

August 2019



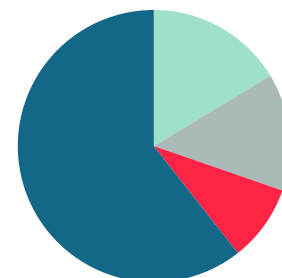
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	130,950	159,900	22.11%
Median Sale Price	128,500	153,000	19.07%
Median Percent of Selling Price to List Price	95.73%	97.12%	1.46%
Median Days on Market to Sale	34.50	29.00	-15.94%
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.

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 **19.07%** in August 2019 to \$153,000 versus the previous year at \$128,500.

Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 5.50 days or **15.94%** in August 2019 compared to last year's same month at **34.50** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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.

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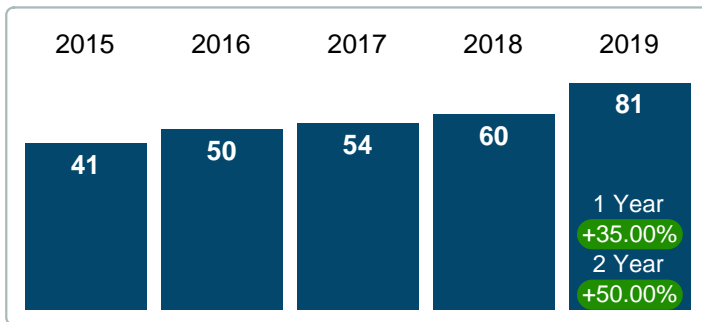
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



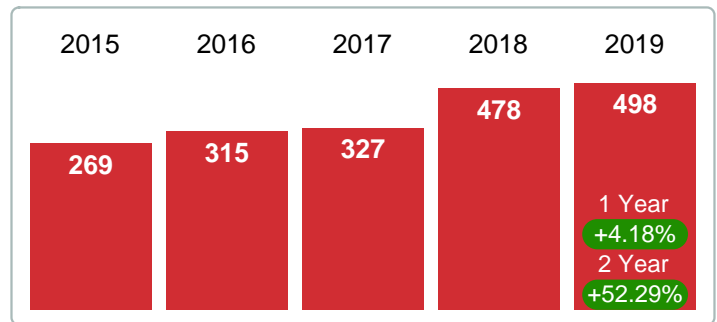
CLOSED LISTINGS

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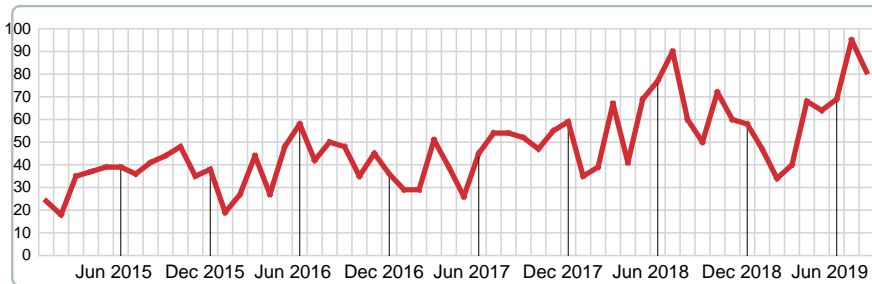
AUGUST



YEAR TO DATE (YTD)

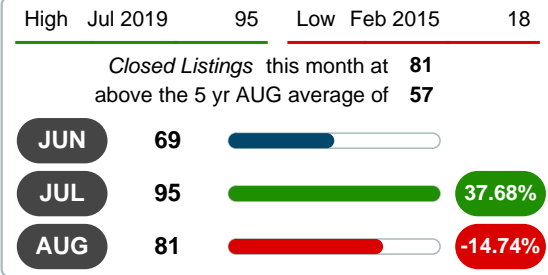


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.88%	35.5	4	4	0	0
\$50,001 - \$75,000	9	11.11%	45.0	2	7	0	0
\$75,001 - \$125,000	12	14.81%	10.0	2	10	0	0
\$125,001 - \$150,000	10	12.35%	8.5	0	8	2	0
\$150,001 - \$225,000	22	27.16%	8.5	0	17	5	0
\$225,001 - \$325,000	10	12.35%	46.5	1	6	3	0
\$325,001 and up	10	12.35%	67.5	1	5	3	1
Total Closed Units	81			10	57	13	1
Total Closed Volume	14,006,349	100%	29.0	1.07M	9.18M	3.30M	460.00K
Median Closed Price	\$153,000			\$70,000	\$150,000	\$210,500	\$460,000

