

# July 2019



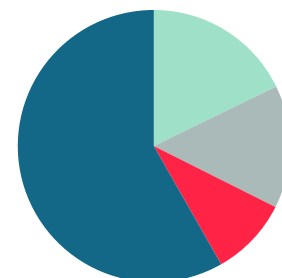
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	90	95	5.56%
Pending Listings	54	78	44.44%
New Listings	102	123	20.59%
Average List Price	160,198	209,710	30.91%
Average Sale Price	154,513	203,150	31.48%
Average Percent of Selling Price to List Price	95.68%	96.09%	0.44%
Average Days on Market to Sale	40.77	37.64	-7.66%
End of Month Inventory	342	311	-9.06%
Months Supply of Inventory	5.99	5.21	-13.12%



■ Closed (17.79%)  
■ Pending (14.61%)  
■ Other OffMarket (9.36%)  
■ Active (58.24%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of July 31, 2019 = **311**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **9.06%** to 311 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.21** 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 **31.48%** in July 2019 to \$203,150 versus the previous year at \$154,513.

#### Average Days on Market Shortens

The average number of **37.64** days that homes spent on the market before selling decreased by 3.12 days or **7.66%** in July 2019 compared to last year's same month at **40.77** DOM.

#### Sales Success for July 2019 is Positive

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

There were 123 New Listings in July 2019, up **20.59%** from last year at 102. Furthermore, there were 95 Closed Listings this month versus last year at 90, a **5.56%** increase.

Closed versus Listed trends yielded a **77.2%** ratio, down from previous year's, July 2018, at **88.2%**, a **12.47%** downswing. This will certainly create pressure on a decreasing Monthly 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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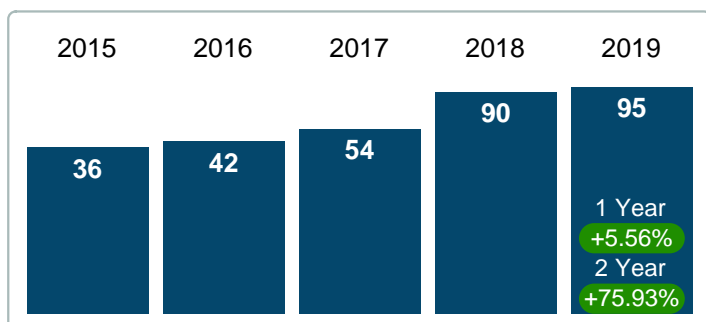
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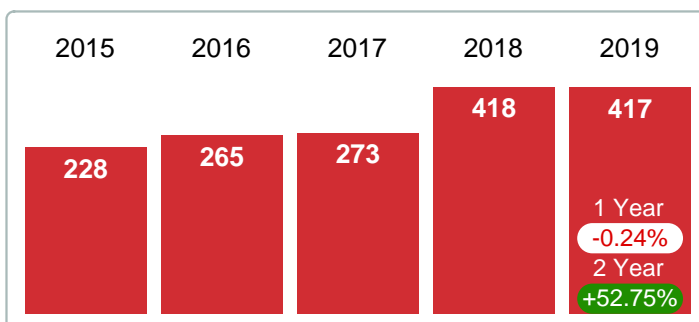
## CLOSED LISTINGS

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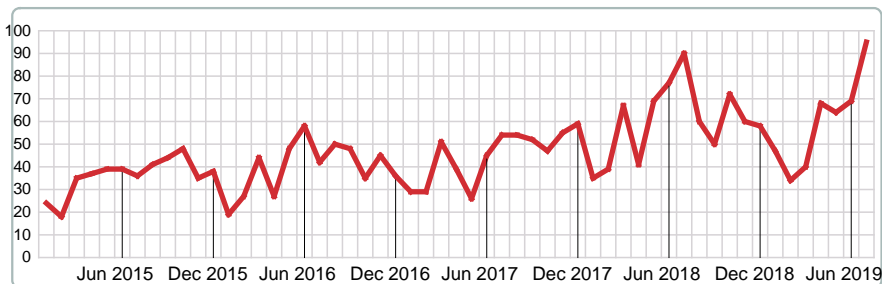
### JULY



