M</b>	<b>460.00K</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$67,500</b>	<b>\$160,000</b>	<b>\$253,150</b>	<b>\$230,000</b>

# January 2020



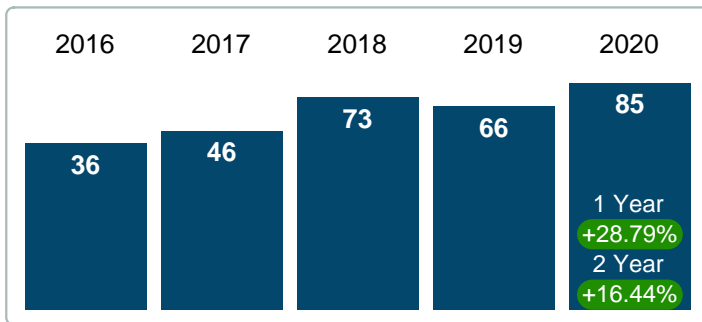
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



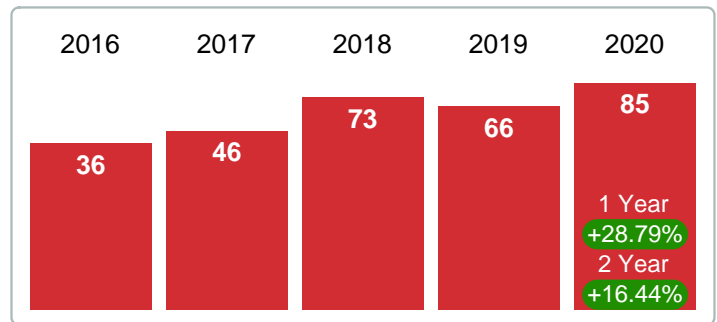
## PENDING LISTINGS

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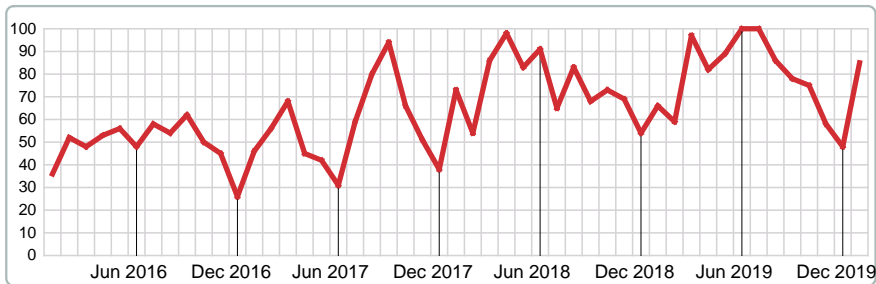
### JANUARY



### YEAR TO DATE (YTD)

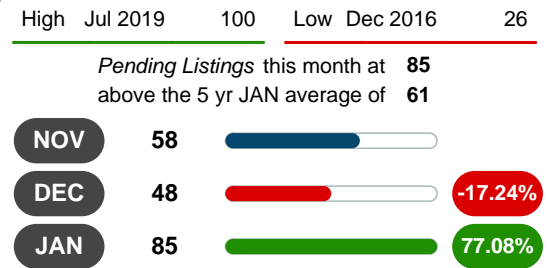


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.35%	38.0	1	0	1	0
\$25,001 - \$75,000	10	11.76%	11.0	8	2	0	0
\$75,001 - \$125,000	20	23.53%	33.5	9	10	1	0
\$125,001 - \$175,000	13	15.29%	66.0	3	7	3	0
\$175,001 - \$225,000	17	20.00%	54.0	2	14	1	0
\$225,001 - \$350,000	14	16.47%	18.5	1	6	7	0
\$350,001 and up	9	10.59%	32.0	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>32.0</b>	<b>10.19M</b>	<b>7.92M</b>	<b>3.88M</b>	<b>733.90K</b>
<b>Median Listing Price</b>	<b>\$169,000</b>			<b>\$85,900</b>	<b>\$179,500</b>	<b>\$239,900</b>	<b>\$366,950</b>

