

# August 2020



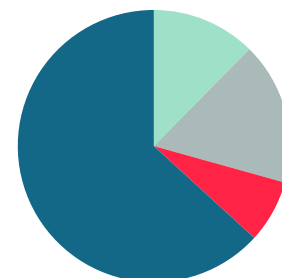
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	93	98	5.38%
Pending Listings	89	134	50.56%
New Listings	151	137	-9.27%
Average List Price	172,398	193,714	12.36%
Average Sale Price	163,052	180,903	10.95%
Average Percent of Selling Price to List Price	93.57%	93.66%	0.09%
Average Days on Market to Sale	51.88	81.97	57.99%
End of Month Inventory	698	500	-28.37%
Months Supply of Inventory	9.09	6.39	-29.74%



■ Closed (12.39%)  
■ Pending (16.94%)  
■ Other OffMarket (7.46%)  
■ Active (63.21%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of August 31, 2020 = **500**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **28.37%** to 500 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **6.39** 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 **10.95%** in August 2020 to \$180,903 versus the previous year at \$163,052.

#### Average Days on Market Lengthens

The average number of **81.97** days that homes spent on the market before selling increased by 30.09 days or **57.99%** in August 2020 compared to last year's same month at **51.88** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 137 New Listings in August 2020, down **9.27%** from last year at 151. Furthermore, there were 98 Closed Listings this month versus last year at 93, a **5.38%** increase.

Closed versus Listed trends yielded a **71.5%** ratio, up from previous year's, August 2019, at **61.6%**, a **16.14%** 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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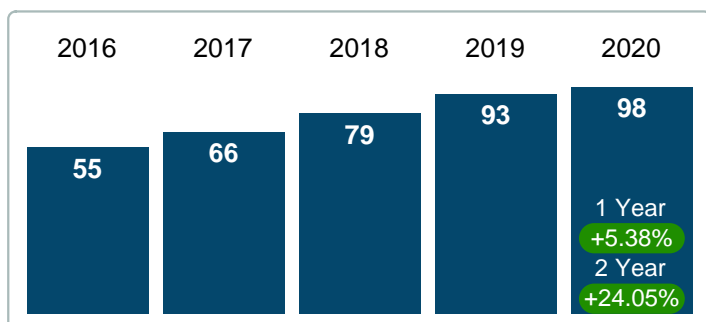
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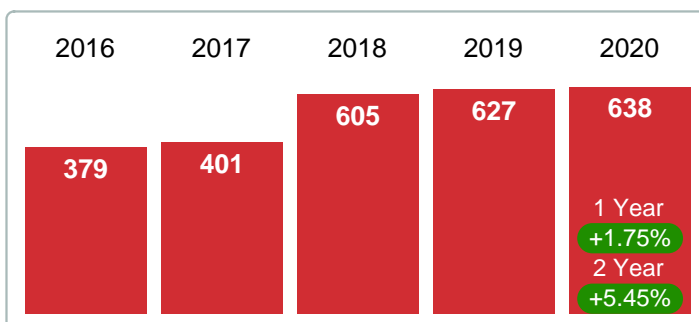
## CLOSED LISTINGS

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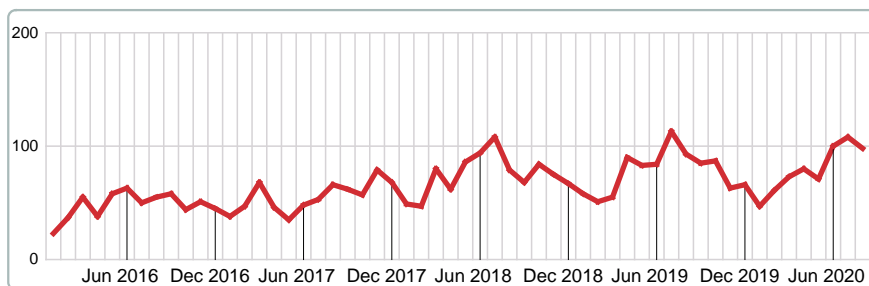
### AUGUST



### YEAR TO DATE (YTD)

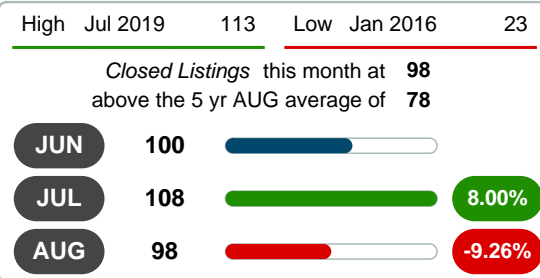


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 78



### 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	9	9.18%	329.9	9	0	0	0
\$25,001 - \$50,000	12	12.24%	87.7	9	3	0	0
\$50,001 - \$100,000	13	13.27%	84.5	8	4	1	0
\$100,001 - \$175,000	26	26.53%	38.1	5	18	2	1
\$175,001 - \$225,000	12	12.24%	43.8	2	9	0	1
\$225,001 - \$375,000	17	17.35%	42.0	2	14	1	0
\$375,001 and up	9	9.18%	76.0	1	3	4	1
<b>Total Closed Units</b>	<b>98</b>			<b>36</b>	<b>51</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>17,728,499</b>	<b>100%</b>	<b>82.0</b>	<b>3.49M</b>	<b>10.48M</b>	<b>3.00M</b>	<b>759.00K</b>
<b>Average Closed Price</b>	<b>\$180,903</b>			<b>\$96,822</b>	<b>\$205,558</b>	<b>\$375,056</b>	<b>\$253,000</b>