### YEAR TO DATE (YTD)

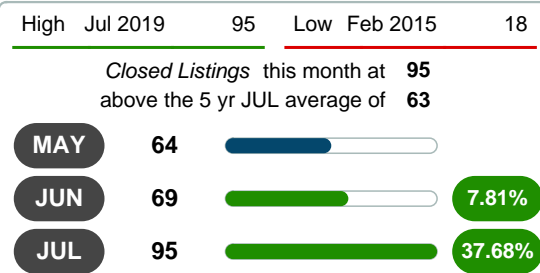


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 63



### 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	6	6.32%	27.8	2	4	0	0
\$50,001 - \$75,000	4	4.21%	14.8	1	3	0	0
\$75,001 - \$125,000	22	23.16%	38.5	8	13	1	0
\$125,001 - \$200,000	27	28.42%	30.9	2	21	3	1
\$200,001 - \$225,000	11	11.58%	34.9	0	9	2	0
\$225,001 - \$375,000	16	16.84%	47.2	0	8	6	2
\$375,001 and up	9	9.47%	59.0	0	1	7	1
<b>Total Closed Units</b>	<b>95</b>			<b>13</b>	<b>59</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>19,299,280</b>	<b>100%</b>	<b>37.6</b>	<b>1.30M</b>	<b>9.64M</b>	<b>7.17M</b>	<b>1.18M</b>
<b>Average Closed Price</b>	<b>\$203,150</b>			<b>\$100,365</b>	<b>\$163,356</b>	<b>\$377,500</b>	<b>\$296,000</b>

# July 2019



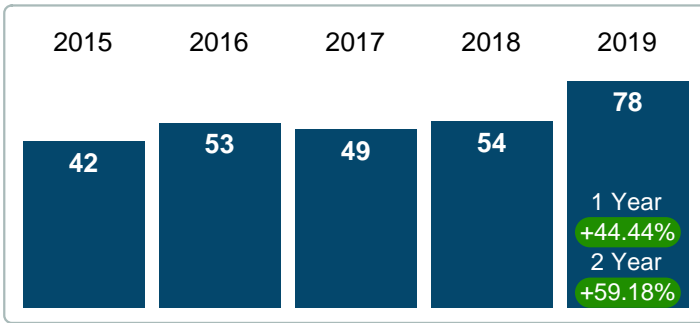
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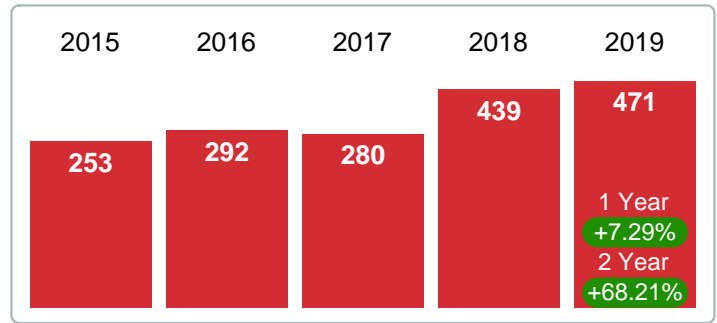
## PENDING LISTINGS

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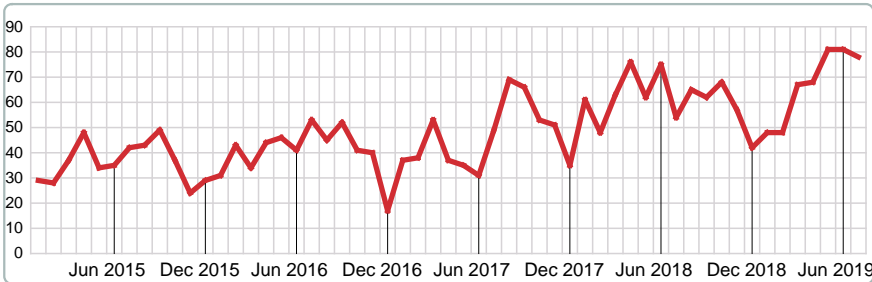
### JULY



### YEAR TO DATE (YTD)

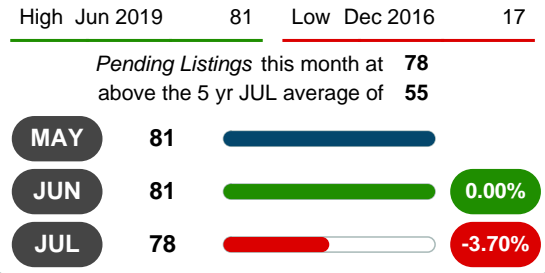


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 55



### 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	6	7.69%	45.3	3	3	0	0
\$50,001 - \$75,000	7	8.97%	39.6	1	6	0	0
\$75,001 - \$125,000	12	15.38%	24.3	3	9	0	0
\$125,001 - \$175,000	19	24.36%	31.7	0	15	4	0
\$175,001 - \$250,000	14	17.95%	52.3	0	8	5	1
\$250,001 - \$350,000	13	16.67%	60.4	1	6	6	0
\$350,001 and up	7	8.97%	62.0	2	2	3	0
<b>Total Pending Units</b>	<b>78</b>			<b>10</b>	<b>49</b>	<b>18</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,949,329</b>	<b>100%</b>	<b>44.1</b>	<b>1.46M</b>	<b>7.88M</b>	<b>6.44M</b>	<b>179.90K</b>
<b>Average Listing Price</b>	<b>\$204,342</b>			<b>\$145,595</b>	<b>\$160,763</b>	<b>\$357,561</b>	<b>\$179,900</b>