August 2019



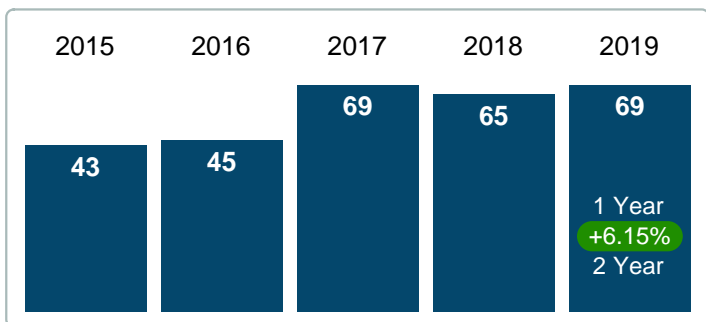
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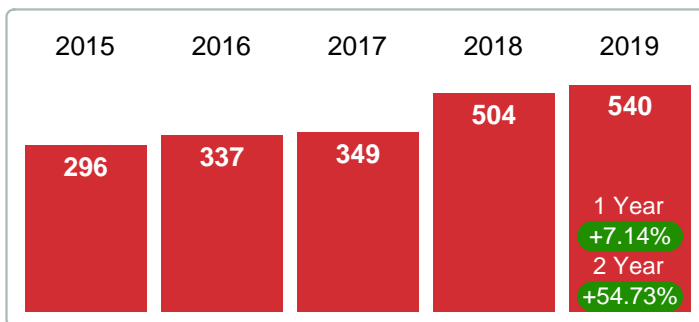
PENDING LISTINGS

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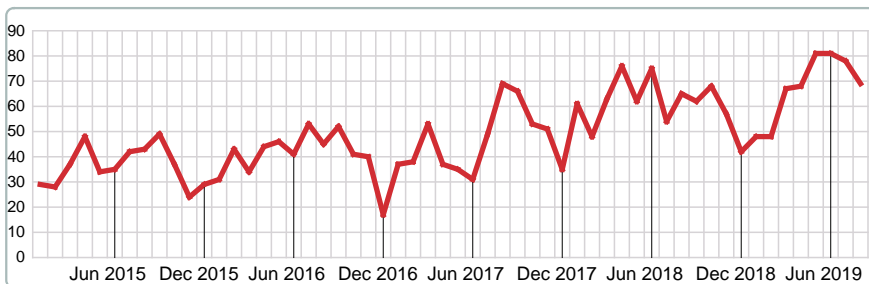
AUGUST



YEAR TO DATE (YTD)

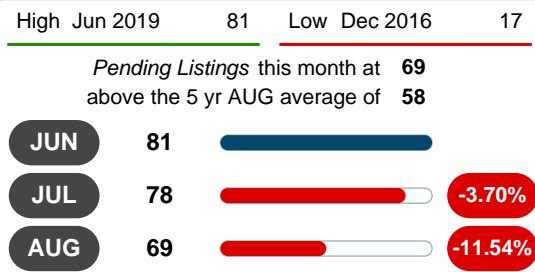


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 58



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.25%	22.0	3	2	0	0
\$50,001 - \$75,000	7	10.14%	33.0	1	5	0	1
\$75,001 - \$125,000	14	20.29%	38.0	1	12	0	1
\$125,001 - \$175,000	15	21.74%	32.0	2	12	1	0
\$175,001 - \$225,000	13	18.84%	30.0	0	12	1	0
\$225,001 - \$325,000	8	11.59%	76.5	0	6	2	0
\$325,001 and up	7	10.14%	109.0	0	5	2	0
Total Pending Units	69			7	54	6	2
Total Pending Volume	11,625,600	100%	36.0	559.70K	9.27M	1.62M	169.00K
Median Listing Price	\$159,000			\$60,000	\$161,900	\$269,900	\$84,500