# August 2020



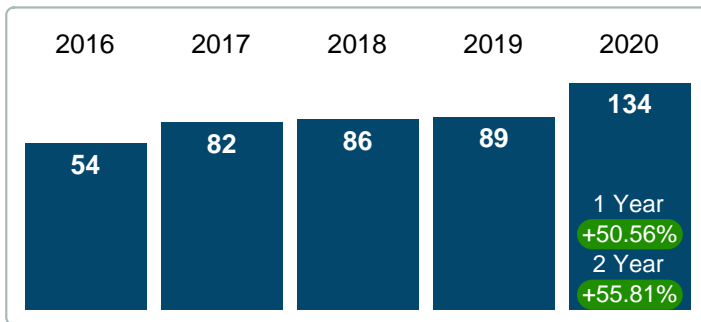
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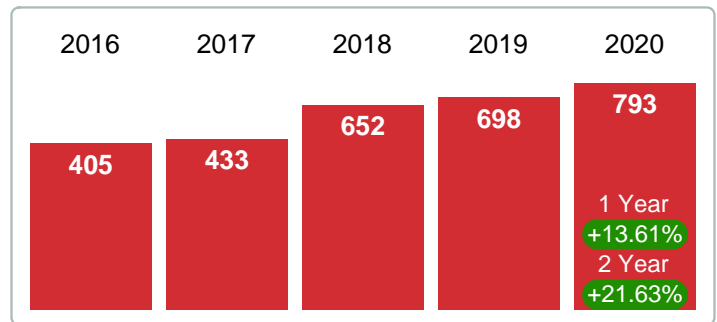
## PENDING LISTINGS

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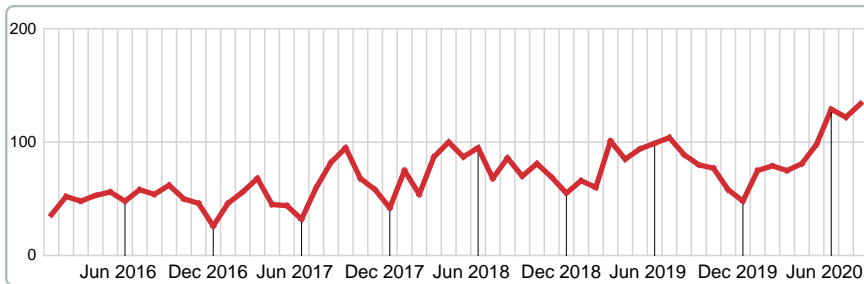
### AUGUST



### YEAR TO DATE (YTD)

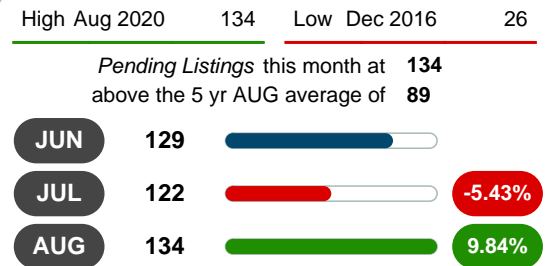


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 89



### 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	13	9.70%	259.6	12	1	0	0
\$30,001 - \$60,000	19	14.18%	112.7	17	1	1	0
\$60,001 - \$110,000	17	12.69%	37.7	10	5	2	0
\$110,001 - \$160,000	31	23.13%	45.5	8	21	2	0
\$160,001 - \$220,000	24	17.91%	40.5	3	16	5	0
\$220,001 - \$340,000	16	11.94%	67.1	3	9	2	2
\$340,001 and up	14	10.45%	131.2	2	6	4	2
<b>Total Pending Units</b>	<b>134</b>			<b>55</b>	<b>59</b>	<b>16</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>23,606,666</b>	<b>100%</b>	<b>211.8</b>	<b>5.81M</b>	<b>11.98M</b>	<b>4.30M</b>	<b>1.53M</b>
<b>Average Listing Price</b>	<b>\$112,733</b>			<b>\$105,567</b>	<b>\$202,998</b>	<b>\$268,600</b>	<b>\$381,500</b>

