

## August 2019



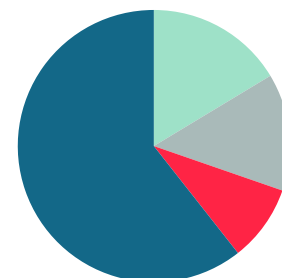
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	60	81	35.00%
Pending Listings	65	69	6.15%
New Listings	116	102	-12.07%
Average List Price	133,965	181,348	35.37%
Average Sale Price	127,969	172,918	35.13%
Average Percent of Selling Price to List Price	95.46%	94.55%	-0.95%
Average Days on Market to Sale	46.40	46.38	-0.04%
End of Month Inventory	334	300	-10.18%
Months Supply of Inventory	5.80	4.88	-15.90%



■ Closed (16.36%)  
■ Pending (13.94%)  
■ Other OffMarket (9.09%)  
■ Active (60.61%)

**Absorption:** Last 12 months, an Average of **62** Sales/Month  
**Active Inventory** as of August 31, 2019 = **300**

#### Analysis Wrap-Up

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

The total housing inventory at the end of August 2019 decreased **10.18%** to 300 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **4.88** 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 **35.13%** in August 2019 to \$172,918 versus the previous year at \$127,969.

##### Average Days on Market Shortens

The average number of **46.38** days that homes spent on the market before selling decreased by 0.02 days or **0.04%** in August 2019 compared to last year's same month at **46.40** DOM.

##### Sales Success for August 2019 is Positive

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

There were 102 New Listings in August 2019, down **12.07%** from last year at 116. Furthermore, there were 81 Closed Listings this month versus last year at 60, a **35.00%** increase.

Closed versus Listed trends yielded a **79.4%** ratio, up from previous year's, August 2018, at **51.7%**, a **53.53%** 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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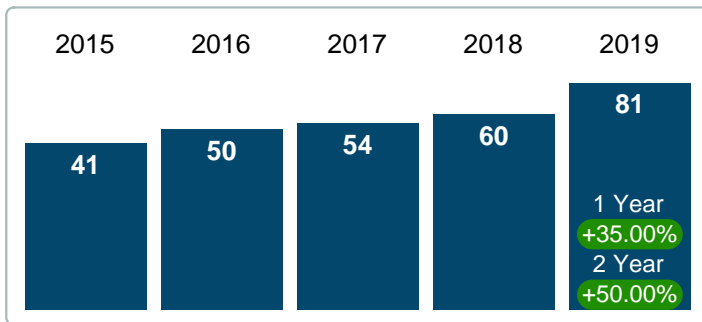
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



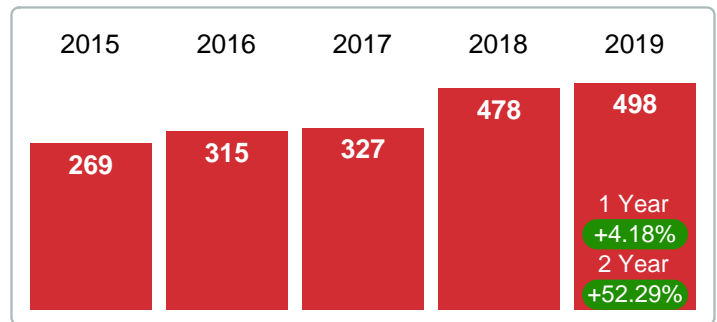
## CLOSED LISTINGS

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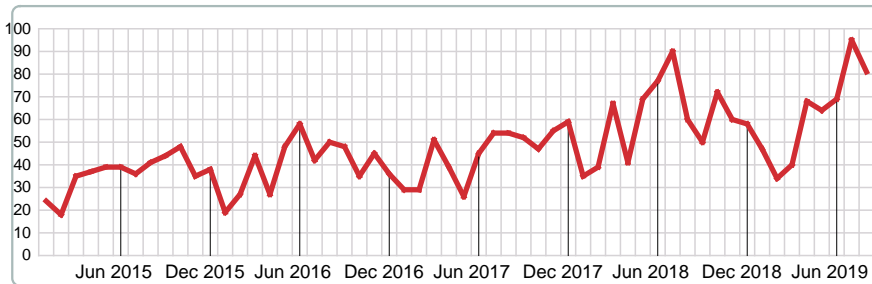
### AUGUST



