

# August 2020



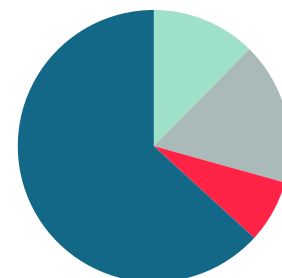
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	149,900	158,000	5.40%
Median Sale Price	148,000	154,750	4.56%
Median Percent of Selling Price to List Price	96.67%	95.76%	-0.94%
Median Days on Market to Sale	36.00	32.50	-9.72%
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.

#### 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 **4.56%** in August 2020 to \$154,750 versus the previous year at \$148,000.

#### Median Days on Market Shortens

The median number of **32.50** days that homes spent on the market before selling decreased by 3.50 days or **9.72%** in August 2020 compared to last year's same month at **36.00** DOM.

#### Sales Success for August 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 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>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

# August 2020



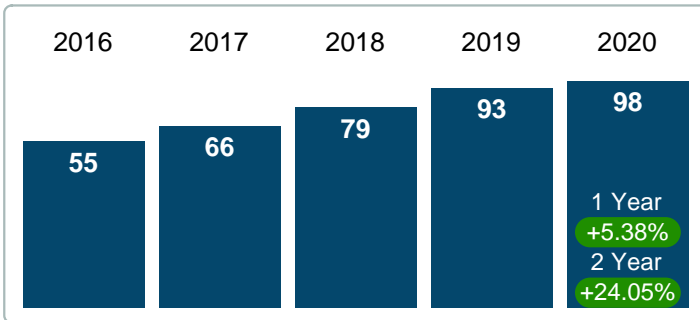
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



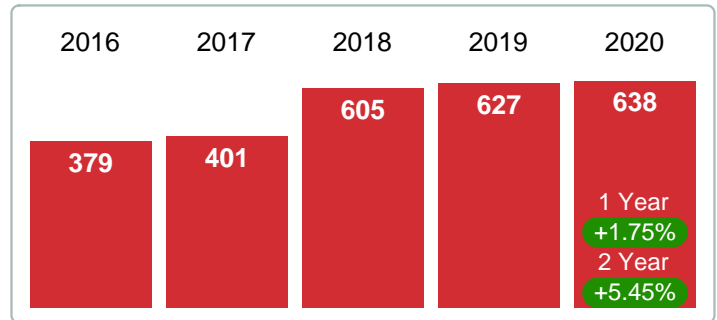
## CLOSED LISTINGS

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

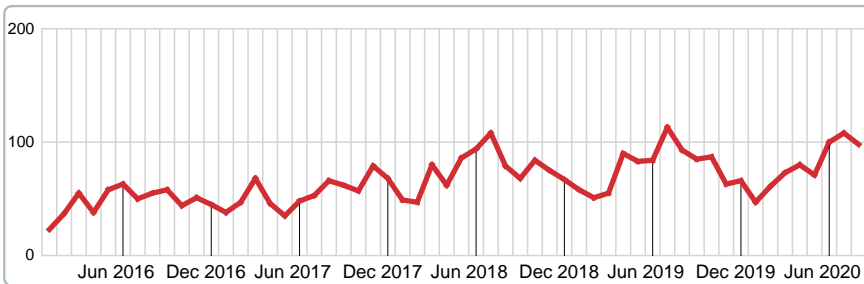
### AUGUST



### YEAR TO DATE (YTD)

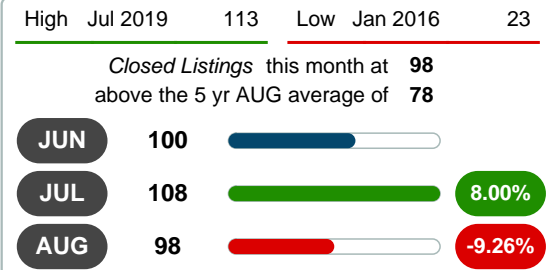


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 78



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	9	9.18%	33.0	9	0	0	0
\$25,001 - \$50,000	12	12.24%	81.0	9	3	0	0
\$50,001 - \$100,000	13	13.27%	71.0	8	4	1	0
\$100,001 - \$175,000	26	26.53%	10.0	5	18	2	1
\$175,001 - \$225,000	12	12.24%	39.5	2	9	0	1
\$225,001 - \$375,000	17	17.35%	20.0	2	14	1	0
\$375,001 and up	9	9.18%	68.0	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>32.5</b>	<b>3.49M</b>	<b>10.48M</b>	<b>3.00M</b>	<b>759.00K</b>
<b>Median Closed Price</b>	<b>\$154,750</b>			<b>\$54,826</b>	<b>\$178,000</b>	<b>\$345,000</b>	<b>\$200,000</b>