# August 2020



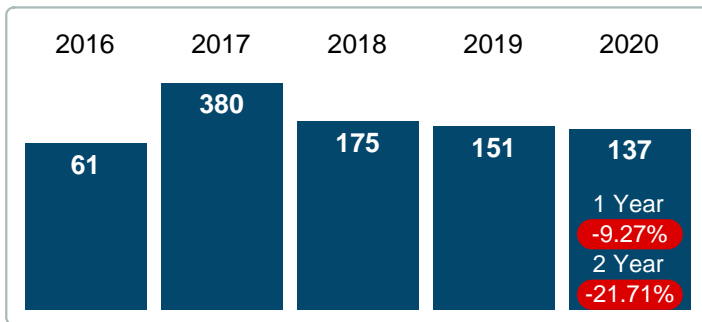
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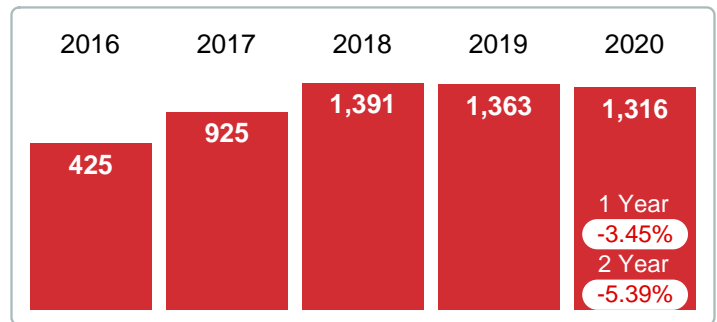
## NEW LISTINGS

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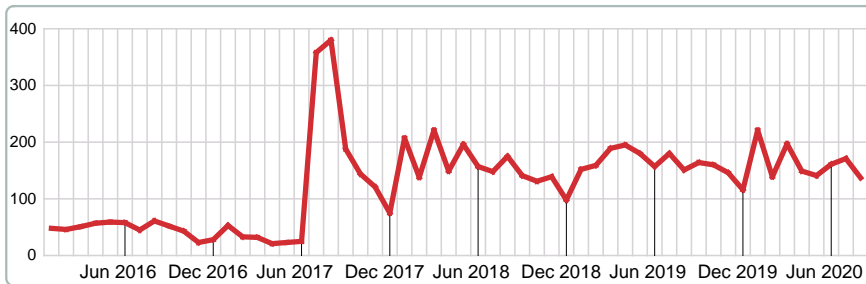
### AUGUST



### YEAR TO DATE (YTD)

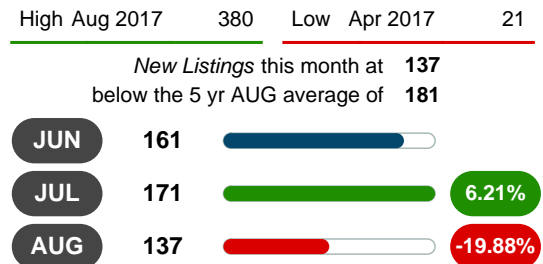


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 181



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	5.11%	7	0	0	0
\$20,001 - \$40,000	16	11.68%	14	2	0	0
\$40,001 - \$90,000	25	18.25%	21	4	0	0
\$90,001 - \$160,000	35	25.55%	11	20	4	0
\$160,001 - \$260,000	23	16.79%	6	14	3	0
\$260,001 - \$390,000	16	11.68%	5	6	4	1
\$390,001 and up	15	10.95%	10	2	1	2
<b>Total New Listed Units</b>	<b>137</b>		<b>74</b>	<b>48</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>26,496,046</b>	<b>100%</b>	<b>13.27M</b>	<b>8.50M</b>	<b>2.99M</b>	<b>1.73M</b>
<b>Average New Listed Listing Price</b>	<b>\$102,408</b>		<b>\$179,333</b>	<b>\$177,046</b>	<b>\$249,517</b>	<b>\$577,667</b>

# August 2020



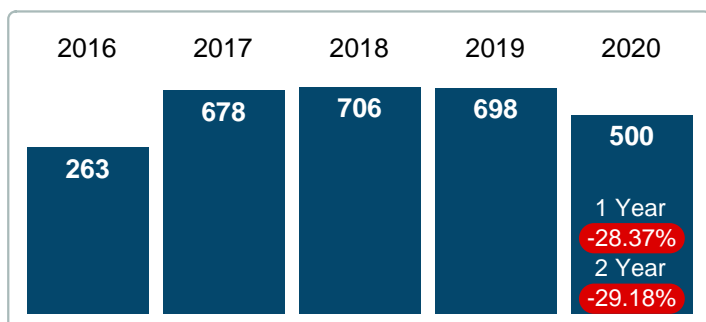
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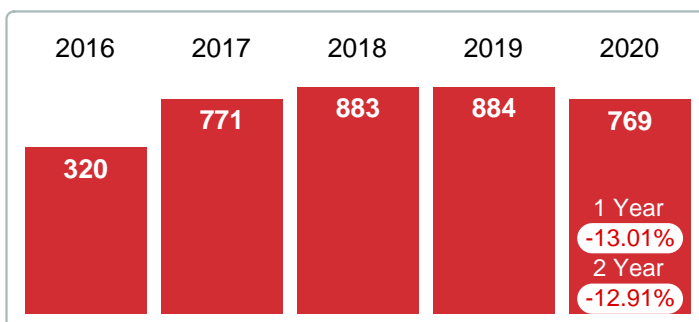
## ACTIVE INVENTORY