### YEAR TO DATE (YTD)

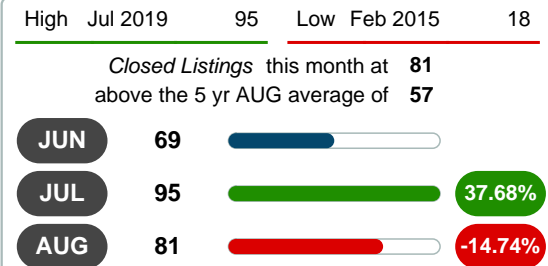


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.88%	36.8	4	4	0	0
\$50,001 - \$75,000	9	11.11%	60.4	2	7	0	0
\$75,001 - \$125,000	12	14.81%	35.1	2	10	0	0
\$125,001 - \$150,000	10	12.35%	27.5	0	8	2	0
\$150,001 - \$225,000	22	27.16%	39.1	0	17	5	0
\$225,001 - \$325,000	10	12.35%	59.7	1	6	3	0
\$325,001 and up	10	12.35%	76.6	1	5	3	1
<b>Total Closed Units</b>	<b>81</b>			<b>10</b>	<b>57</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,006,349</b>	<b>100%</b>	<b>46.4</b>	<b>1.07M</b>	<b>9.18M</b>	<b>3.30M</b>	<b>460.00K</b>
<b>Average Closed Price</b>	<b>\$172,918</b>			<b>\$106,980</b>	<b>\$161,020</b>	<b>\$253,723</b>	<b>\$460,000</b>

# August 2019



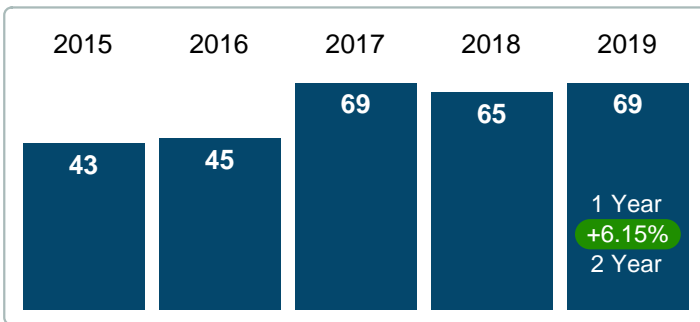
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



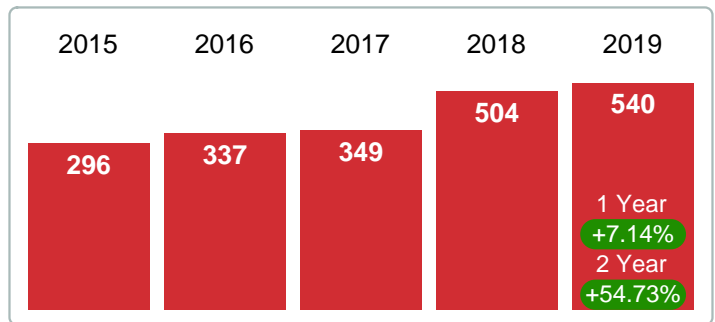
## PENDING LISTINGS

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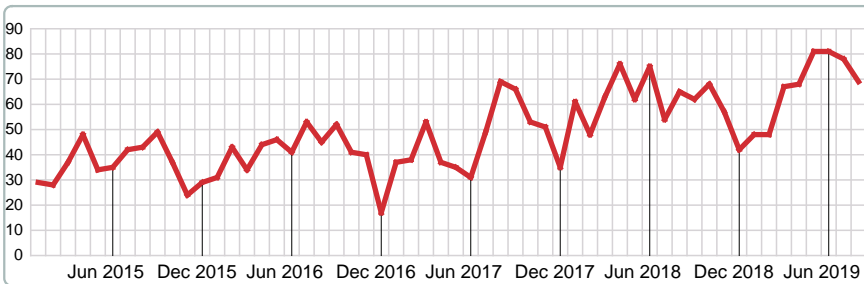
### AUGUST



### YEAR TO DATE (YTD)

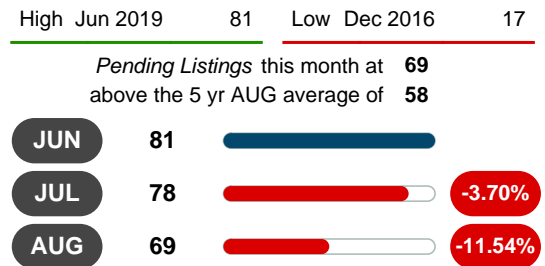


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 58



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.25%	36.2	3	2	0	0
\$50,001 - \$75,000	7	10.14%	66.1	1	5	0	1
\$75,001 - \$125,000	14	20.29%	64.0	1	12	0	1
\$125,001 - \$175,000	15	21.74%	37.0	2	12	1	0
\$175,001 - \$225,000	13	18.84%	54.5	0	12	1	0
\$225,001 - \$325,000	8	11.59%	74.9	0	6	2	0
\$325,001 and up	7	10.14%	87.3	0	5	2	0
<b>Total Pending Units</b>	<b>69</b>			<b>7</b>	<b>54</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,625,600</b>	<b>100%</b>	<b>58.7</b>	<b>559.70K</b>	<b>9.27M</b>	<b>1.62M</b>	<b>169.00K</b>
<b>Average Listing Price</b>	<b>\$170,378</b>			<b>\$79,957</b>	<b>\$171,754</b>	<b>\$270,367</b>	<b>\$84,500</b>