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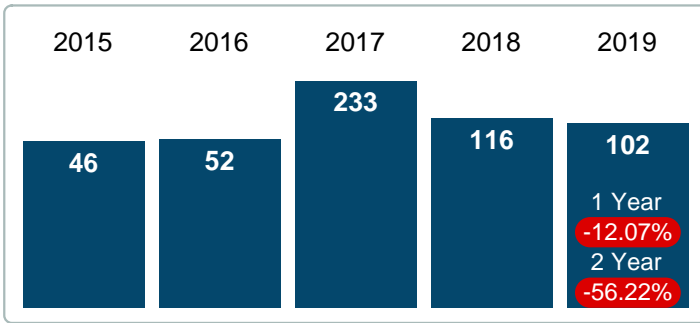
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



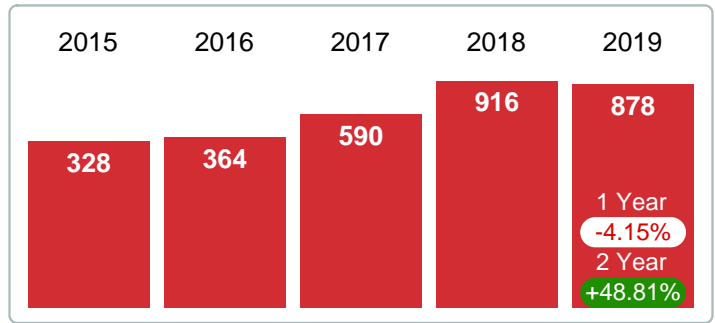
NEW LISTINGS

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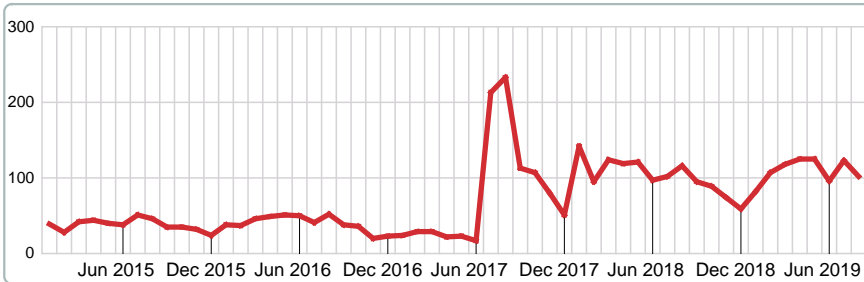
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

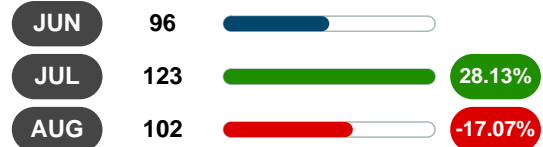


3 MONTHS

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
Total New Listed Units	102		13	66	17	6
Total New Listed Volume	25,185,299	100%	1.66M	14.51M	5.25M	3.76M
Median New Listed Listing Price	\$173,950		\$124,900	\$181,250	\$239,900	\$406,950

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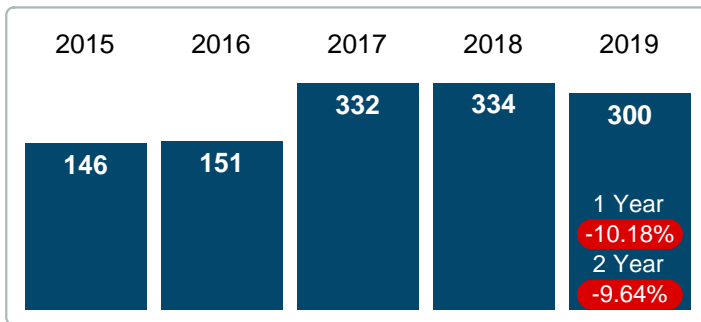
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