# July 2019



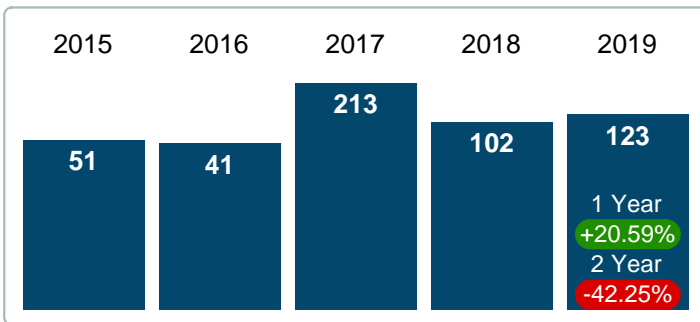
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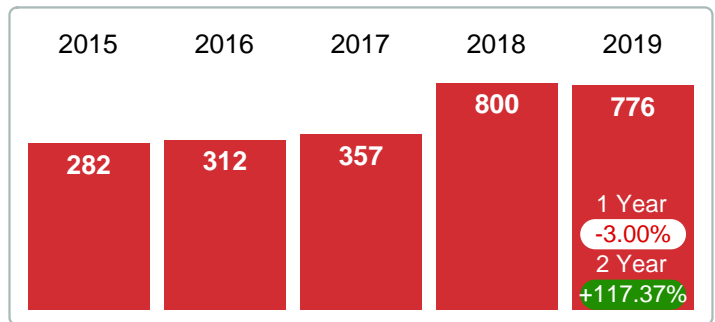
## NEW LISTINGS

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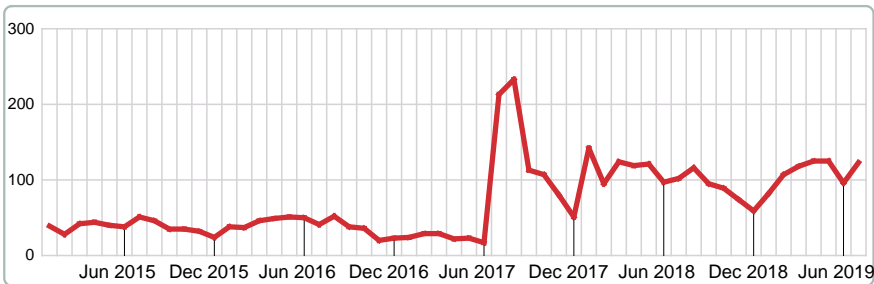
### JULY



### YEAR TO DATE (YTD)

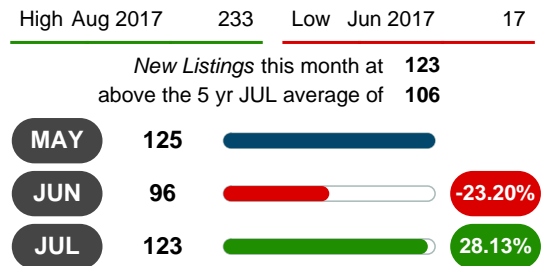


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 106



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.88%	3	3	0	0
\$50,001 - \$75,000	11	8.94%	4	7	0	0
\$75,001 - \$125,000	23	18.70%	2	17	3	1
\$125,001 - \$175,000	33	26.83%	6	24	3	0
\$175,001 - \$250,000	21	17.07%	0	14	6	1
\$250,001 - \$425,000	16	13.01%	1	11	3	1
\$425,001 and up	13	10.57%	0	3	6	4
<b>Total New Listed Units</b>	<b>123</b>		<b>16</b>	<b>79</b>	<b>21</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>27,864,779</b>	<b>100%</b>	<b>1.87M</b>	<b>13.89M</b>	<b>8.04M</b>	<b>4.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$166,850</b>		<b>\$116,744</b>	<b>\$175,804</b>	<b>\$382,838</b>	<b>\$581,257</b>