# January 2020



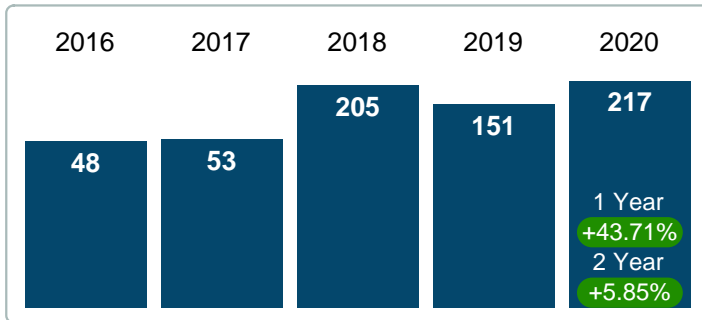
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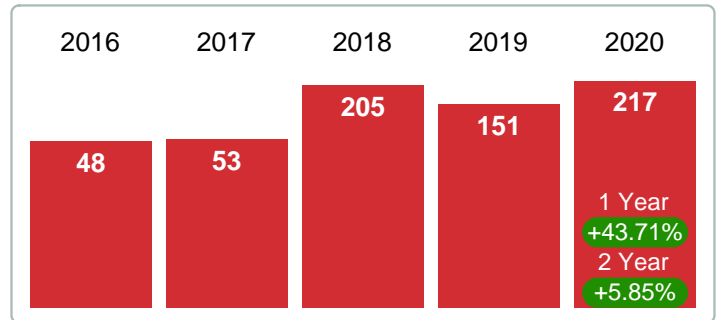
## NEW LISTINGS

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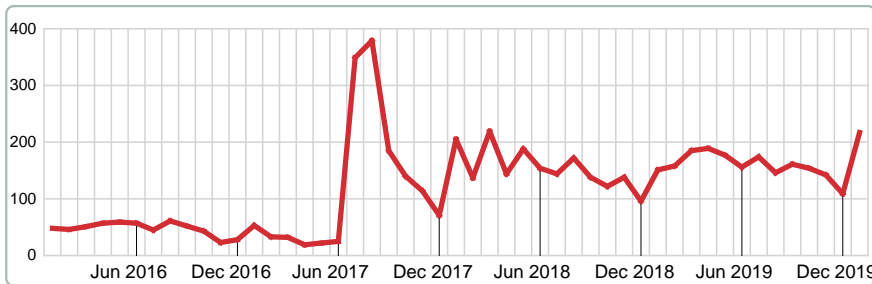
### JANUARY



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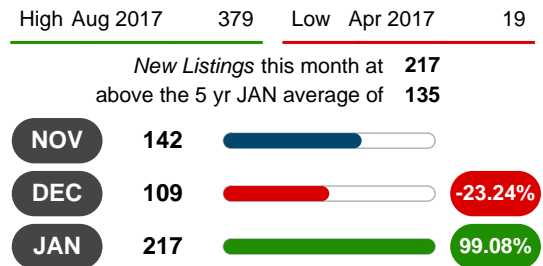


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 135



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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>Median New Listed Listing Price</b>	<b>\$110,000</b>		<b>\$40,000</b>	<b>\$170,750</b>	<b>\$289,000</b>	<b>\$495,000</b>