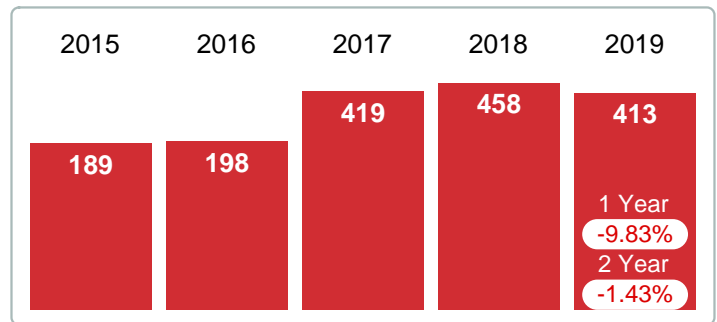
ACTIVE INVENTORY

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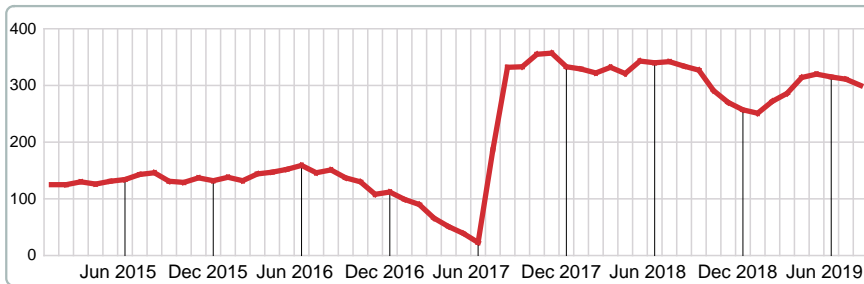
END OF AUGUST



ACTIVE DURING AUGUST

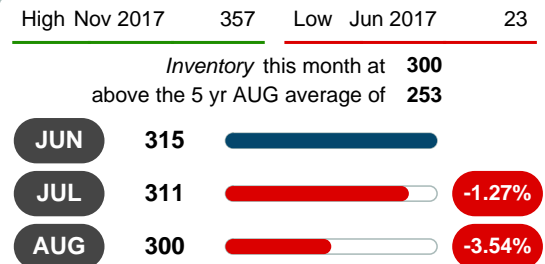


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 253



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	4.33%	95.0	10	2	1	0
\$50,001 - \$75,000	24	8.00%	71.5	14	10	0	0
\$75,001 - \$125,000	53	17.67%	54.0	4	35	12	2
\$125,001 - \$225,000	84	28.00%	50.5	15	53	15	1
\$225,001 - \$325,000	57	19.00%	72.0	4	31	18	4
\$325,001 - \$525,000	39	13.00%	99.0	3	16	9	11
\$525,001 and up	30	10.00%	51.0	0	10	14	6
Total Active Inventory by Units	300			50	157	69	24
Total Active Inventory by Volume	75,544,241	100%	57.0	6.32M	34.59M	21.43M	13.21M
Median Active Inventory Listing Price	\$192,500			\$83,450	\$179,900	\$259,900	\$434,450

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



MONTHS SUPPLY of INVENTORY (MSI)

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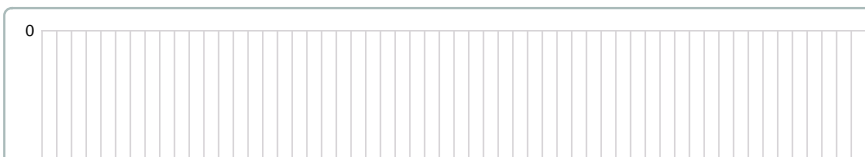
MSI FOR AUGUST

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%	50	157	69	24

August 2019



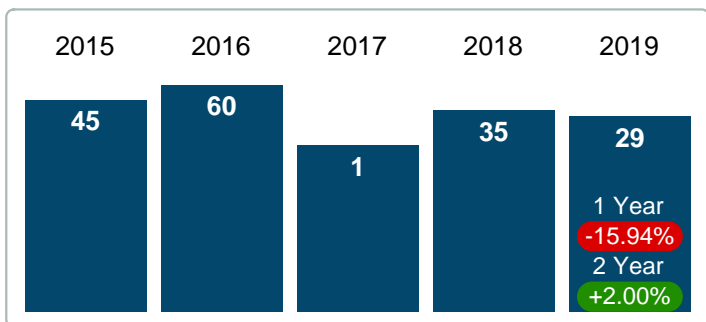
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