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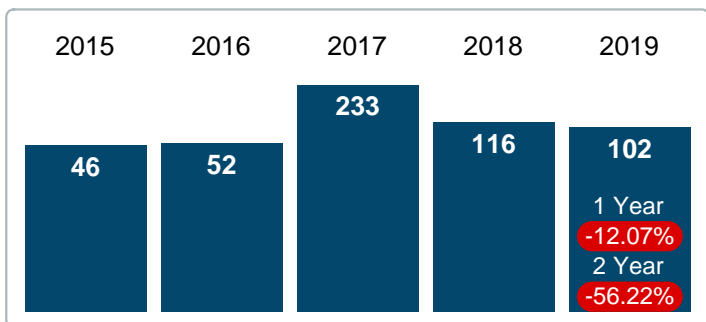
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



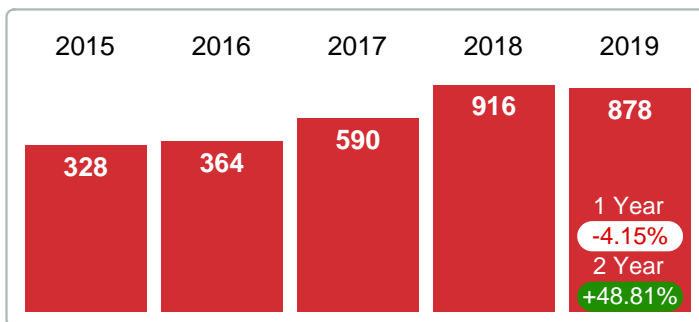
## NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

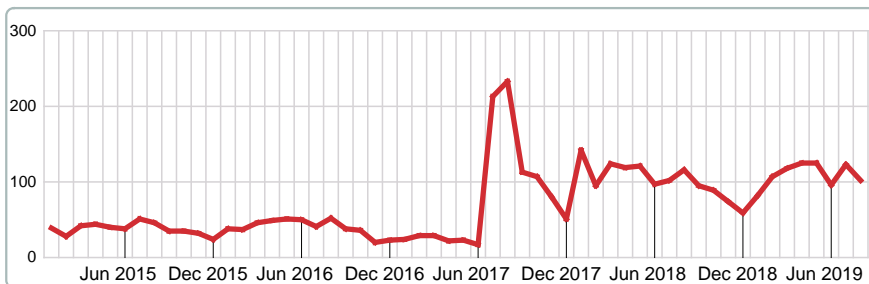
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 110

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 102 below the 5 yr AUG average of 110



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds				3 Beds				4 Beds				5+ Beds			
\$75,000 and less	9	8.82%	4				5				0				0			
\$75,001 - \$100,000	11	10.78%	2				7				1				1			
\$100,001 - \$125,000	10	9.80%	1				7				2				0			
\$125,001 - \$200,000	30	29.41%	4				21				4				1			
\$200,001 - \$325,000	19	18.63%	1				14				4				0			
\$325,001 - \$475,000	10	9.80%	1				5				2				2			
\$475,001 and up	13	12.75%	0				7				4				2			
<b>Total New Listed Units</b>	<b>102</b>		<b>13</b>				<b>66</b>				<b>17</b>				<b>6</b>			
<b>Total New Listed Volume</b>	<b>25,185,299</b>	<b>100%</b>	<b>1.66M</b>				<b>14.51M</b>				<b>5.25M</b>				<b>3.76M</b>			
<b>Average New Listed Listing Price</b>	<b>\$190,449</b>		<b>\$127,423</b>				<b>\$219,914</b>				<b>\$309,065</b>				<b>\$626,733</b>			

# August 2019



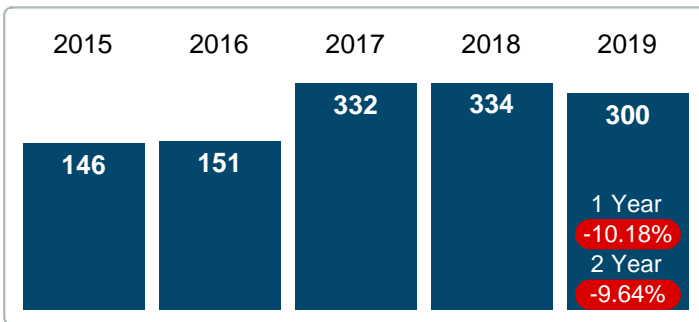
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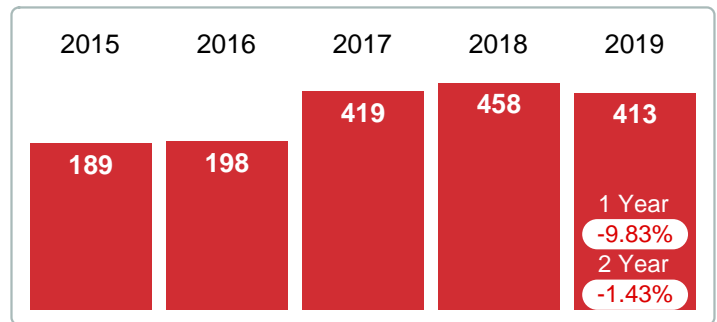
## ACTIVE INVENTORY