# January 2020



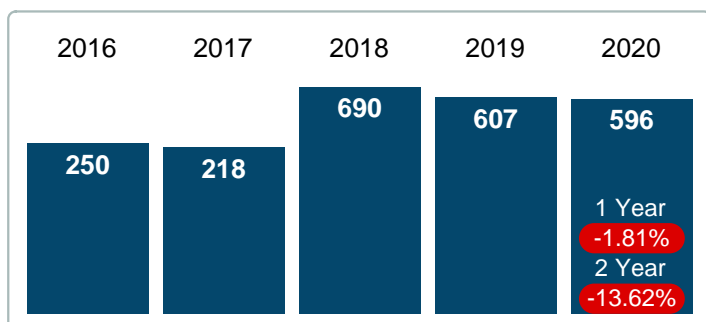
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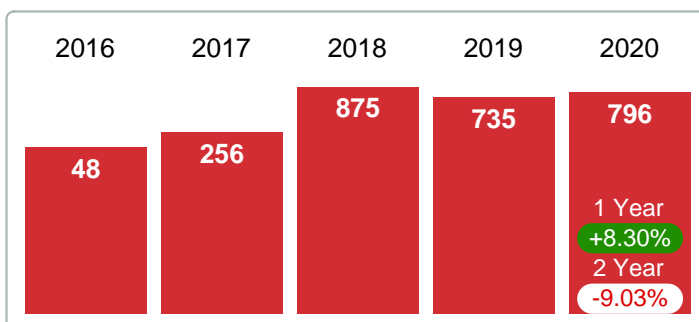
## ACTIVE INVENTORY

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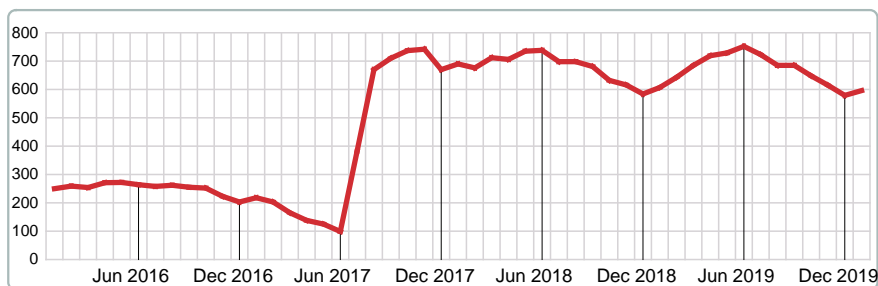
### END OF JANUARY



### ACTIVE DURING JANUARY

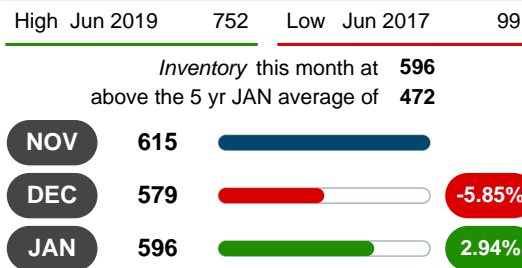


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 472



### 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	61	10.23%	49.0	61	0	0	0
\$20,001 - \$30,000	65	10.91%	74.0	64	1	0	0
\$30,001 - \$50,000	86	14.43%	53.0	80	6	0	0
\$50,001 - \$160,000	161	27.01%	84.0	84	65	9	3
\$160,001 - \$280,000	84	14.09%	53.5	31	39	13	1
\$280,001 - \$490,000	80	13.42%	86.0	22	25	23	10
\$490,001 and up	59	9.90%	87.0	30	9	13	7
Total Active Inventory by Units				372	145	58	21
Total Active Inventory by Volume				65.06M	31.57M	22.25M	10.37M
Median Active Inventory Listing Price				\$44,500	\$169,900	\$299,000	\$465,000