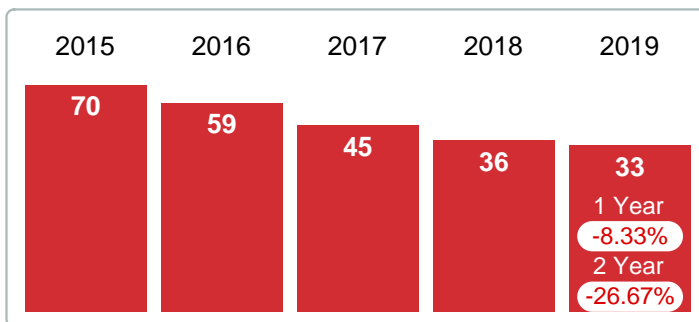
MEDIAN DAYS ON MARKET TO SALE

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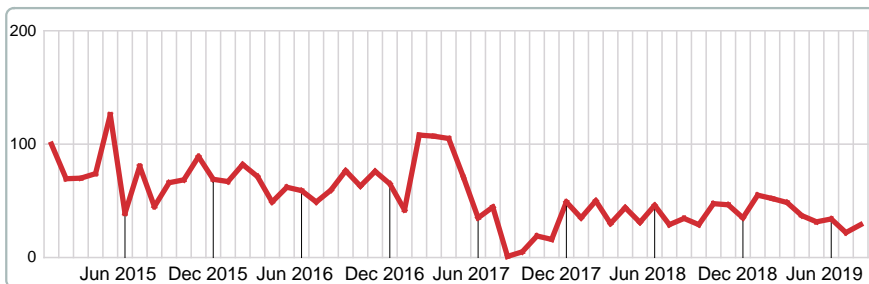
AUGUST



YEAR TO DATE (YTD)

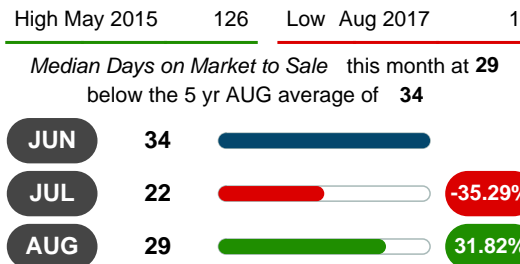


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 34



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
\$50,000 and less	9.88%	36	40	31	0	0
\$50,001 - \$75,000	11.11%	45	108	40	0	0
\$75,001 - \$125,000	14.81%	10	9	13	0	0
\$125,001 - \$150,000	12.35%	9	0	9	35	0
\$150,001 - \$225,000	27.16%	9	0	8	44	0
\$225,001 - \$325,000	12.35%	47	50	33	49	0
\$325,001 and up	12.35%	68	61	45	138	6
Median Closed DOM		29	42	21	49	6
Total Closed Units	100%	81	10	57	13	1
Total Closed Volume		14,006,349	1.07M	9.18M	3.30M	460.00K

August 2019



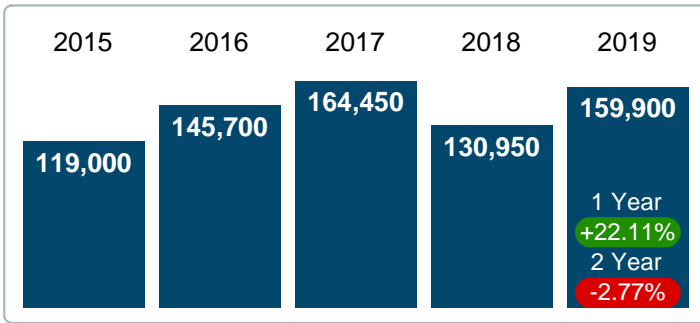
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