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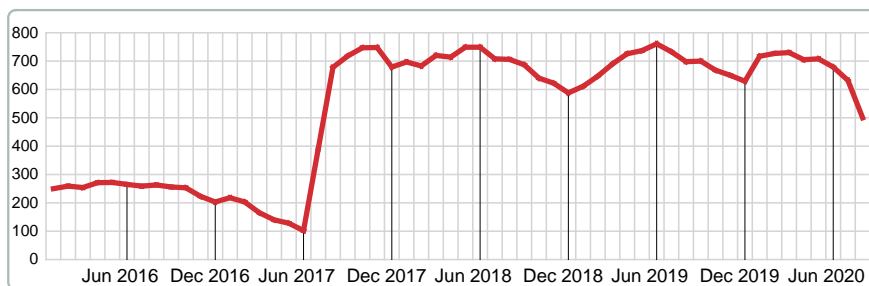
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 569

High Jun 2019 761 Low Jun 2017 102

Inventory this month at 500  
below the 5 yr AUG average of 569



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	38	7.60%	121.3	38	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	144	28.80%	167.6	133	9	1	1
\$75,001 - \$175,000	127	25.40%	104.2	75	44	7	1
\$175,001 - \$325,000	69	13.80%	85.4	29	29	9	2
\$325,001 - \$575,000	69	13.80%	88.9	35	14	13	7
\$575,001 and up	53	10.60%	95.5	28	7	10	8
Total Active Inventory by Units			500	338	103	40	19
Total Active Inventory by Volume			116,191,368	64.53M	23.90M	17.91M	9.86M
Average Active Inventory Listing Price			\$232,383	\$190,919	\$232,010	\$447,629	\$518,877

# August 2020



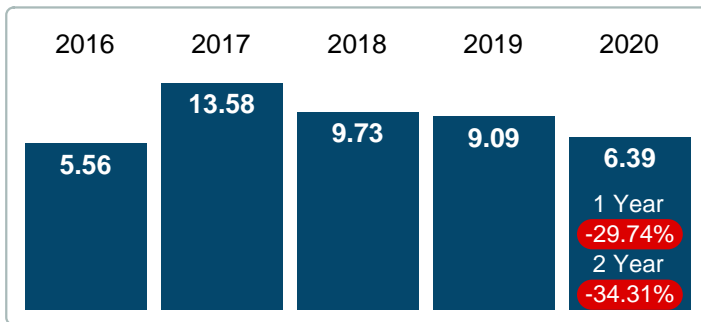
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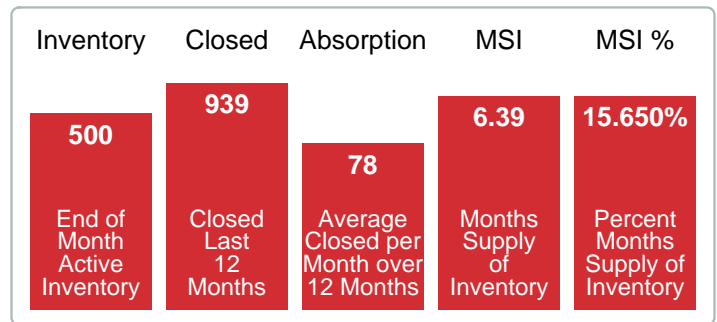
## MONTHS SUPPLY of INVENTORY (MSI)

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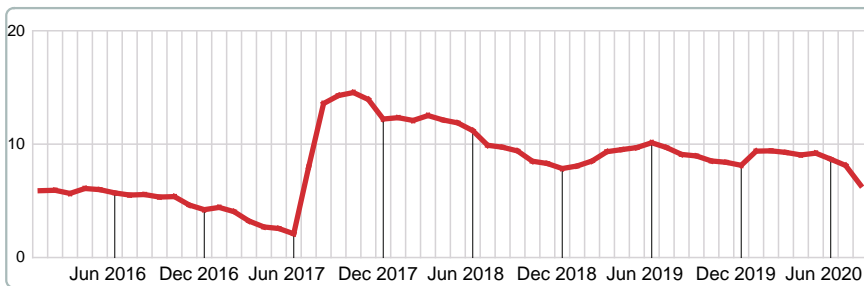
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