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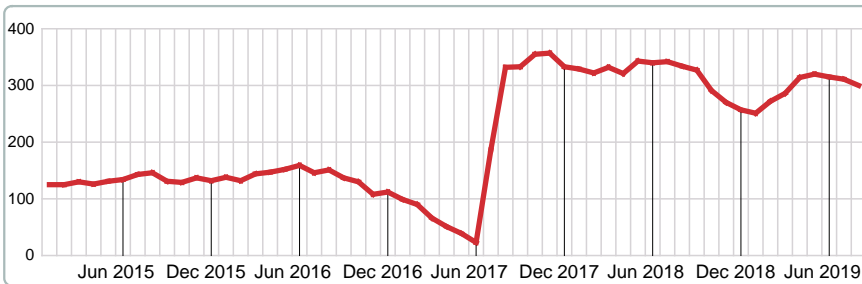
### END OF AUGUST



### ACTIVE DURING AUGUST

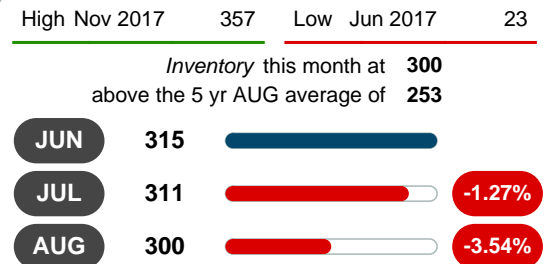


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 253



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	4.33%	91.5	10	2	1	0
\$50,001 - \$75,000	24	8.00%	79.6	14	10	0	0
\$75,001 - \$125,000	53	17.67%	68.8	4	35	12	2
\$125,001 - \$225,000	84	28.00%	68.1	15	53	15	1
\$225,001 - \$325,000	57	19.00%	79.5	4	31	18	4
\$325,001 - \$525,000	39	13.00%	82.3	3	16	9	11
\$525,001 and up	30	10.00%	61.9	0	10	14	6
<b>Total Active Inventory by Units</b>	<b>300</b>			<b>50</b>	<b>157</b>	<b>69</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>75,544,241</b>	<b>100%</b>	<b>73.6</b>	<b>6.32M</b>	<b>34.59M</b>	<b>21.43M</b>	<b>13.21M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$251,814</b>			<b>\$126,392</b>	<b>\$220,320</b>	<b>\$310,529</b>	<b>\$550,329</b>

# August 2019



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

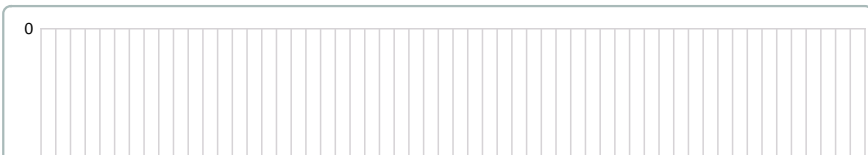
### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
300	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13		4.33%	2.52	4.00	0.80	6.00	0.00	
\$50,001 - \$75,000	24		8.00%	3.84	6.72	2.73	0.00	0.00	
\$75,001 - \$125,000	53		17.67%	4.68	2.00	4.67	6.55	0.00	
\$125,001 - \$225,000	84		28.00%	3.13	13.85	2.68	2.77	1.71	
\$225,001 - \$325,000	57		19.00%	7.60	12.00	6.76	9.39	6.00	
\$325,001 - \$525,000	39		13.00%	12.32	36.00	13.71	6.35	22.00	
\$525,001 and up	30		10.00%	24.00	0.00	17.14	28.00	36.00	
Market Supply of Inventory (MSI)		4.88			6.19	3.95	5.87	12.52	
Total Active Inventory by Units		300	100%	4.88	50	157	69	24	