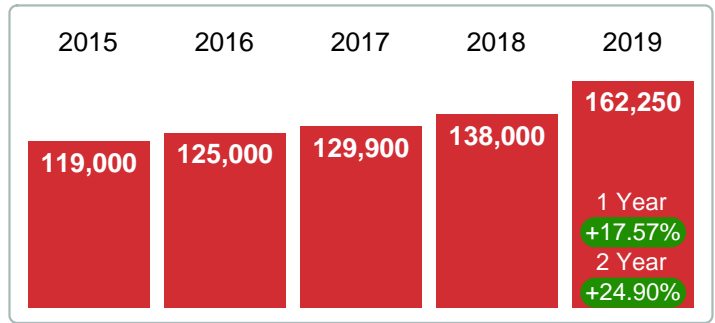
MEDIAN LIST PRICE AT CLOSING

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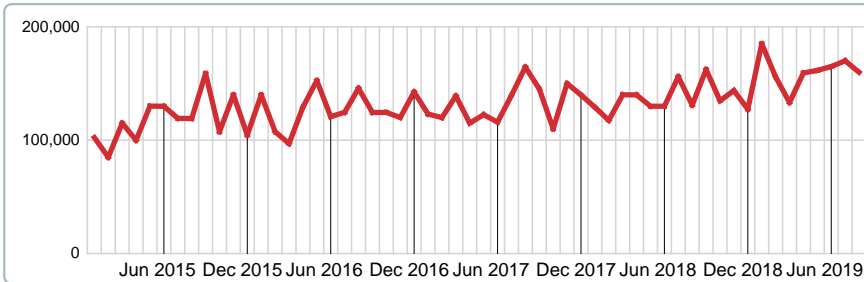
AUGUST



YEAR TO DATE (YTD)

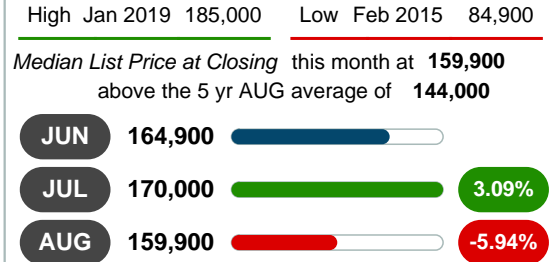


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144,000



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
\$50,000 and less	7.41%	38,700	38,700	41,950	0	0
\$50,001 - \$75,000	11.11%	69,000	69,900	67,000	0	0
\$75,001 - \$125,000	16.05%	99,900	88,950	104,000	0	0
\$125,001 - \$150,000	12.35%	142,000	135,000	146,500	129,500	0
\$150,001 - \$225,000	28.40%	174,500	0	169,000	192,950	0
\$225,001 - \$325,000	11.11%	269,000	278,200	259,000	279,000	0
\$325,001 and up	13.58%	369,500	369,500	391,500	350,000	419,000
Median List Price		159,900	73,950	149,900	210,500	419,000
Total Closed Units	100%	159,900	10	57	13	1
Total Closed Volume		14,689,149	1.16M	9.66M	3.44M	419.00K

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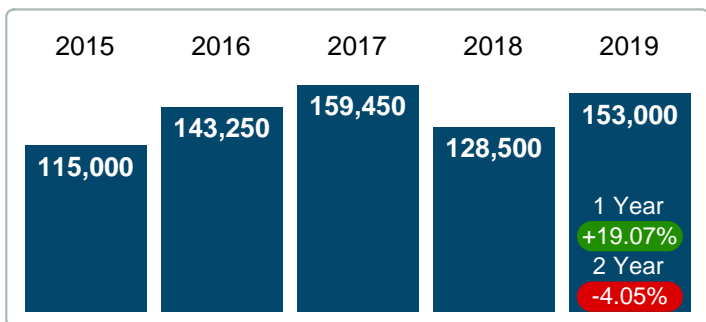
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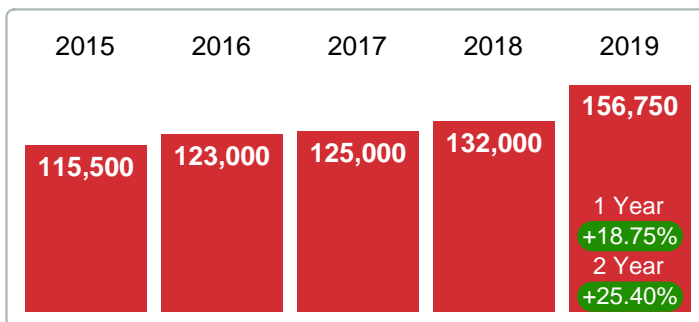
MEDIAN SOLD PRICE AT CLOSING