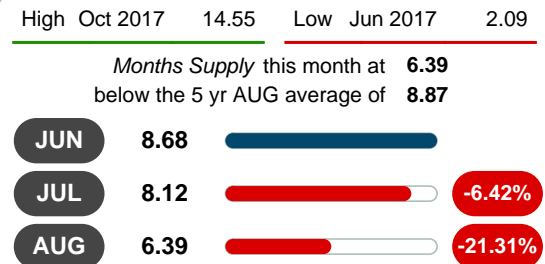


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 8.87



### 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
\$30,000 and less	78	15.60%	9.00	9.55	0.00	0.00	0.00
\$30,001 - \$40,000	46	9.20%	12.00	16.36	1.20	0.00	0.00
\$40,001 - \$80,000	65	13.00%	6.96	9.90	2.93	4.00	12.00
\$80,001 - \$170,000	113	22.60%	4.11	8.36	2.29	2.33	2.00
\$170,001 - \$340,000	83	16.60%	3.61	8.73	2.68	2.32	4.80
\$340,001 - \$590,000	64	12.80%	15.36	102.00	7.50	7.20	9.60
\$590,001 and up	51	10.20%	29.14	56.00	14.00	15.43	42.00
Market Supply of Inventory (MSI)			6.39	11.69	2.80	3.78	9.50
Total Active Inventory by Units		100%	6.39	338	103	40	19

# August 2020



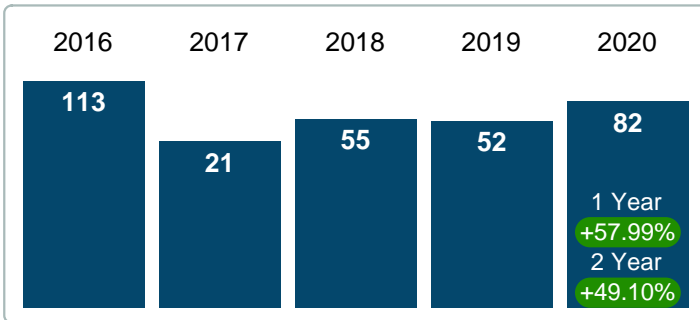
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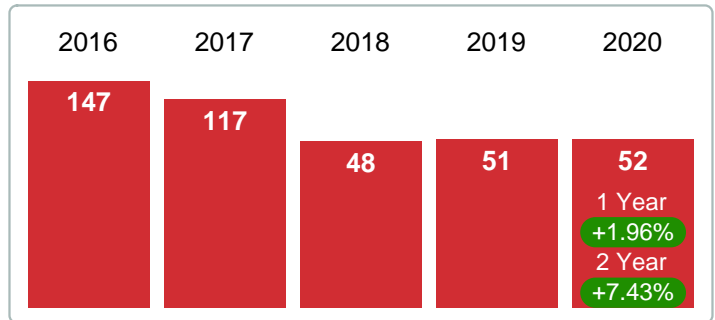
## AVERAGE DAYS ON MARKET TO SALE

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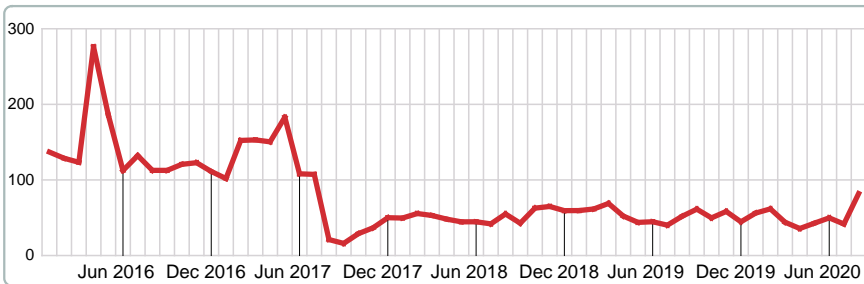
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 65

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 82 above the 5 yr AUG average of 65



### 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	9.18%	330	330	0	0	0
\$25,001 - \$50,000	12.24%	88	86	94	0	0
\$50,001 - \$100,000	13.27%	85	108	60	1	0
\$100,001 - \$175,000	26.53%	38	46	36	53	4
\$175,001 - \$225,000	12.24%	44	32	37	0	127
\$225,001 - \$375,000	17.35%	42	8	38	161	0
\$375,001 and up	9.18%	76	51	53	102	68
<b>Average Closed DOM</b>		<b>82</b>	<b>138</b>	<b>43</b>	<b>84</b>	<b>66</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>82</b>	<b>36</b>	<b>51</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,728,499</b>	<b>3.49M</b>	<b>10.48M</b>	<b>3.00M</b>	<b>759.00K</b>



