

July 2019



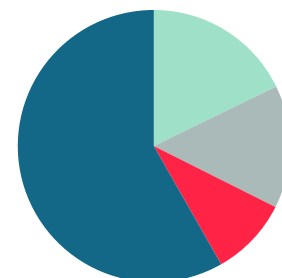
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	155,900	170,000	9.04%
Median Sale Price	155,150	162,000	4.42%
Median Percent of Selling Price to List Price	97.93%	97.02%	-0.92%
Median Days on Market to Sale	29.00	22.00	-24.14%
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.

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 **4.42%** in July 2019 to \$162,000 versus the previous year at \$155,150.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 7.00 days or **24.14%** in July 2019 compared to last year's same month at **29.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median 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.

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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

July 2019



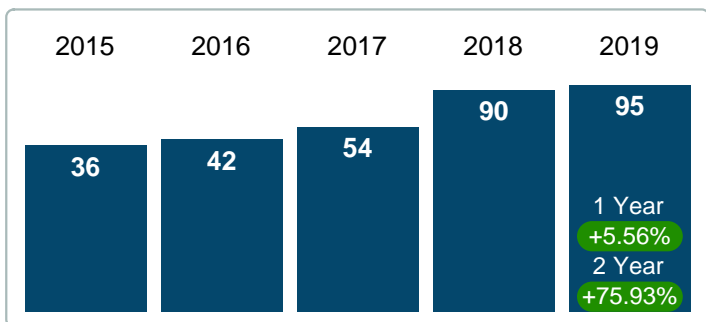
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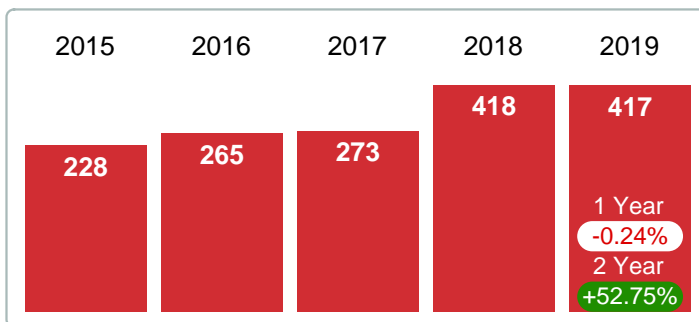
CLOSED LISTINGS

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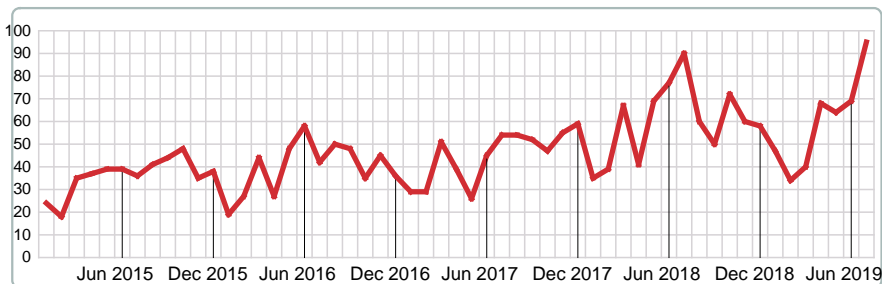
JULY



YEAR TO DATE (YTD)

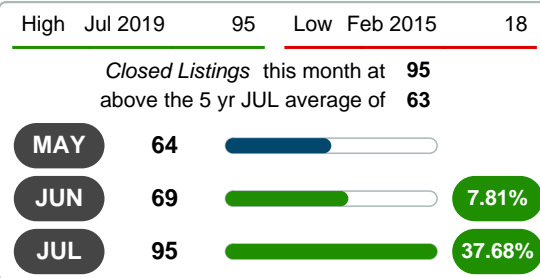


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.32%	9.5	2	4	0	0
\$50,001 - \$75,000	4	4.21%	9.5	1	3	0	0
\$75,001 - \$125,000	22	23.16%	13.0	8	13	1	0
\$125,001 - \$200,000	27	28.42%	17.0	2	21	3	1
\$200,001 - \$225,000	11	11.58%	15.0	0	9	2	0
\$225,001 - \$375,000	16	16.84%	41.0	0	8	6	2
\$375,001 and up	9	9.47%	58.0	0	1	7	1
Total Closed Units	95			13	59	19	4
Total Closed Volume	19,299,280	100%	22.0	1.30M	9.64M	7.17M	1.18M
Median Closed Price	\$162,000			\$97,000	\$159,000	\$277,000	\$280,000