# August 2019



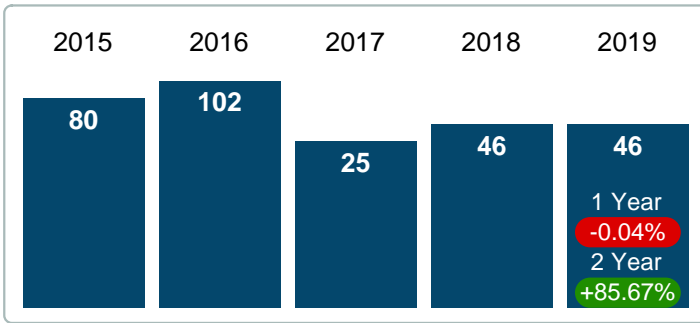
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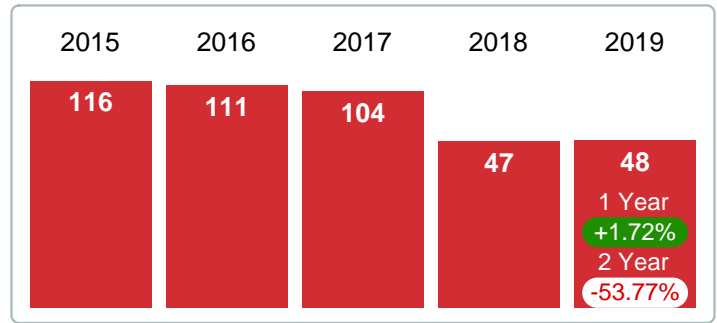
## AVERAGE DAYS ON MARKET TO SALE

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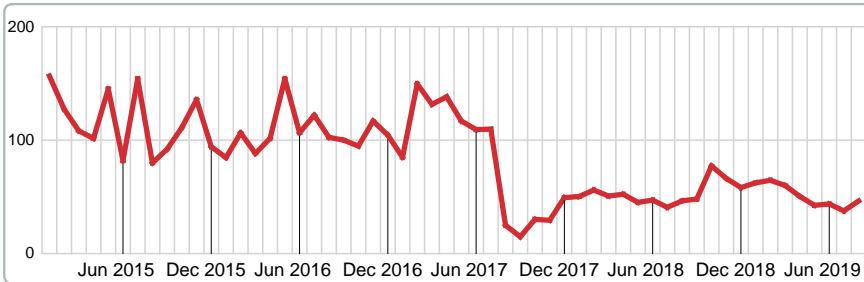
### AUGUST



### YEAR TO DATE (YTD)

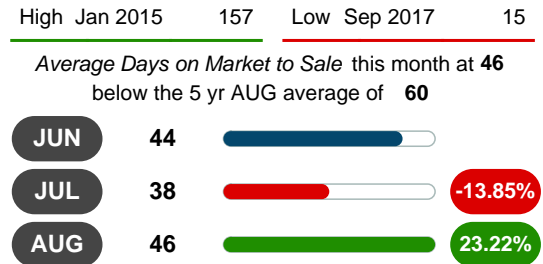


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 60



### 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
\$50,000 and less	9.88%	37	38	36	0	0
\$50,001 - \$75,000	11.11%	60	108	47	0	0
\$75,001 - \$125,000	14.81%	35	9	40	0	0
\$125,001 - \$150,000	12.35%	28	0	26	35	0
\$150,001 - \$225,000	27.16%	39	0	38	44	0
\$225,001 - \$325,000	12.35%	60	50	65	53	0
\$325,001 and up	12.35%	77	61	63	128	6
Average Closed DOM		46	50	43	64	6
Total Closed Units	100%	46	10	57	13	1
Total Closed Volume		14,006,349	1.07M	9.18M	3.30M	460.00K

# August 2019



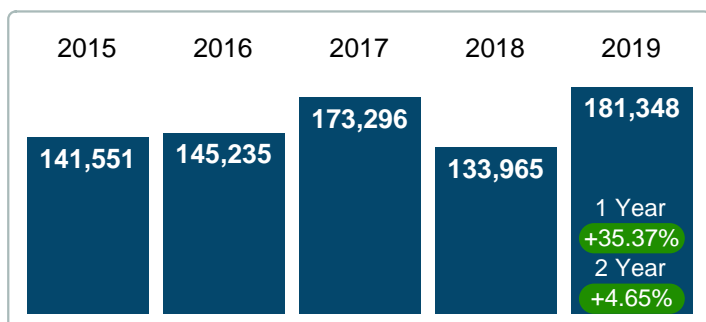
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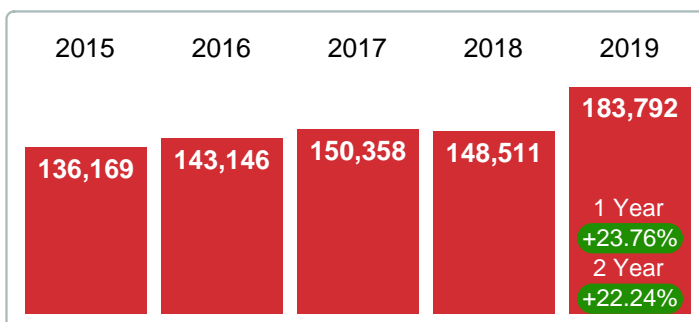
## AVERAGE LIST PRICE AT CLOSING