# August 2020



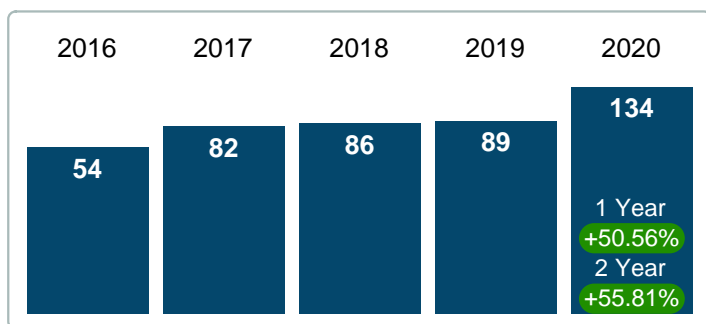
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



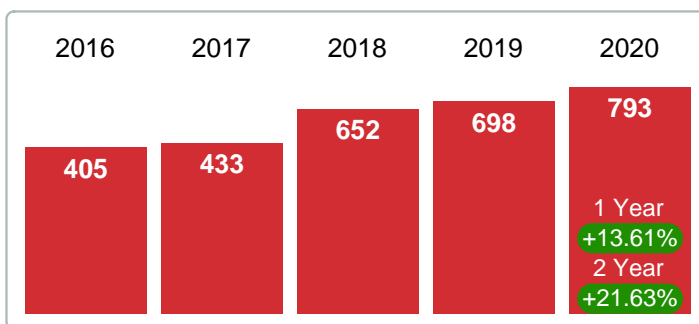
## PENDING LISTINGS

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

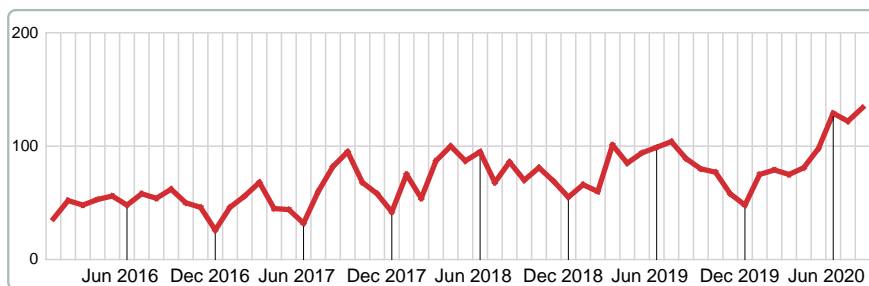
### AUGUST



### YEAR TO DATE (YTD)

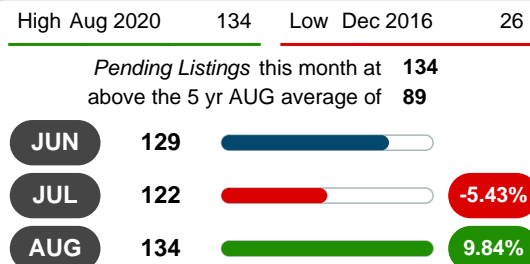


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 89



### 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	13	9.70%	90.0	12	1	0	0
\$30,001 - \$60,000	19	14.18%	124.0	17	1	1	0
\$60,001 - \$110,000	17	12.69%	24.0	10	5	2	0
\$110,001 - \$160,000	31	23.13%	18.0	8	21	2	0
\$160,001 - \$220,000	24	17.91%	37.0	3	16	5	0
\$220,001 - \$340,000	16	11.94%	43.0	3	9	2	2
\$340,001 and up	14	10.45%	138.0	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>39.0</b>	<b>5.81M</b>	<b>11.98M</b>	<b>4.30M</b>	<b>1.53M</b>
<b>Median Listing Price</b>	<b>\$139,950</b>			<b>\$60,000</b>	<b>\$165,756</b>	<b>\$192,000</b>	<b>\$301,000</b>

# August 2020



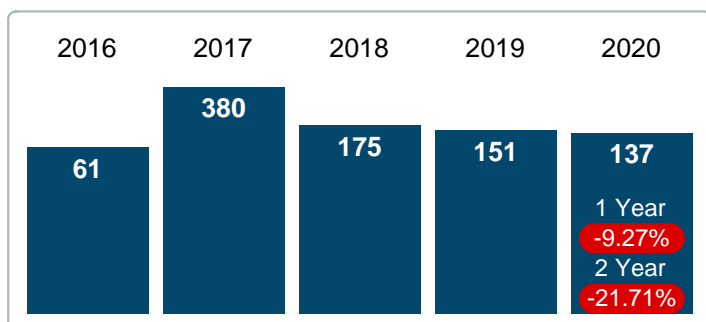
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