# July 2019



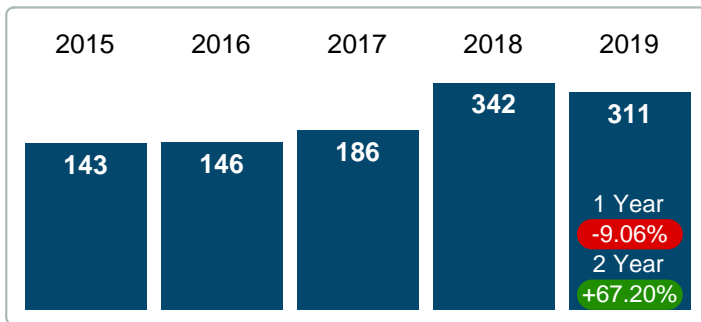
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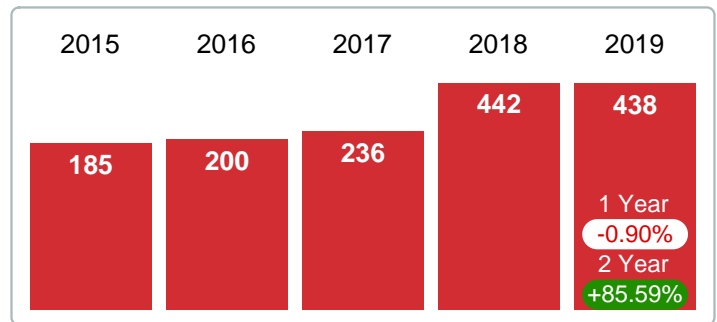
## ACTIVE INVENTORY

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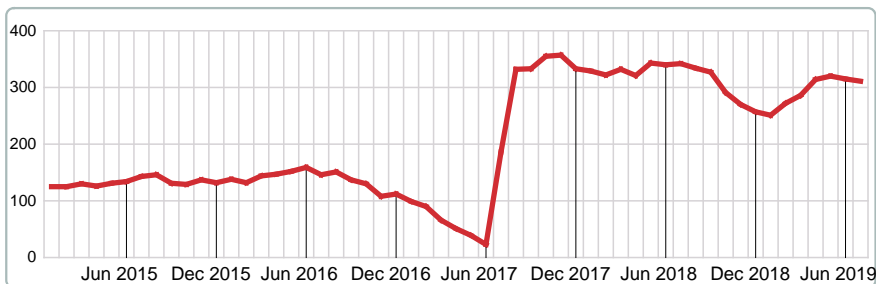
### END OF JULY



### ACTIVE DURING JULY

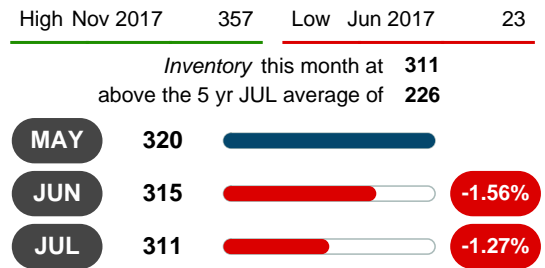


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 226



### 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	14	4.50%	64.2	11	2	1	0
\$50,001 - \$75,000	26	8.36%	62.7	13	12	0	1
\$75,001 - \$125,000	53	17.04%	74.8	3	38	10	2
\$125,001 - \$225,000	88	28.30%	73.3	15	56	17	0
\$225,001 - \$325,000	60	19.29%	71.3	3	36	17	4
\$325,001 - \$525,000	39	12.54%	95.3	2	16	12	9
\$525,001 and up	31	9.97%	84.2	0	12	12	7
<b>Total Active Inventory by Units</b>	<b>311</b>			<b>47</b>	<b>172</b>	<b>69</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>83,008,342</b>	<b>100%</b>	<b>75.7</b>	<b>5.70M</b>	<b>43.17M</b>	<b>21.32M</b>	<b>12.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$266,908</b>			<b>\$121,232</b>	<b>\$251,008</b>	<b>\$309,008</b>	<b>\$557,196</b>

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



## MONTHS SUPPLY of INVENTORY (MSI)

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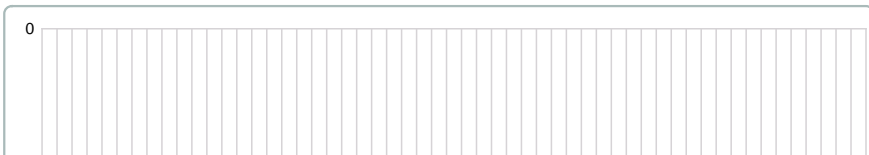
### MSI FOR JULY

2015	2016	2017	2018	2019
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### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>311</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	4.50%	2.55	4.71	0.71	3.00	0.00
\$50,001 - \$75,000	26	8.36%	4.27	5.38	3.79	0.00	0.00
\$75,001 - \$125,000	53	17.04%	4.75	1.64	5.18	5.00	0.00
\$125,001 - \$225,000	88	28.30%	3.36	12.86	2.99	3.00	0.00
\$225,001 - \$325,000	60	19.29%	8.37	12.00	8.15	9.71	5.33
\$325,001 - \$525,000	39	12.54%	15.60	0.00	21.33	9.00	21.60
\$525,001 and up	31	9.97%	26.57	0.00	20.57	28.80	42.00
Market Supply of Inventory (MSI)			5.21	5.88	4.55	5.75	12.00
Total Active Inventory by Units		100%	5.21	47	172	69	23