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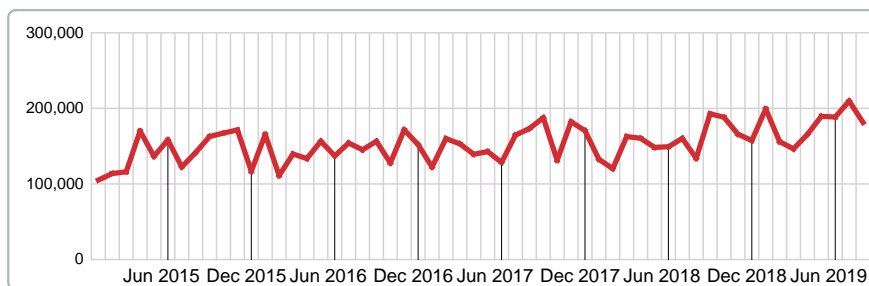
### AUGUST



### YEAR TO DATE (YTD)

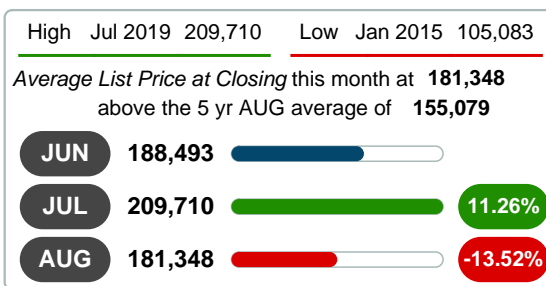


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 155,079



### 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
\$50,000 and less	7.41%	36,175	33,288	53,425	0	0
\$50,001 - \$75,000	11.11%	66,467	73,950	68,343	0	0
\$75,001 - \$125,000	16.05%	100,238	117,450	104,530	0	0
\$125,001 - \$150,000	12.35%	142,140	0	145,800	147,250	0
\$150,001 - \$225,000	28.40%	181,283	0	177,947	193,980	0
\$225,001 - \$325,000	11.11%	271,389	278,200	278,800	280,500	0
\$325,001 and up	13.58%	412,491	369,500	412,000	446,300	419,000
<b>Average List Price</b>		<b>181,348</b>	<b>116,365</b>	<b>169,504</b>	<b>264,985</b>	<b>419,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>181,348</b>	<b>10</b>	<b>57</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,689,149</b>	<b>1.16M</b>	<b>9.66M</b>	<b>3.44M</b>	<b>419.00K</b>



# August 2019



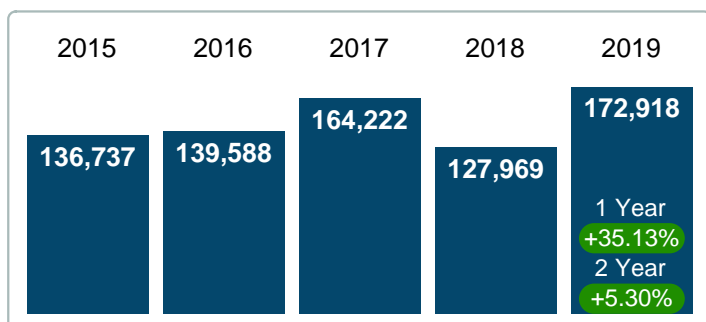
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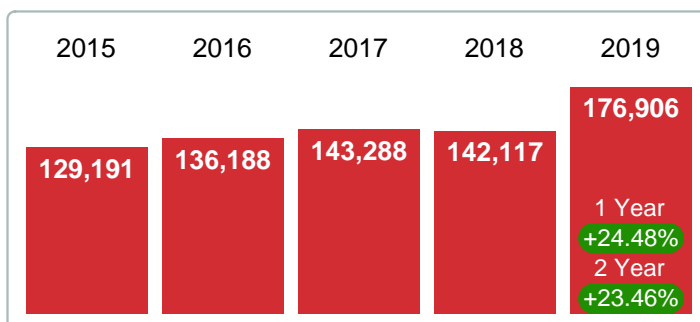
## AVERAGE SOLD PRICE AT CLOSING