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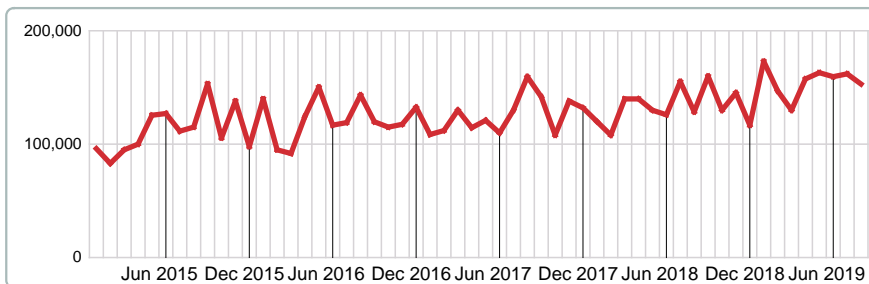
AUGUST



YEAR TO DATE (YTD)

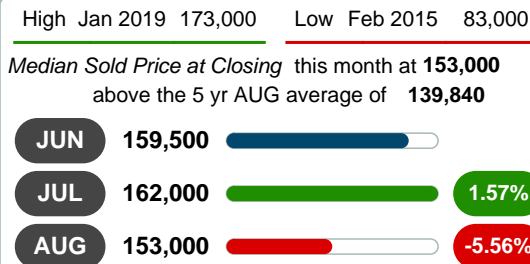


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 139,840



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
\$50,000 and less	9.88%	39,250	34,250	46,500	0	0
\$50,001 - \$75,000	11.11%	65,000	70,000	60,000	0	0
\$75,001 - \$125,000	14.81%	98,250	111,750	97,500	0	0
\$125,001 - \$150,000	12.35%	143,000	0	143,000	139,700	0
\$150,001 - \$225,000	27.16%	170,500	0	167,500	188,000	0
\$225,001 - \$325,000	12.35%	244,400	248,300	251,000	240,500	0
\$325,001 and up	12.35%	362,500	337,000	375,000	350,000	460,000
Median Sold Price		153,000	70,000	150,000	210,500	460,000
Total Closed Units	100%	81	10	57	13	1
Total Closed Volume		14,006,349	1.07M	9.18M	3.30M	460.00K

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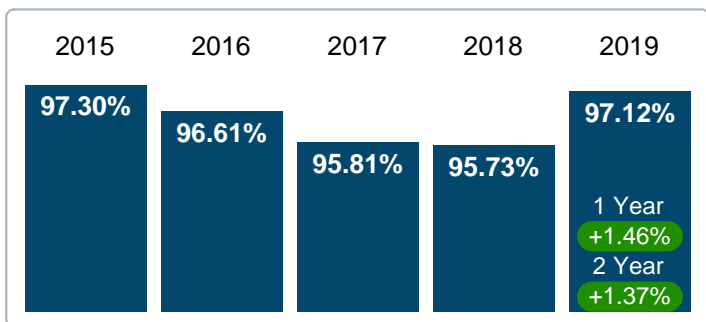
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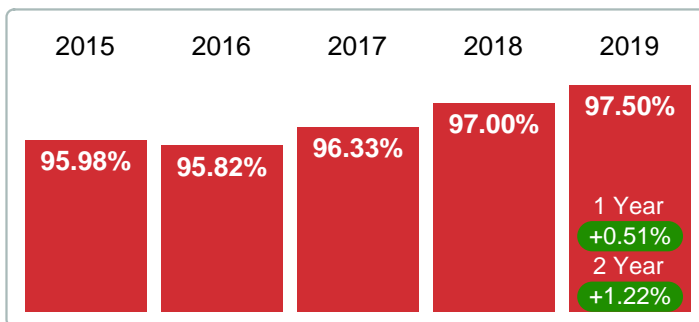
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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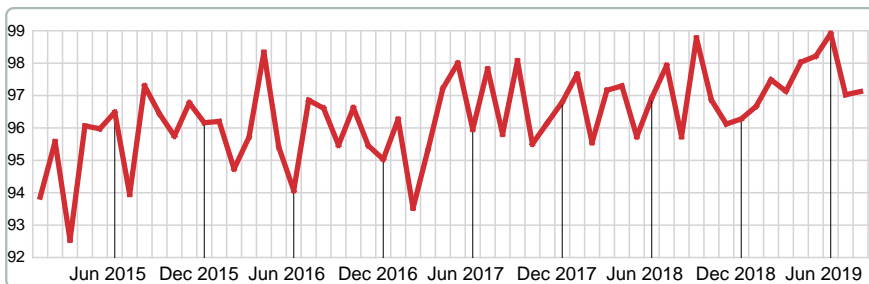
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