# January 2020



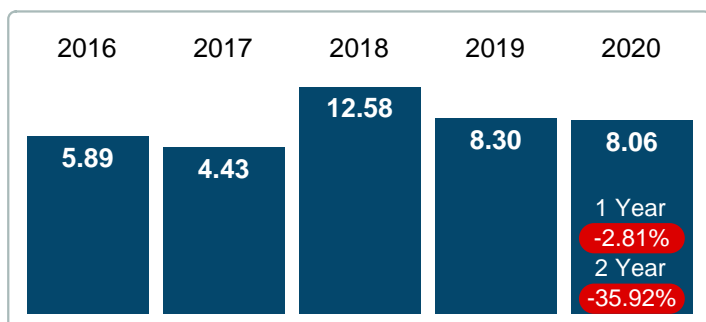
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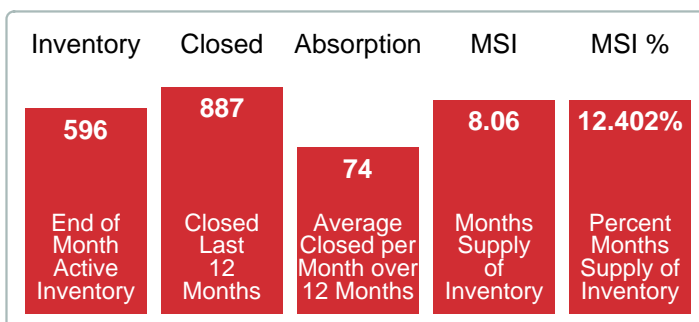
## MONTHS SUPPLY of INVENTORY (MSI)

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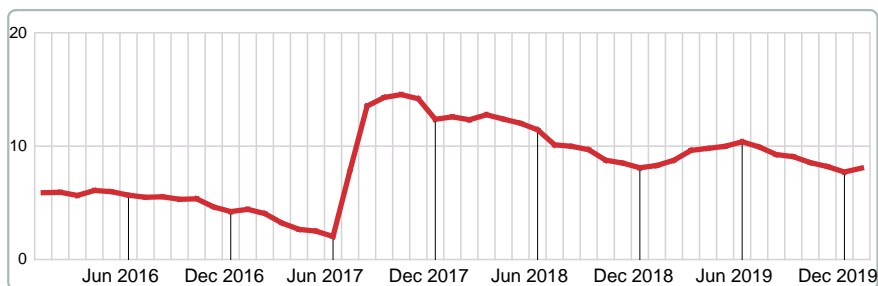
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

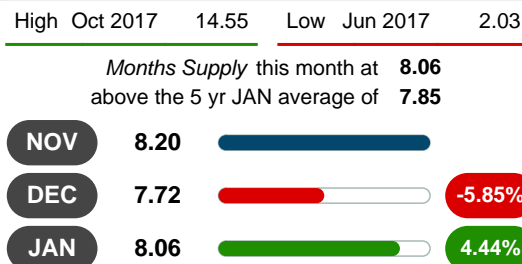


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



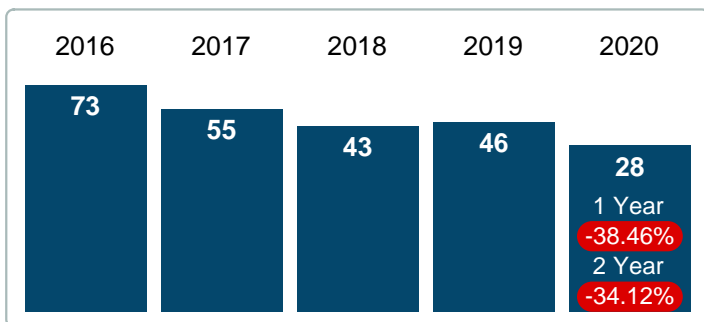
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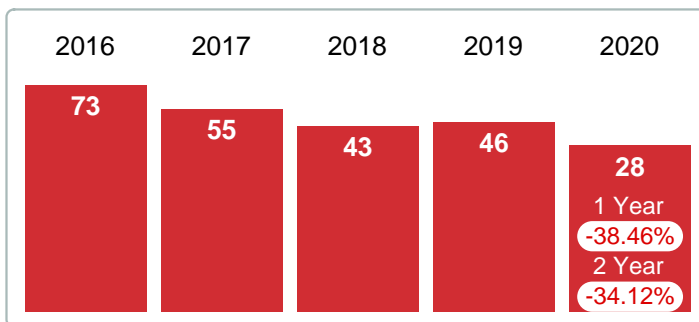
## MEDIAN DAYS ON MARKET TO SALE