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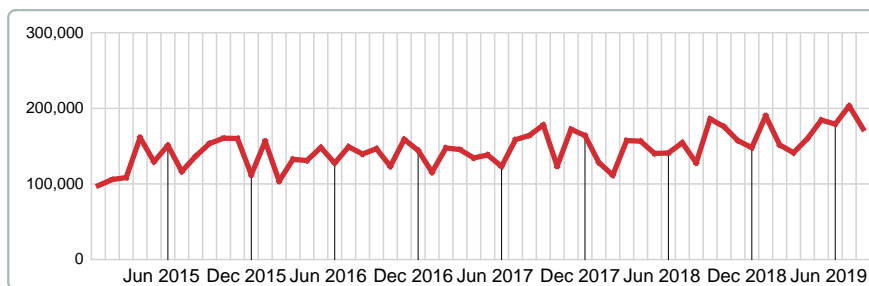
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

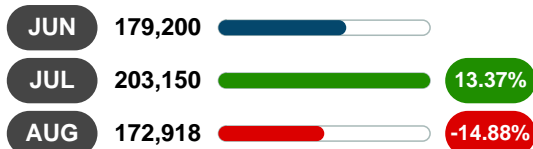


### 3 MONTHS

5 year AUG AVG = 148,287

High Jul 2019 203,150 Low Jan 2015 97,863

Average Sold Price at Closing this month at 172,918 above the 5 yr AUG average of 148,287



### 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
\$50,000 and less	9.88%	37,000	30,250	43,750	0	0
\$50,001 - \$75,000	11.11%	64,011	70,000	62,300	0	0
\$75,001 - \$125,000	14.81%	101,125	111,750	99,000	0	0
\$125,001 - \$150,000	12.35%	141,130	0	141,488	139,700	0
\$150,001 - \$225,000	27.16%	175,602	0	172,779	185,200	0
\$225,001 - \$325,000	12.35%	259,270	248,300	258,983	263,500	0
\$325,001 and up	12.35%	405,350	337,000	390,800	434,167	460,000
<b>Average Sold Price</b>		<b>172,918</b>	<b>106,980</b>	<b>161,020</b>	<b>253,723</b>	<b>460,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>172,918</b>	<b>10</b>	<b>57</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,006,349</b>	<b>1.07M</b>	<b>9.18M</b>	<b>3.30M</b>	<b>460.00K</b>

# August 2019



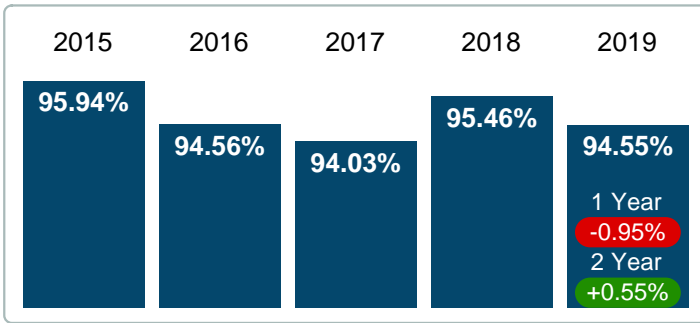
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



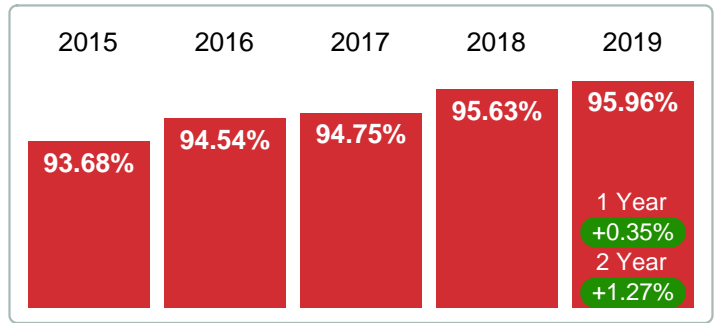
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

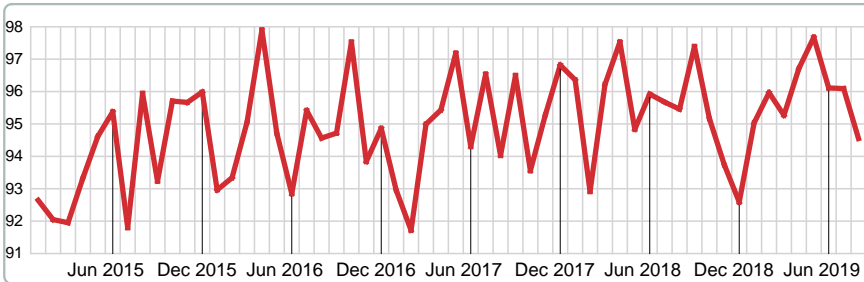
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

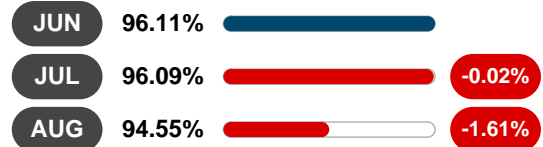


### 3 MONTHS

5 year AUG AVG = 94.91%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **94.55%**  
equal to 5 yr AUG average of **94.91%**