# July 2019



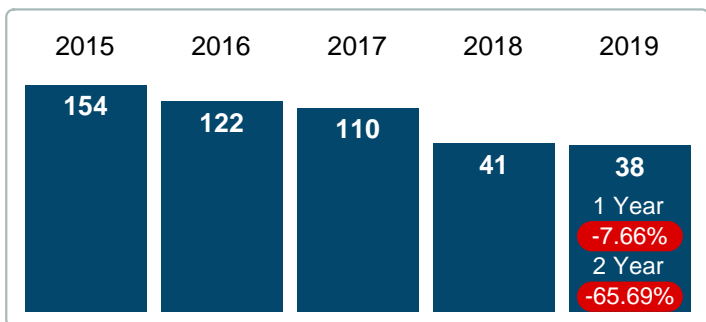
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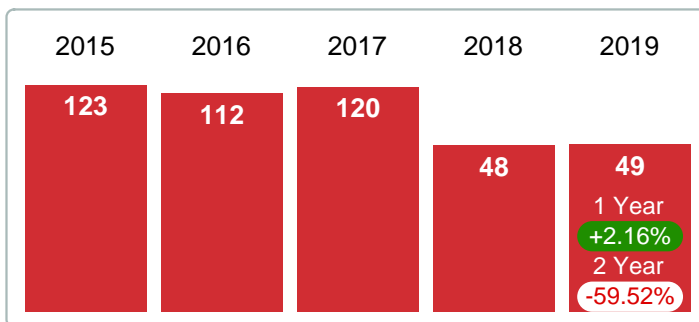
## AVERAGE DAYS ON MARKET TO SALE

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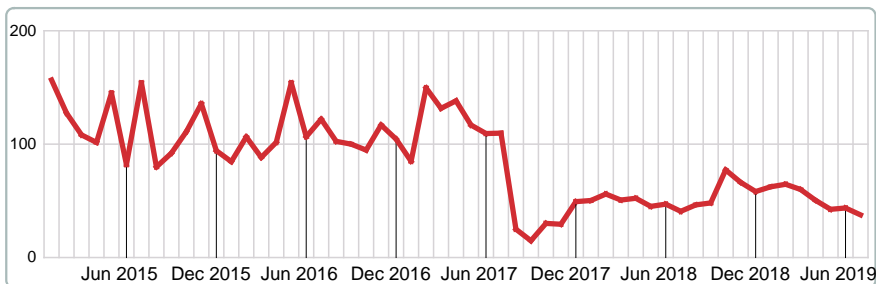
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 93

High Jan 2015 157 Low Sep 2017 15

Average Days on Market to Sale this month at 38 below the 5 yr JUL average of 93



### 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	6.32%	28	16	34	0	0
\$50,001 - \$75,000	4.21%	15	7	17	0	0
\$75,001 - \$125,000	23.16%	38	59	20	120	0
\$125,001 - \$200,000	28.42%	31	74	31	14	2
\$200,001 - \$225,000	11.58%	35	0	26	75	0
\$225,001 - \$375,000	16.84%	47	0	59	42	18
\$375,001 and up	9.47%	59	0	83	58	40
<b>Average Closed DOM</b>		<b>38</b>	<b>50</b>	<b>32</b>	<b>51</b>	<b>19</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>95</b>	<b>13</b>	<b>59</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,299,280</b>	<b>1.30M</b>	<b>9.64M</b>	<b>7.17M</b>	<b>1.18M</b>

# July 2019



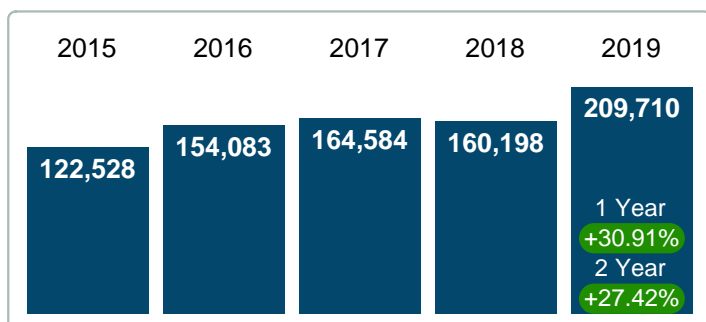
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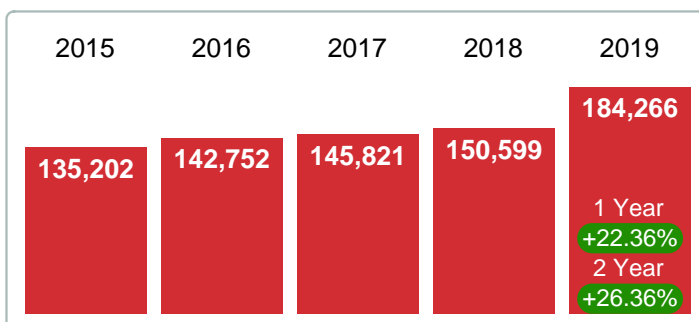
## AVERAGE LIST PRICE AT CLOSING