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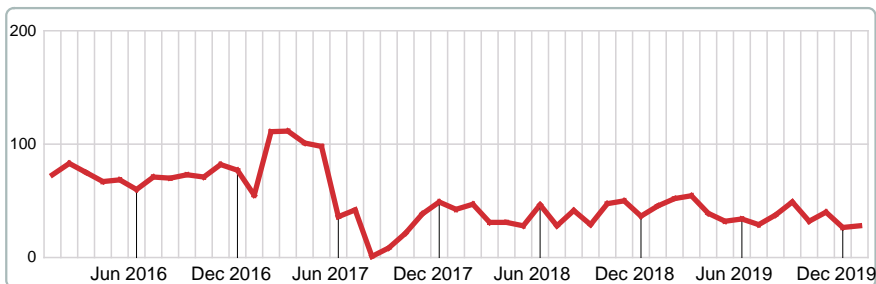
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 49

High Mar 2017 112 Low Aug 2017 1

Median Days on Market to Sale this month at 28 below the 5 yr JAN average of 49



### 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	11.11%	44	44	0	0	0
\$30,001 - \$60,000	11.11%	28	28	28	0	0
\$60,001 - \$80,000	13.33%	8	6	8	0	0
\$80,001 - \$160,000	26.67%	107	112	119	89	0
\$160,001 - \$200,000	13.33%	16	0	23	7	4
\$200,001 - \$330,000	15.56%	28	22	123	0	12
\$330,001 and up	8.89%	55	0	109	43	0
Median Closed DOM		28	28	28	50	8
Total Closed Units	100%	28.0	20	17	6	2
Total Closed Volume		6,783,150	1.97M	2.84M	1.51M	460.00K

# January 2020



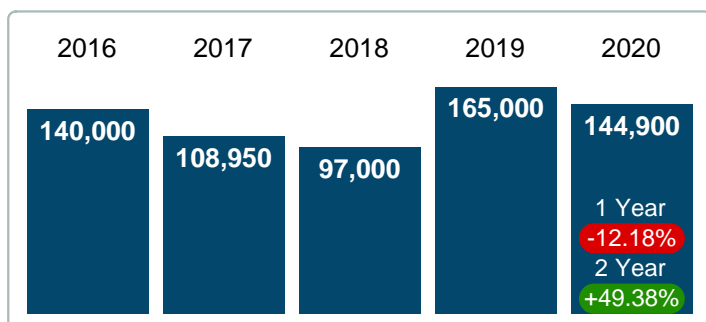
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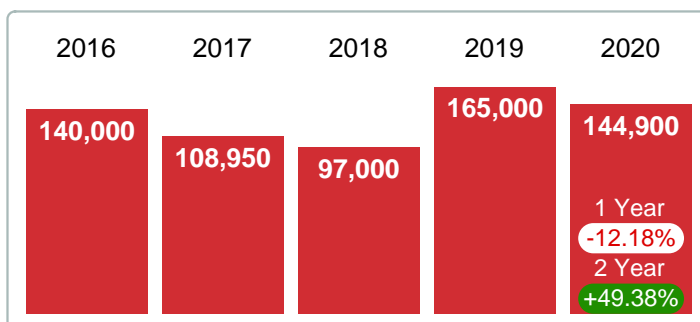
## MEDIAN LIST PRICE AT CLOSING

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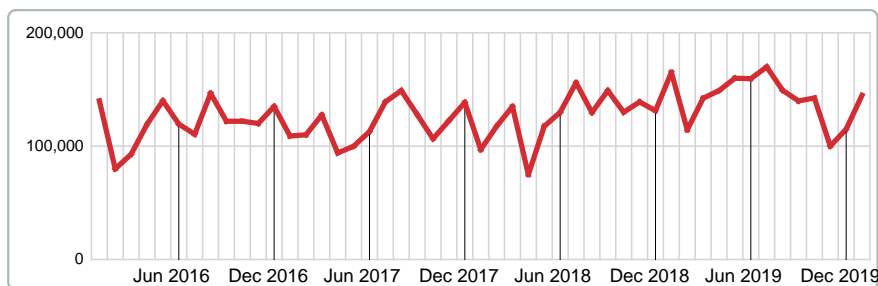
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