# August 2020



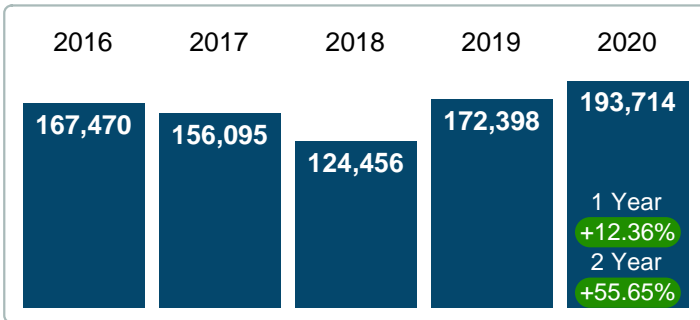
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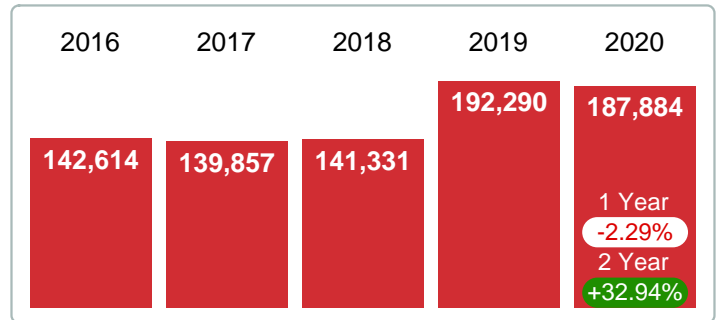
## AVERAGE LIST PRICE AT CLOSING

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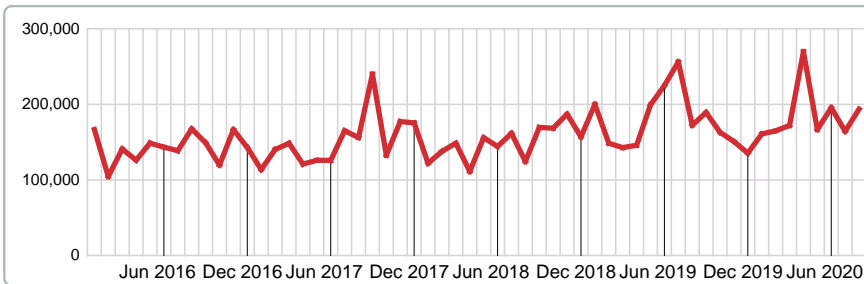
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

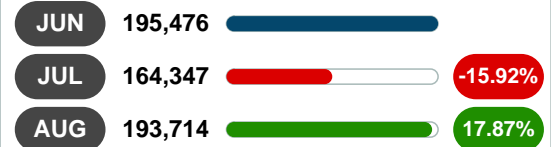


### 3 MONTHS

5 year AUG AVG = 162,827

High Apr 2020 269,687 Low Feb 2016 104,570

Average List Price at Closing this month at **193,714** above the 5 yr AUG average of **162,827**



### 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	5	5.10%	14,300	22,389	0	0	0
\$25,001 - \$50,000	15	15.31%	39,320	41,156	48,833	0	0
\$50,001 - \$100,000	9	9.18%	82,744	102,488	87,475	79,900	0
\$100,001 - \$175,000	28	28.57%	139,461	146,760	148,450	172,450	154,900
\$175,001 - \$225,000	13	13.27%	197,346	231,000	199,733	0	219,900
\$225,001 - \$375,000	17	17.35%	284,718	261,000	313,878	276,000	0
\$375,001 and up	11	11.22%	569,764	708,400	572,000	643,500	439,999
Average List Price			193,714	106,056	217,184	409,350	271,600
Total Closed Units		100%	193,714	36	51	8	3
Total Closed Volume			18,983,997	3.82M	11.08M	3.27M	814.80K



# August 2020



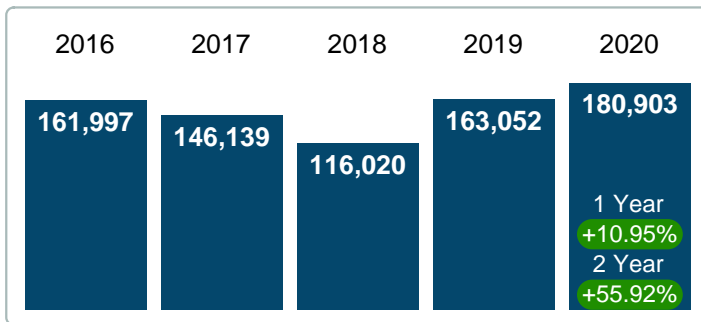
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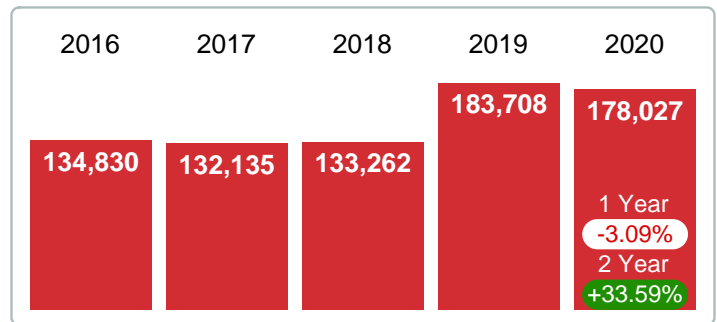
## AVERAGE SOLD PRICE AT CLOSING