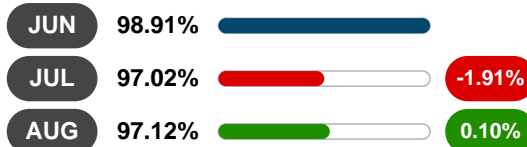


3 MONTHS

5 year AUG AVG = 96.51%

High Jun 2019 98.91% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **97.12%** equal to 5 yr AUG average of **96.51%**



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
\$50,000 and less	8	9.88%	88.45%	88.45%	85.91%	0.00%	0.00%
\$50,001 - \$75,000	9	11.11%	91.03%	94.87%	89.23%	0.00%	0.00%
\$75,001 - \$125,000	12	14.81%	98.47%	95.60%	99.17%	0.00%	0.00%
\$125,001 - \$150,000	10	12.35%	96.30%	0.00%	96.30%	95.42%	0.00%
\$150,001 - \$225,000	22	27.16%	99.06%	0.00%	99.09%	98.95%	0.00%
\$225,001 - \$325,000	10	12.35%	94.31%	89.25%	94.31%	99.18%	0.00%
\$325,001 and up	10	12.35%	96.65%	91.20%	96.81%	96.50%	109.79%
Median Sold/List Ratio		97.12%		91.11%	97.12%	98.95%	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



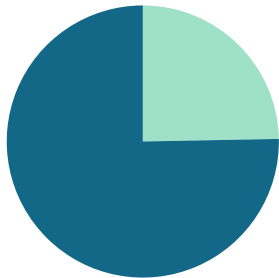
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

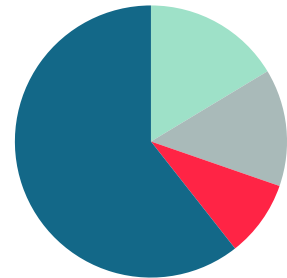


Inventory
 New Listings
102 = 24.70%
 Start Inventory
311
 Total Inventory Units
413
 Volume
\$108,193,641

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%
Median List Price	130,950	159,900	22.11%	138,000	162,250	17.57%
Median Sale Price	128,500	153,000	19.07%	132,000	156,750	18.75%
Median Percent of Selling Price to List Price	95.73%	97.12%	1.46%	97.00%	97.50%	0.51%
Median Days on Market to Sale	34.50	29.00	-15.94%	36.00	33.00	-8.33%
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

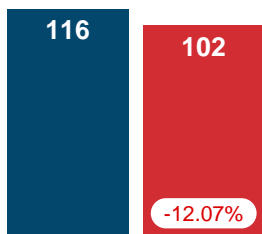
Inventory on August 31, 2019 = **300**

2018 **2019**

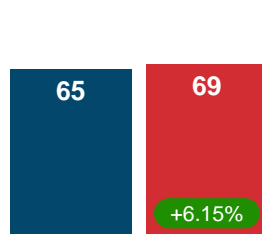
AUGUST MARKET

MEDIAN PRICES

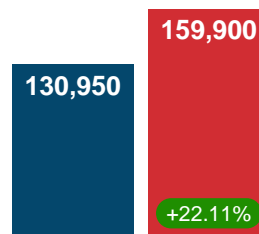
New Listings



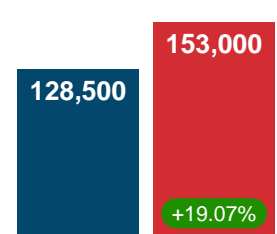
Pending Listings



List Price



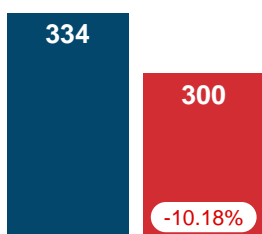
Sale Price



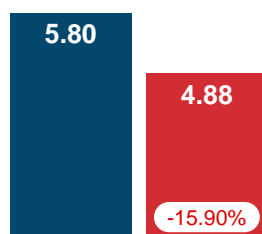
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

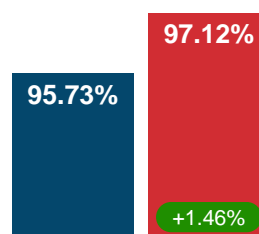
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