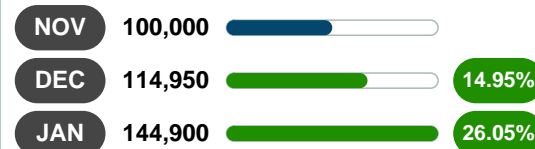


### 3 MONTHS

5 year JAN AVG = 131,170

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

Median List Price at Closing this month at **144,900** above the 5 yr JAN average of **131,170**



### 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	11.11%	19,900	19,900	0	0	0
\$30,001 - \$60,000	6.67%	50,000	44,000	50,000	0	0
\$60,001 - \$80,000	17.78%	73,450	73,500	69,950	0	0
\$80,001 - \$160,000	20.00%	120,000	120,000	139,950	124,750	0
\$160,001 - \$200,000	20.00%	172,000	172,000	185,250	169,300	169,900
\$200,001 - \$330,000	8.89%	237,000	324,900	232,500	0	0
\$330,001 and up	15.56%	367,500	376,250	435,000	359,900	349,000
<b>Median List Price</b>		<b>144,900</b>	<b>73,500</b>	<b>170,000</b>	<b>258,400</b>	<b>259,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,900</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



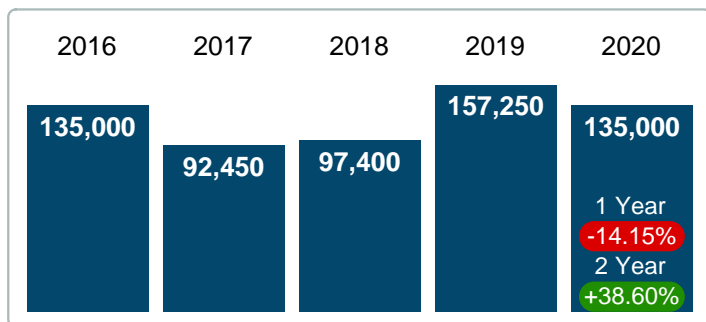
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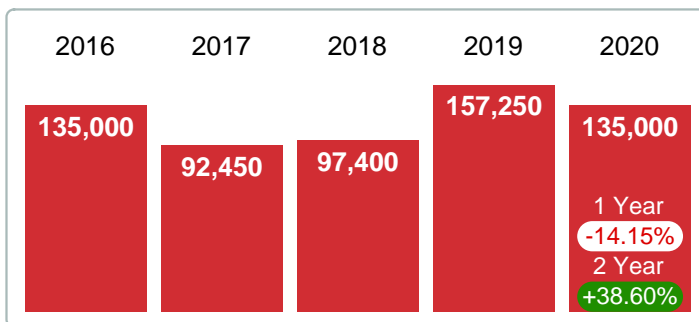
## MEDIAN SOLD PRICE AT CLOSING

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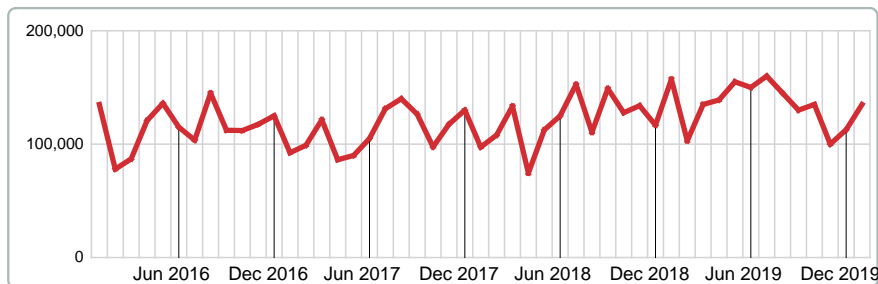
### JANUARY