### 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
\$50,000 and less	8	9.88%	85.38%	86.96%	83.80%	0.00%	0.00%
\$50,001 - \$75,000	9	11.11%	92.14%	94.87%	91.37%	0.00%	0.00%
\$75,001 - \$125,000	12	14.81%	95.36%	95.60%	95.31%	0.00%	0.00%
\$125,001 - \$150,000	10	12.35%	96.81%	0.00%	97.15%	95.42%	0.00%
\$150,001 - \$225,000	22	27.16%	96.97%	0.00%	97.38%	95.55%	0.00%
\$225,001 - \$325,000	10	12.35%	93.25%	89.25%	93.60%	93.87%	0.00%
\$325,001 and up	10	12.35%	96.80%	91.20%	94.85%	97.57%	109.79%
Average Sold/List Ratio		94.50%		90.92%	94.68%	95.61%	109.79%
Total Closed Units		81	100%	10	57	13	1
Total Closed Volume		14,006,349		1.07M	9.18M	3.30M	460.00K

# August 2019



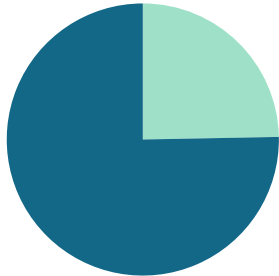
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

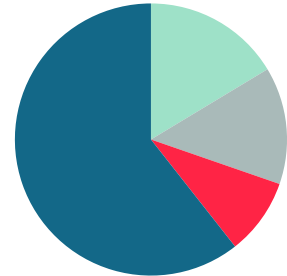


**Inventory**  
 New Listings  
**102 = 24.70%**  
 Start Inventory  
**311**  
 Total Inventory Units  
**413**  
 Volume  
**\$108,193,641**

### Market Activity

Closed Sales  
**81 = 16.36%**  
 Pending Sales  
**69 = 13.94%**  
 Other Off Market  
**45 = 9.09%**  
 Active Inventory  
**300 = 60.61%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	81	35.00%	478	498	4.18%
Pending Sales	65	69	6.15%	504	540	7.14%
New Listings	116	102	-12.07%	916	878	-4.15%
Average List Price	133,965	181,348	35.37%	148,511	183,792	23.76%
Average Sale Price	127,969	172,918	35.13%	142,117	176,906	24.48%
Average Percent of Selling Price to List Price	95.46%	94.55%	-0.95%	95.63%	95.96%	0.35%
Average Days on Market to Sale	46.40	46.38	-0.04%	47.44	48.25	1.72%
Monthly Inventory	334	300	-10.18%	334	300	-10.18%
Months Supply of Inventory	5.80	4.88	-15.90%	5.80	4.88	-15.90%

**Absorption:** Last 12 months, an Average of **62** Sales/Month

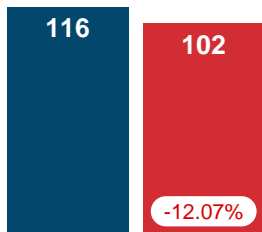
**Inventory** on August 31, 2019 = **300**

**2018** **2019**

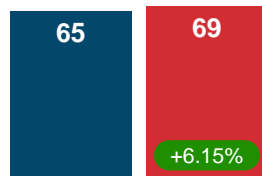
### AUGUST MARKET

### AVERAGE PRICES

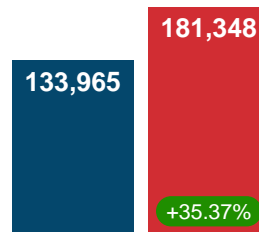
#### New Listings



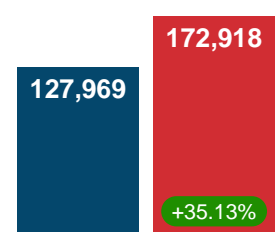
#### Pending Listings



#### List Price



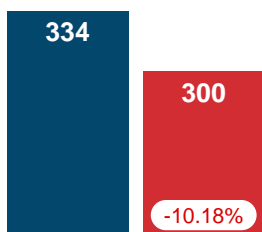
#### Sale Price



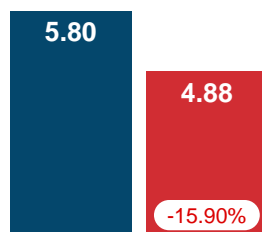
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

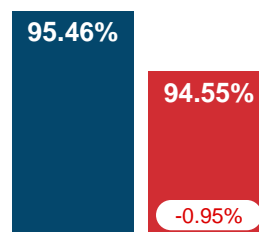
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