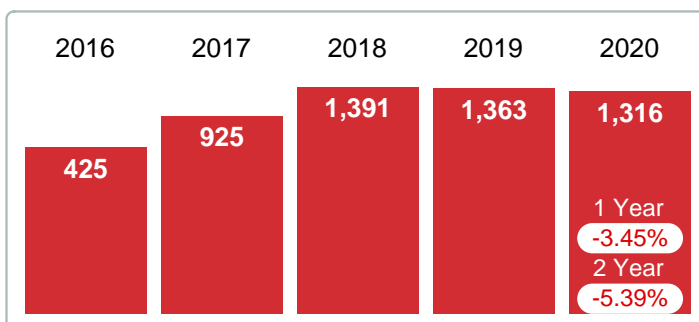
## NEW LISTINGS

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

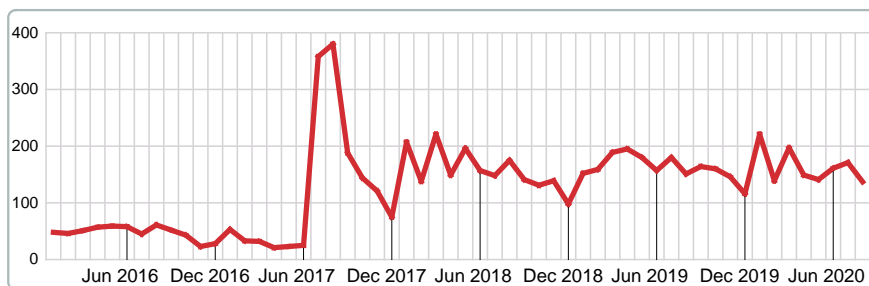
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

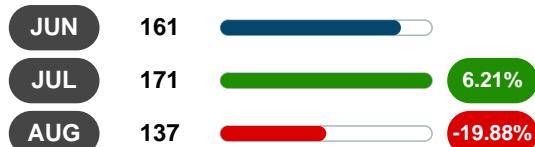


### 3 MONTHS

5 year AUG AVG = 181

High Aug 2017 380 Low Apr 2017 21

New Listings this month at 137  
below the 5 yr AUG average of 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>Median New Listed Listing Price</b>	<b>\$130,000</b>		<b>\$65,620</b>	<b>\$154,625</b>	<b>\$228,750</b>	<b>\$689,000</b>

# August 2020



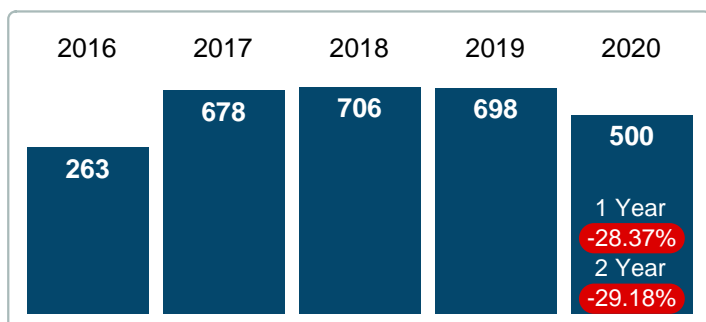
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