### YEAR TO DATE (YTD)

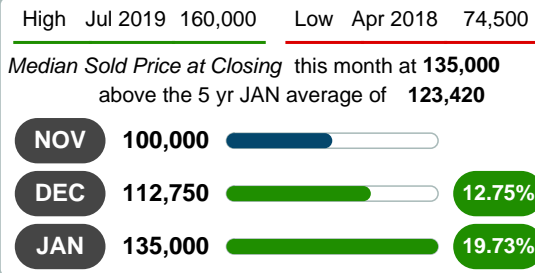


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 123,420



### 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	5	11.11%	15,000	15,000	0	0	0
\$30,001 - \$60,000	5	11.11%	42,000	50,000	39,000	0	0
\$60,001 - \$80,000	6	13.33%	72,500	72,500	73,825	0	0
\$80,001 - \$160,000	12	26.67%	127,500	117,000	141,250	119,500	0
\$160,001 - \$200,000	6	13.33%	173,400	0	179,200	171,300	165,000
\$200,001 - \$330,000	7	15.56%	280,000	290,500	232,500	0	295,000
\$330,001 and up	4	8.89%	383,000	0	424,000	349,000	0
Median Sold Price			135,000	67,500	160,000	253,150	230,000
Total Closed Units		100%	135,000	20	17	6	2
Total Closed Volume			6,783,150	1.97M	2.84M	1.51M	460.00K

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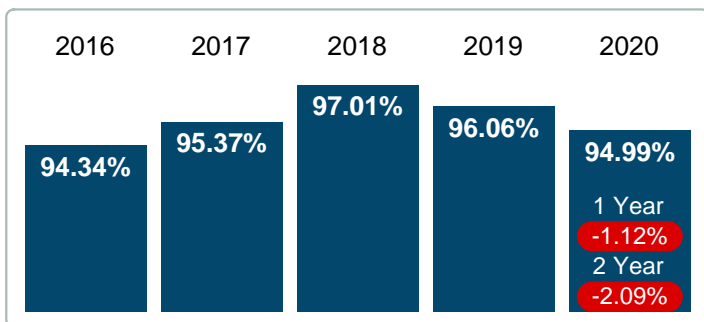
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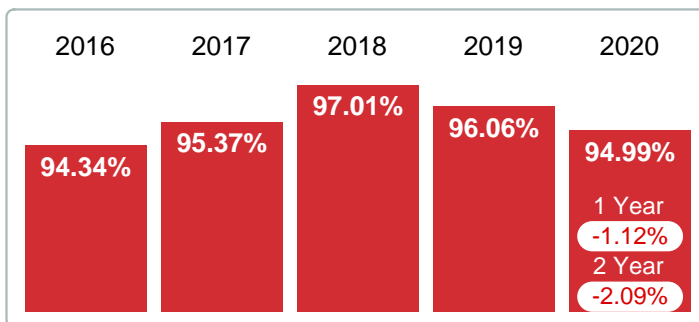
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

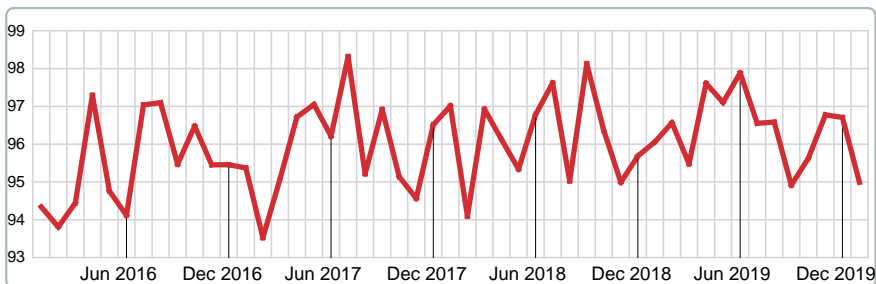
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

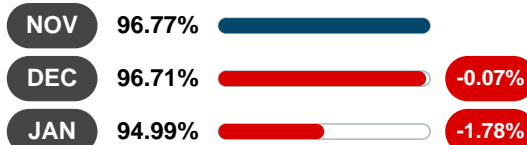


### 3 MONTHS

5 year JAN AVG = 95.55%

High Jul 2017 98.32% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **94.99%**  
below the 5 yr JAN average of **95.55%**