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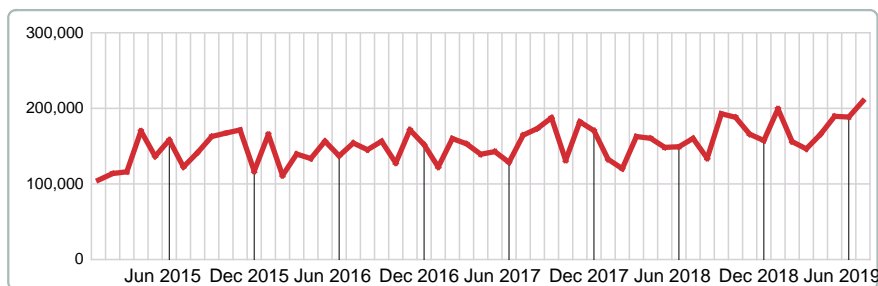
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 162,221

High Jul 2019 209,710 Low Jan 2015 105,083

Average List Price at Closing this month at **209,710** above the 5 yr JUL average of **162,221**

- MAY 189,450
- JUN 188,493 -0.50%
- JUL 209,710 11.26%

### 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	4.21%	40,000	47,450	44,975	0	0
\$50,001 - \$75,000	6.32%	63,117	55,500	69,467	0	0
\$75,001 - \$125,000	22.11%	103,905	111,063	101,038	109,900	0
\$125,001 - \$200,000	29.47%	167,549	179,450	168,033	168,300	179,900
\$200,001 - \$225,000	9.47%	215,918	0	219,065	214,840	0
\$225,001 - \$375,000	17.89%	281,524	0	290,313	294,917	312,000
\$375,001 and up	10.53%	578,120	0	424,900	645,471	439,000
<b>Average List Price</b>		<b>209,710</b>	<b>107,523</b>	<b>168,635</b>	<b>385,909</b>	<b>310,725</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,710</b>	<b>13</b>	<b>59</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,922,450</b>	<b>1.40M</b>	<b>9.95M</b>	<b>7.33M</b>	<b>1.24M</b>



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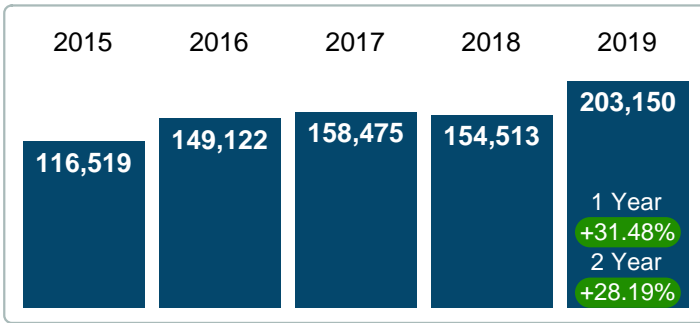
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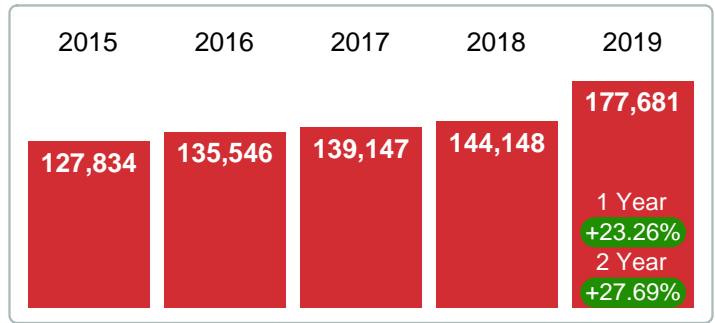
## AVERAGE SOLD PRICE AT CLOSING