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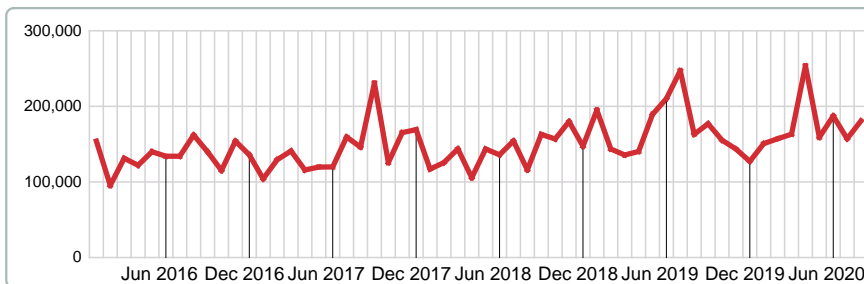
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

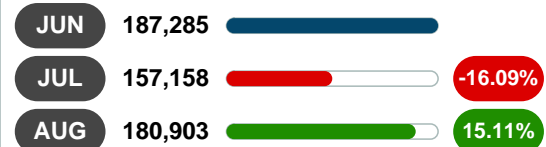


### 3 MONTHS

5 year AUG AVG = 153,622

High Apr 2020 253,498 Low Feb 2016 95,411

Average Sold Price at Closing this month at **180,903** above the 5 yr AUG average of **153,622**



### 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	9.18%	18,722	18,722	0	0	0
\$25,001 - \$50,000	12.24%	39,142	37,000	45,566	0	0
\$50,001 - \$100,000	13.27%	87,696	89,019	87,000	79,900	0
\$100,001 - \$175,000	26.53%	142,954	137,390	141,672	162,875	154,000
\$175,001 - \$225,000	12.24%	200,908	225,000	195,656	0	200,000
\$225,001 - \$375,000	17.35%	291,573	252,500	299,411	260,000	0
\$375,001 and up	9.18%	540,644	630,000	498,667	583,700	405,000
<b>Average Sold Price</b>		<b>180,903</b>	<b>96,822</b>	<b>205,558</b>	<b>375,056</b>	<b>253,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>180,903</b>	<b>36</b>	<b>51</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>17,728,499</b>	<b>3.49M</b>	<b>10.48M</b>	<b>3.00M</b>	<b>759.00K</b>

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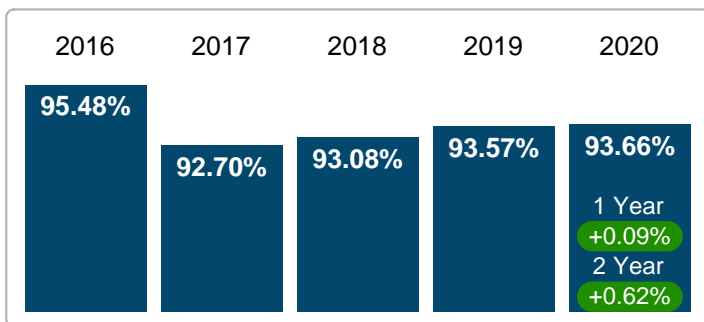
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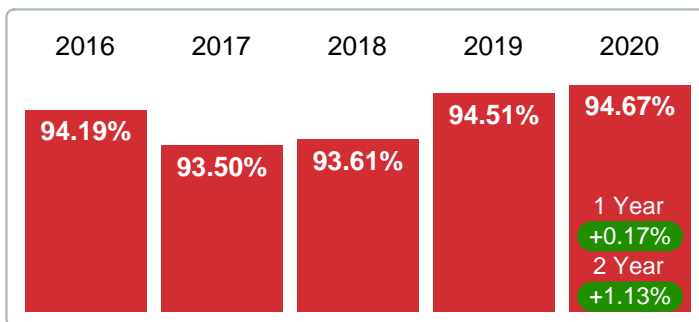
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

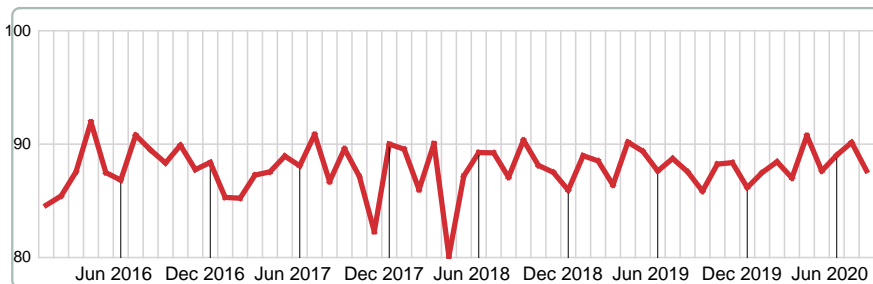
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