## 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	5	11.11%	88.63%	88.63%	0.00%	0.00%	0.00%
\$30,001 - \$60,000	5	11.11%	84.00%	86.55%	78.00%	0.00%	0.00%
\$60,001 - \$80,000	6	13.33%	98.16%	95.06%	105.60%	0.00%	0.00%
\$80,001 - \$160,000	12	26.67%	94.79%	97.50%	91.86%	96.60%	0.00%
\$160,001 - \$200,000	6	13.33%	99.09%	0.00%	98.79%	101.18%	97.12%
\$200,001 - \$330,000	7	15.56%	89.80%	86.18%	100.00%	0.00%	84.53%
\$330,001 and up	4	8.89%	96.69%	0.00%	97.47%	96.40%	0.00%
Median Sold/List Ratio		94.99%		90.93%	97.47%	96.69%	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



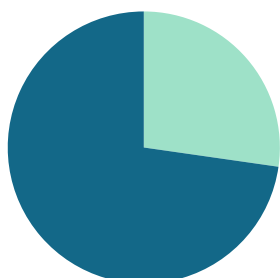
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

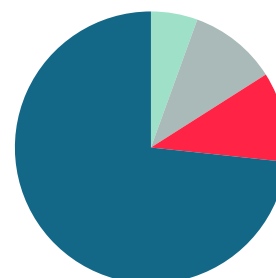


**Inventory**  
 New Listings  
**217 = 27.26%**  
 Start Inventory  
**579**  
 Total Inventory Units  
**796**  
 Volume  
**\$178,435,003**

### 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%
Median List Price	165,000	144,900	-12.18%	165,000	144,900	-12.18%
Median Sale Price	157,250	135,000	-14.15%	157,250	135,000	-14.15%
Median Percent of Selling Price to List Price	96.06%	94.99%	-1.12%	96.06%	94.99%	-1.12%
Median Days on Market to Sale	45.50	28.00	-38.46%	45.50	28.00	-38.46%
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

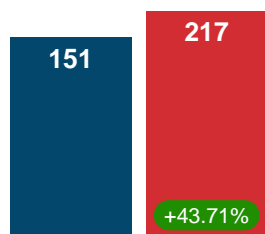
**Inventory** on January 31, 2020 = **596**

**2019** **2020**

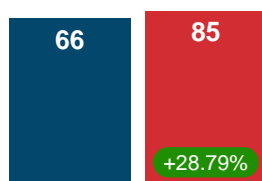
### JANUARY MARKET

### MEDIAN PRICES

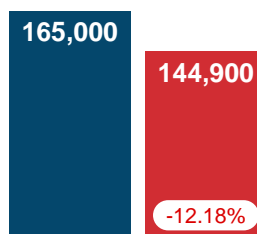
#### New Listings



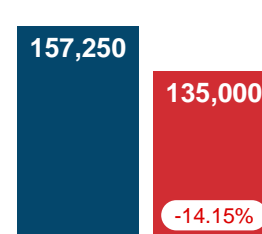
#### Pending Listings



#### List Price



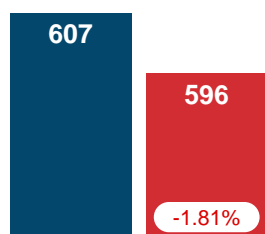
#### Sale Price



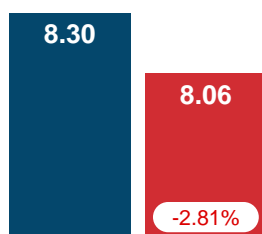
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

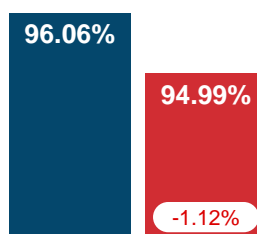
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