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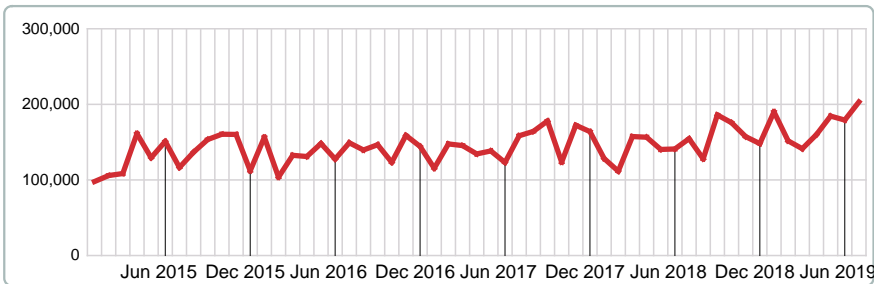
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

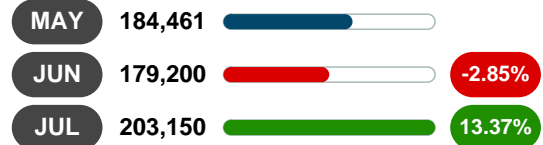


### 3 MONTHS

5 year JUL AVG = 156,356

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

Average Sold Price at Closing this month at **203,150** above the 5 yr JUL average of **156,356**



### 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	6.32%	39,583	41,750	38,500	0	0
\$50,001 - \$75,000	4.21%	61,750	54,000	64,333	0	0
\$75,001 - \$125,000	23.16%	100,105	104,500	96,946	106,000	0
\$125,001 - \$200,000	28.42%	164,992	165,625	163,692	163,667	195,000
\$200,001 - \$225,000	11.58%	213,609	0	214,467	209,750	0
\$225,001 - \$375,000	16.84%	279,469	0	276,000	283,917	280,000
\$375,001 and up	9.47%	592,944	0	455,000	636,071	429,000
<b>Average Sold Price</b>		<b>203,150</b>	<b>100,365</b>	<b>163,356</b>	<b>377,500</b>	<b>296,000</b>
<b>Total Closed Units</b>		<b>95</b>	<b>13</b>	<b>59</b>	<b>19</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,299,280</b>	<b>1.30M</b>	<b>9.64M</b>	<b>7.17M</b>	<b>1.18M</b>

# July 2019



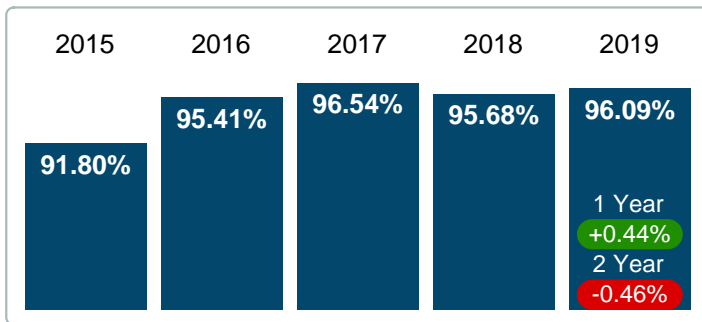
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



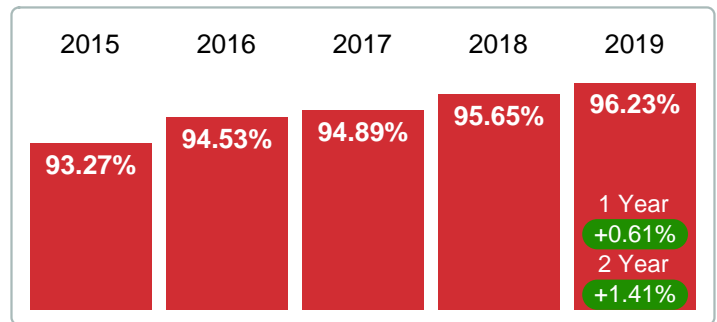
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

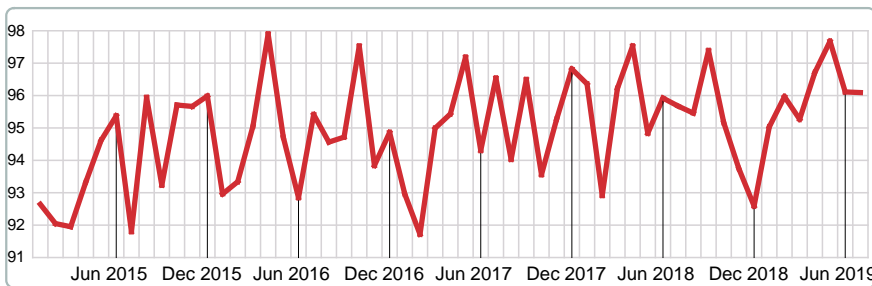
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

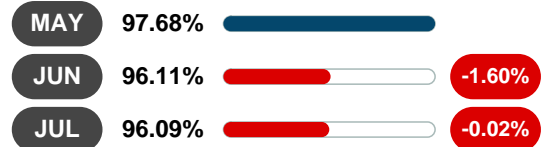


### 3 MONTHS

5 year JUL AVG = 95.10%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.09%** above the 5 yr JUL average of **95.10%**