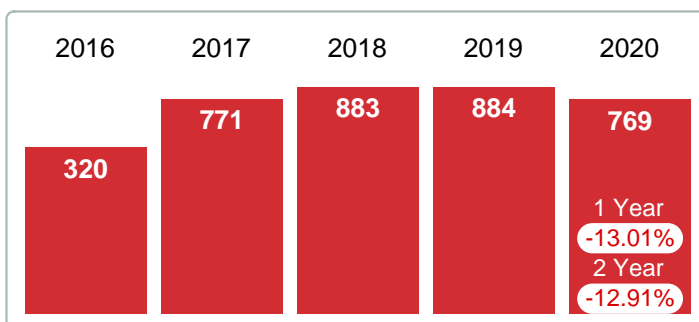
## ACTIVE INVENTORY

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

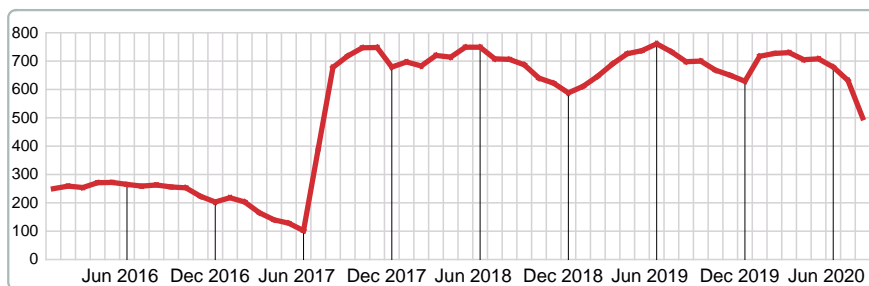
### END OF AUGUST



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$30,000 and less	78	15.60%	149.0	78	0	0	0	
\$30,001 - \$40,000	46	9.20%	154.0	45	1	0	0	
\$40,001 - \$80,000	65	13.00%	67.0	52	11	1	1	
\$80,001 - \$170,000	113	22.60%	88.0	69	36	7	1	
\$170,001 - \$340,000	83	16.60%	68.0	32	38	11	2	
\$340,001 - \$590,000	64	12.80%	73.5	34	10	12	8	
\$590,001 and up	51	10.20%	80.0	28	7	9	7	
Total Active Inventory by Units		500		338	103	40	19	
Total Active Inventory by Volume		116,191,368	100%	89.0	64.53M	23.90M	17.91M	9.86M
Median Active Inventory Listing Price		\$125,500			\$72,450	\$175,000	\$349,950	\$485,000

# August 2020



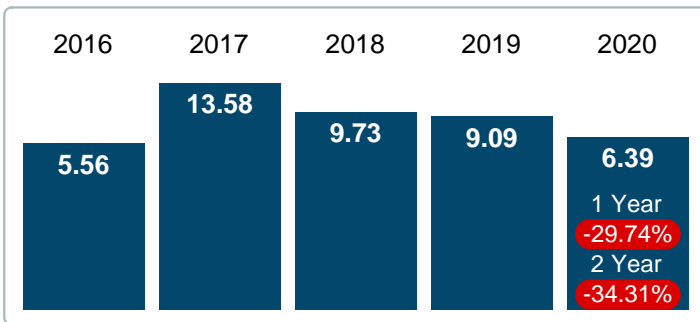
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



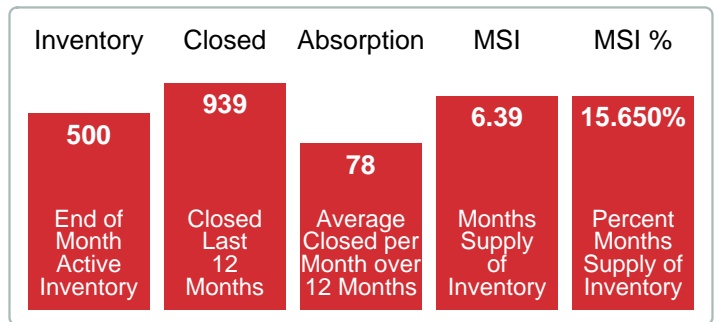
## MONTHS SUPPLY of INVENTORY (MSI)

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

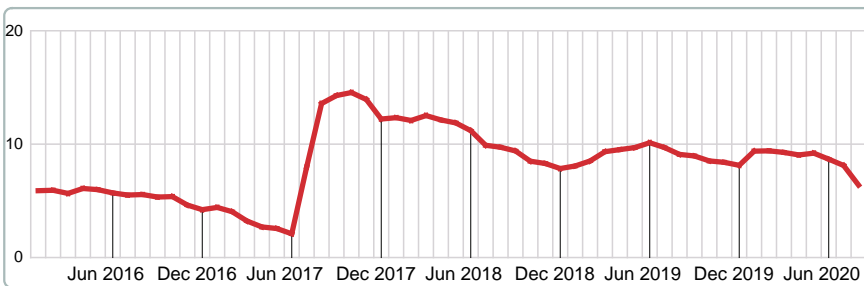
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