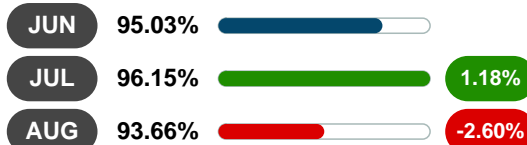


### 3 MONTHS

5 year AUG AVG = 93.70%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **93.66%**  
equal to 5 yr AUG average of **93.70%**



### 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	9	9.18%	87.72%	87.72%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	12	12.24%	91.56%	90.78%	93.90%	0.00%	0.00%
\$50,001 - \$100,000	13	13.27%	92.19%	87.12%	100.36%	100.00%	0.00%
\$100,001 - \$175,000	26	26.53%	95.68%	95.99%	95.51%	94.53%	99.42%
\$175,001 - \$225,000	12	12.24%	97.45%	97.47%	98.17%	0.00%	90.95%
\$225,001 - \$375,000	17	17.35%	95.95%	96.79%	95.96%	94.20%	0.00%
\$375,001 and up	9	9.18%	89.29%	88.93%	87.69%	89.89%	92.05%
Average Sold/List Ratio		93.70%		90.58%	95.93%	92.85%	94.14%
Total Closed Units		98	100%	36	51	8	3
Total Closed Volume		17,728,499		3.49M	10.48M	3.00M	759.00K

# August 2020



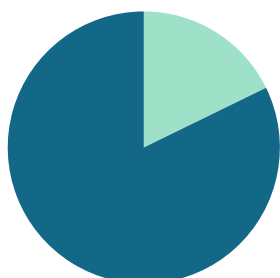
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

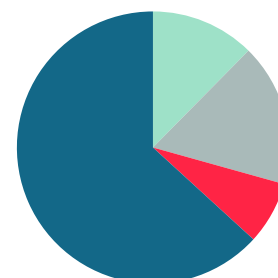


**Inventory**  
 New Listings  
**137 = 17.77%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**771**  
 Volume  
**\$167,001,691**

### Market Activity

Closed Sales  
**98 = 12.39%**  
 Pending Sales  
**134 = 16.94%**  
 Other Off Market  
**59 = 7.46%**  
 Active Inventory  
**500 = 63.21%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	93	98	5.38%	627	638	1.75%
Pending Sales	89	134	50.56%	698	793	13.61%
New Listings	151	137	-9.27%	1,363	1,316	-3.45%
Average List Price	172,398	193,714	12.36%	192,290	187,884	-2.29%
Average Sale Price	163,052	180,903	10.95%	183,708	178,027	-3.09%
Average Percent of Selling Price to List Price	93.57%	93.66%	0.09%	94.51%	94.67%	0.17%
Average Days on Market to Sale	51.88	81.97	57.99%	50.79	51.79	1.96%
Monthly Inventory	698	500	-28.37%	698	500	-28.37%
Months Supply of Inventory	9.09	6.39	-29.74%	9.09	6.39	-29.74%

**Absorption:** Last 12 months, an Average of **78** Sales/Month

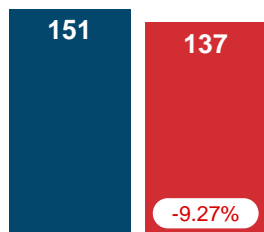
**Inventory** on August 31, 2020 = **500**

**2019** **2020**

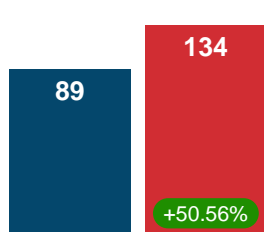
### AUGUST MARKET

### AVERAGE PRICES

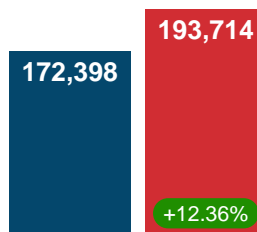
#### New Listings



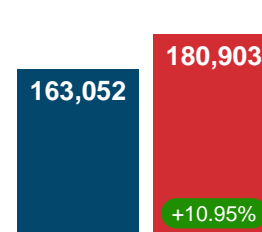
#### Pending Listings



#### List Price



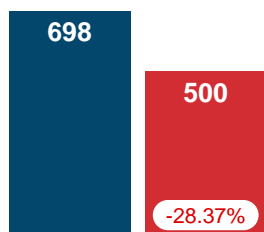
#### Sale Price



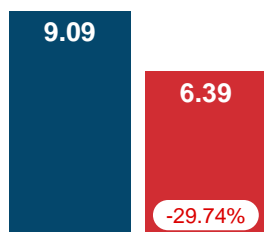
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

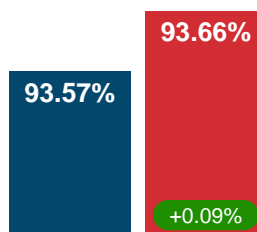
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