### 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	6	6.32%	87.73%	89.11%	87.03%	0.00%	0.00%
\$50,001 - \$75,000	4	4.21%	93.72%	97.30%	92.53%	0.00%	0.00%
\$75,001 - \$125,000	22	23.16%	95.56%	94.14%	96.36%	96.45%	0.00%
\$125,001 - \$200,000	27	28.42%	97.50%	92.00%	97.53%	97.26%	108.39%
\$200,001 - \$225,000	11	11.58%	97.97%	0.00%	98.04%	97.66%	0.00%
\$225,001 - \$375,000	16	16.84%	95.25%	0.00%	95.51%	96.60%	90.13%
\$375,001 and up	9	9.47%	99.02%	0.00%	107.08%	98.05%	97.72%
Average Sold/List Ratio		96.10%		93.28%	96.27%	97.34%	96.59%
Total Closed Units		95	100%	13	59	19	4
Total Closed Volume		19,299,280		1.30M	9.64M	7.17M	1.18M

# July 2019



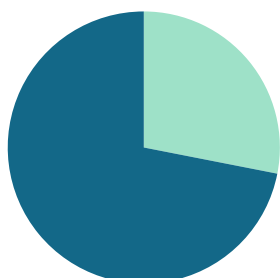
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

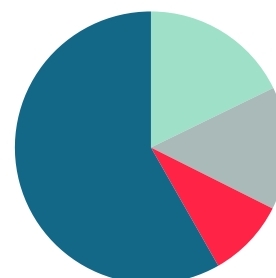


**Inventory**  
 New Listings  
**123 = 28.08%**  
 Start Inventory  
**315**  
 Total Inventory Units  
**438**  
 Volume  
**\$116,637,870**

### Market Activity

Closed Sales  
**95 = 17.79%**  
 Pending Sales  
**78 = 14.61%**  
 Other Off Market  
**50 = 9.36%**  
 Active Inventory  
**311 = 58.24%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	90	95	5.56%	418	417	-0.24%
Pending Sales	54	78	44.44%	439	471	7.29%
New Listings	102	123	20.59%	800	776	-3.00%
Average List Price	160,198	209,710	30.91%	150,599	184,266	22.36%
Average Sale Price	154,513	203,150	31.48%	144,148	177,681	23.26%
Average Percent of Selling Price to List Price	95.68%	96.09%	0.44%	95.65%	96.23%	0.61%
Average Days on Market to Sale	40.77	37.64	-7.66%	47.59	48.61	2.16%
Monthly Inventory	342	311	-9.06%	342	311	-9.06%
Months Supply of Inventory	5.99	5.21	-13.12%	5.99	5.21	-13.12%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

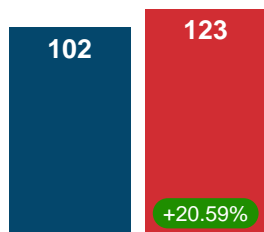
**Inventory** on July 31, 2019 = **311**

**2018** **2019**

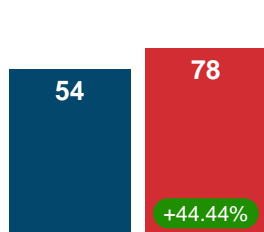
### JULY MARKET

### AVERAGE PRICES

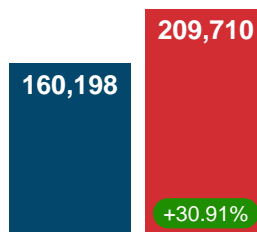
#### New Listings



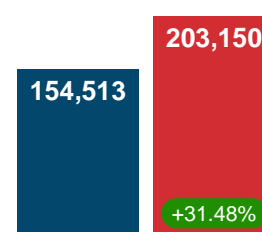
#### Pending Listings



#### List Price



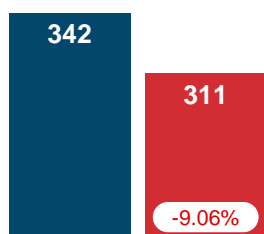
#### Sale Price



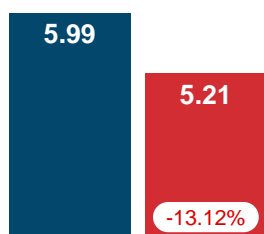
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

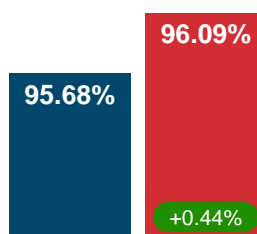
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