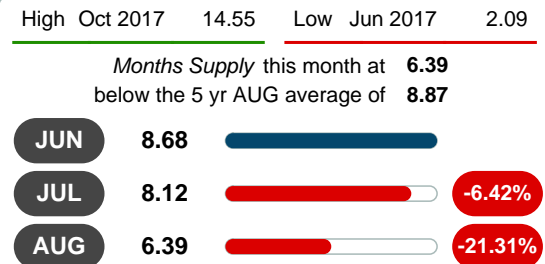


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



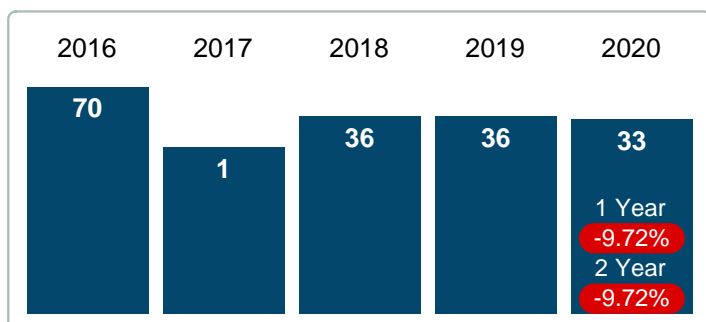
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



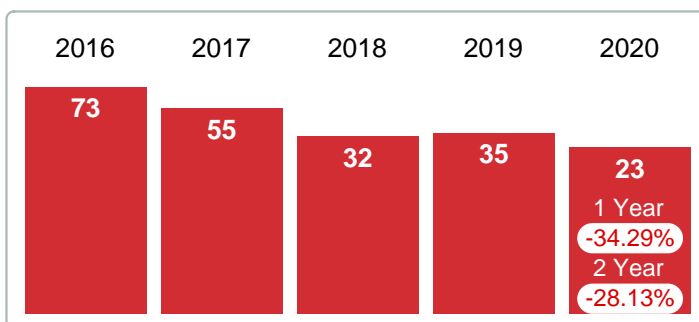
## MEDIAN DAYS ON MARKET TO SALE

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

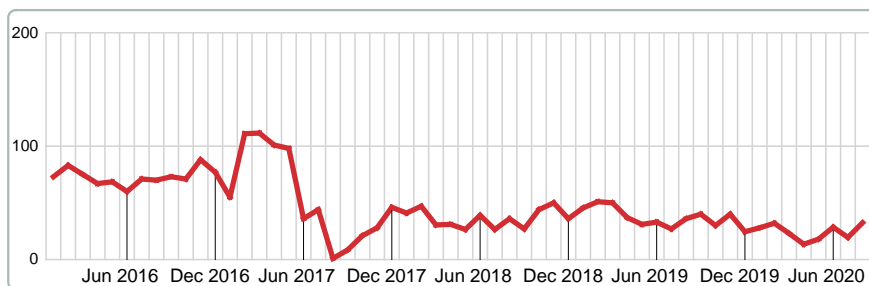
### AUGUST



### YEAR TO DATE (YTD)

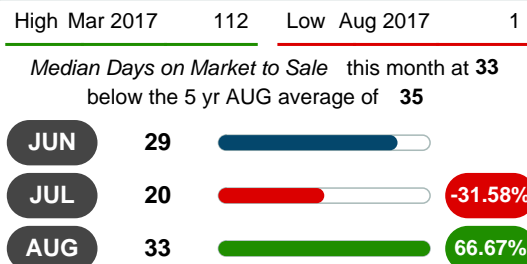


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 35



### 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
\$25,000 and less	9.18%	33	33	0	0	0
\$25,001 - \$50,000	12.24%	81	79	101	0	0
\$50,001 - \$100,000	13.27%	71	125	36	1	0
\$100,001 - \$175,000	26.53%	10	31	10	53	4
\$175,001 - \$225,000	12.24%	40	32	29	0	127
\$225,001 - \$375,000	17.35%	20	8	21	161	0
\$375,001 and up	9.18%	68	51	68	116	68
<b>Median Closed DOM</b>		<b>33</b>	<b>64</b>	<b>20</b>	<b>106</b>	<b>68</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32.5</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



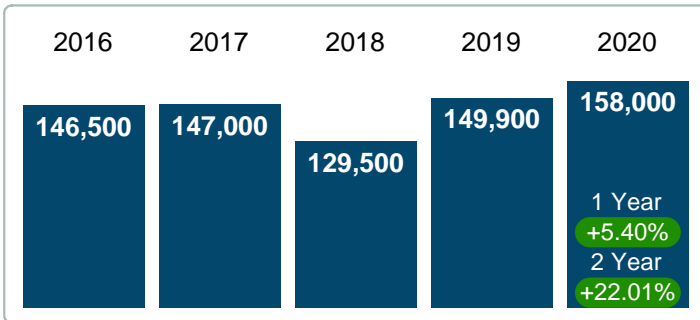
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



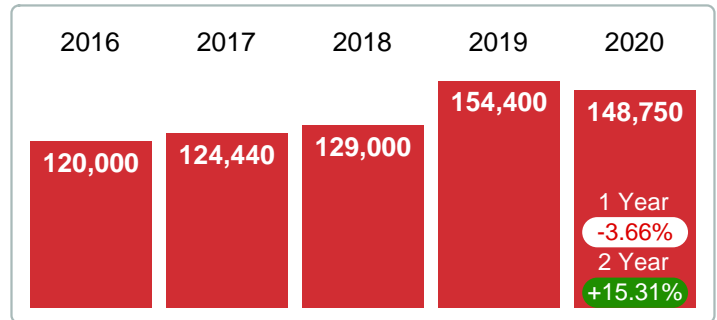
## MEDIAN LIST PRICE AT CLOSING

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

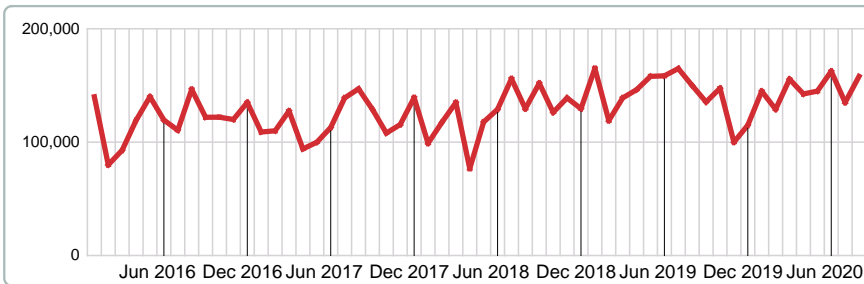
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

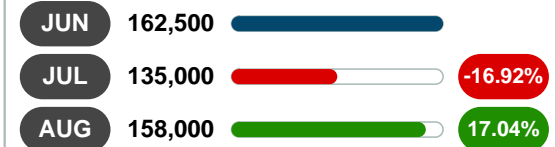


### 3 MONTHS

5 year AUG AVG = 146,180

High Jan 2019 165,000 Low Apr 2018 76,750

Median List Price at Closing this month at **158,000**  
above the 5 yr AUG average of **146,180**



### 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
\$25,000 and less	5	5.10%	12,000	12,000	0	0	0
\$25,001 - \$50,000	15	15.31%	38,000	35,000	48,500	0	0
\$50,001 - \$100,000	9	9.18%	88,900	88,900	95,000	79,900	0
\$100,001 - \$175,000	28	28.57%	143,700	110,000	150,000	165,000	154,900
\$175,001 - \$225,000	13	13.27%	198,000	211,500	189,900	179,900	219,900
\$225,001 - \$375,000	17	17.35%	272,000	250,000	299,000	276,000	0
\$375,001 and up	11	11.22%	560,000	708,400	490,000	577,500	439,999
Median List Price			158,000	69,950	179,900	402,500	219,900
Total Closed Units		100%	158,000	36	51	8	3
Total Closed Volume			18,983,997	3.82M	11.08M	3.27M	814.80K



# August 2020



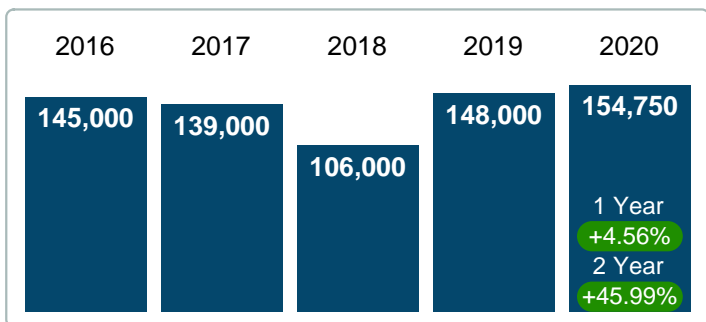
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



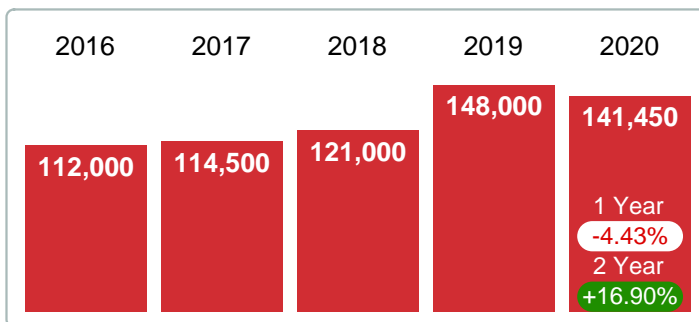
## MEDIAN SOLD PRICE AT CLOSING

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

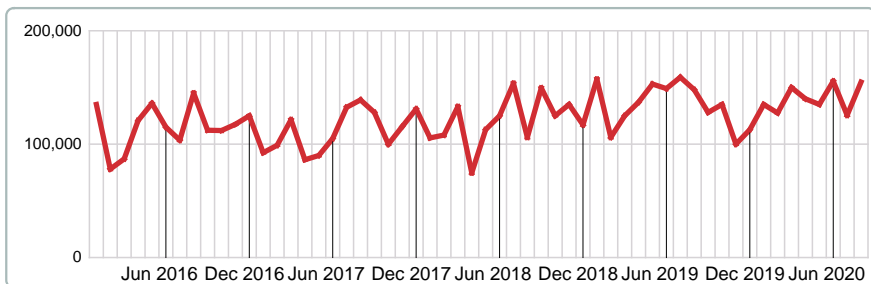
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

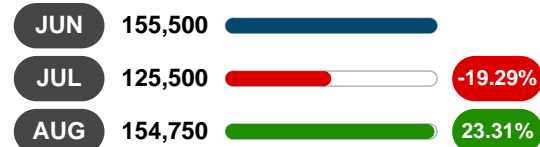


### 3 MONTHS

5 year AUG AVG = 138,550

High Jul 2019 159,000 Low Apr 2018 74,700

Median Sold Price at Closing this month at **154,750** above the 5 yr AUG average of **138,550**



### 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
\$25,000 and less	9	9.18%	20,500	20,500	0	0	0
\$25,001 - \$50,000	12	12.24%	40,000	38,000	48,199	0	0
\$50,001 - \$100,000	13	13.27%	95,000	92,000	97,500	79,900	0
\$100,001 - \$175,000	26	26.53%	153,250	150,000	151,250	162,875	154,000
\$175,001 - \$225,000	12	12.24%	199,750	225,000	199,500	0	200,000
\$225,001 - \$375,000	17	17.35%	282,000	252,500	310,500	260,000	0
\$375,001 and up	9	9.18%	515,000	630,000	506,000	520,000	405,000
Median Sold Price			154,750	54,826	178,000	345,000	200,000
Total Closed Units		100%	154,750	36	51	8	3
Total Closed Volume			17,728,499	3.49M	10.48M	3.00M	759.00K

# August 2020



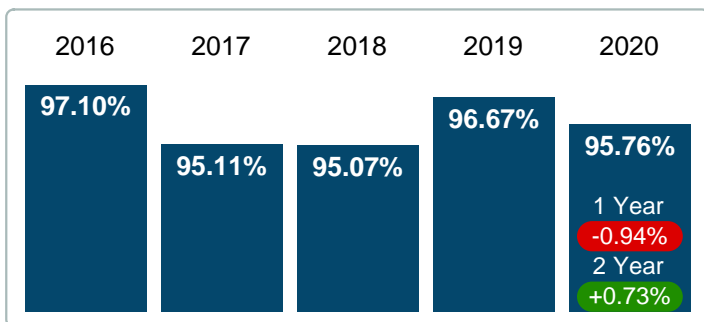
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



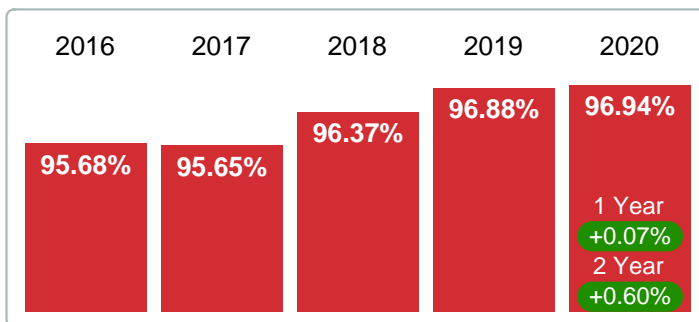
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

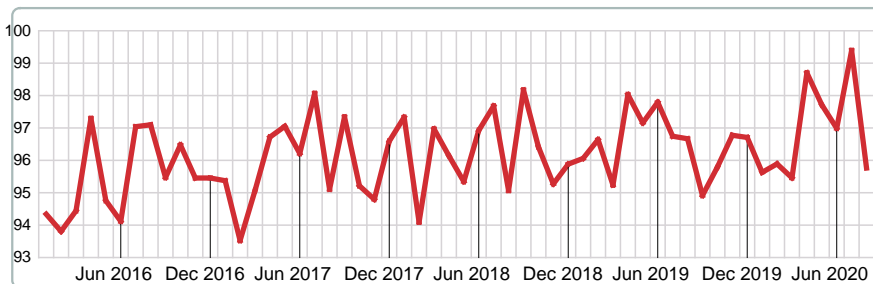
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

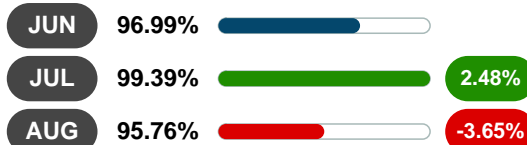


### 3 MONTHS

5 year AUG AVG = 95.94%

High Jul 2020 99.39% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **95.76%**  
equal to 5 yr AUG average of **95.94%**



### 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
\$25,000 and less	9	9.18%	83.33%	83.33%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	12	12.24%	95.00%	90.00%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	13	13.27%	93.05%	90.45%	100.00%	100.00%	0.00%
\$100,001 - \$175,000	26	26.53%	97.19%	100.00%	97.19%	94.53%	99.42%
\$175,001 - \$225,000	12	12.24%	99.47%	97.47%	100.00%	0.00%	90.95%
\$225,001 - \$375,000	17	17.35%	95.74%	96.79%	96.85%	94.20%	0.00%
\$375,001 and up	9	9.18%	89.80%	88.93%	89.80%	92.70%	92.05%
Median Sold/List Ratio		95.76%		91.82%	97.96%	95.28%	92.05%
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



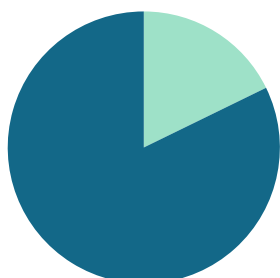
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

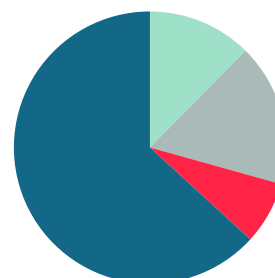


**Inventory**  
 New Listings  
**137 = 17.77%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**771**  
 Volume  
**\$167,001,691**

### 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%
Median List Price	149,900	158,000	5.40%	154,400	148,750	-3.66%
Median Sale Price	148,000	154,750	4.56%	148,000	141,450	-4.43%
Median Percent of Selling Price to List Price	96.67%	95.76%	-0.94%	96.88%	96.94%	0.07%
Median Days on Market to Sale	36.00	32.50	-9.72%	35.00	23.00	-34.29%
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

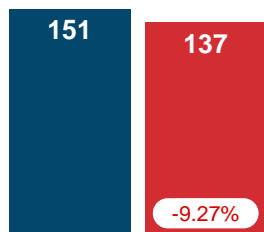
**Inventory** on August 31, 2020 = **500**

**2019** **2020**

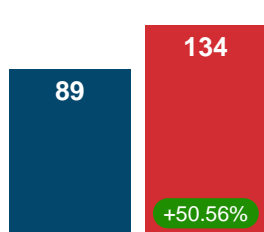
### AUGUST MARKET

### MEDIAN PRICES

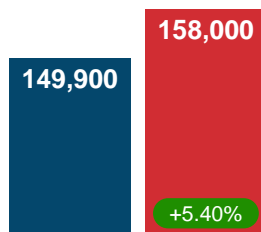
#### New Listings



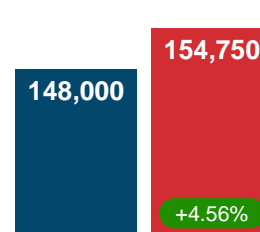
#### Pending Listings



#### List Price



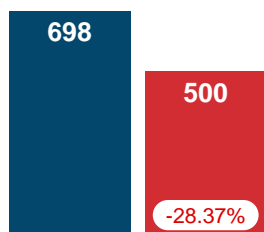
#### Sale Price



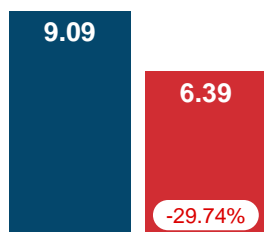
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

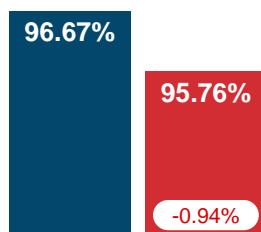
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