July 2019



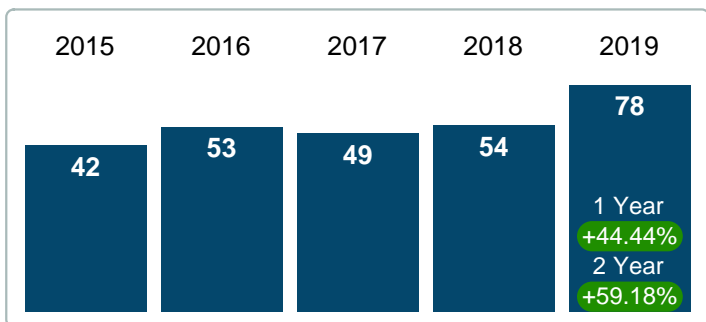
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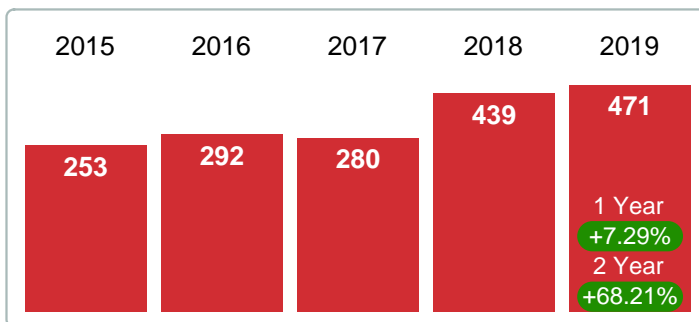
PENDING LISTINGS

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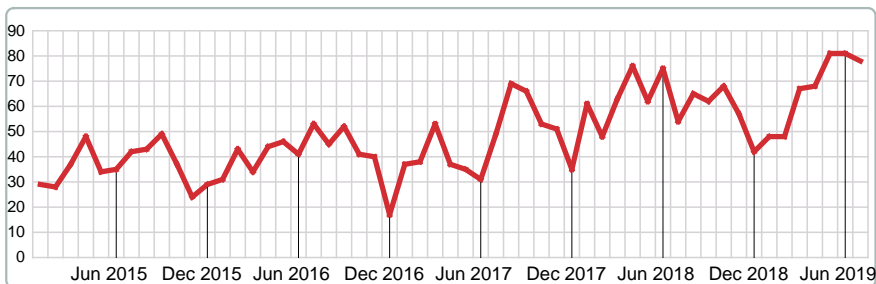
JULY



YEAR TO DATE (YTD)

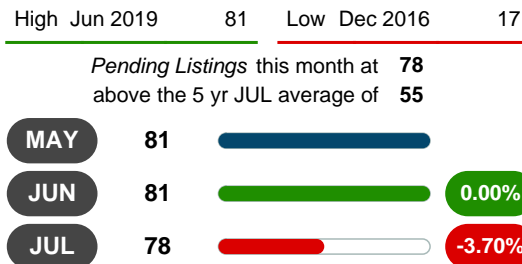


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.69%	30.5	3	3	0	0
\$50,001 - \$75,000	7	8.97%	36.0	1	6	0	0
\$75,001 - \$125,000	12	15.38%	20.0	3	9	0	0
\$125,001 - \$175,000	19	24.36%	7.0	0	15	4	0
\$175,001 - \$250,000	14	17.95%	37.0	0	8	5	1
\$250,001 - \$350,000	13	16.67%	50.0	1	6	6	0
\$350,001 and up	7	8.97%	61.0	2	2	3	0
Total Pending Units	78			10	49	18	1
Total Pending Volume	15,949,329	100%	34.5	1.46M	7.88M	6.44M	179.90K
Median Listing Price	\$162,450			\$83,950	\$149,500	\$257,500	\$179,900

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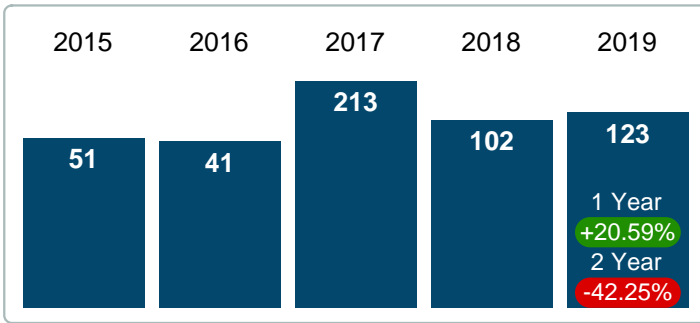
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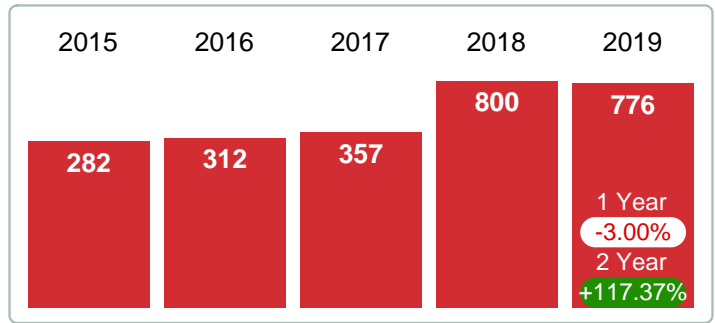
NEW LISTINGS

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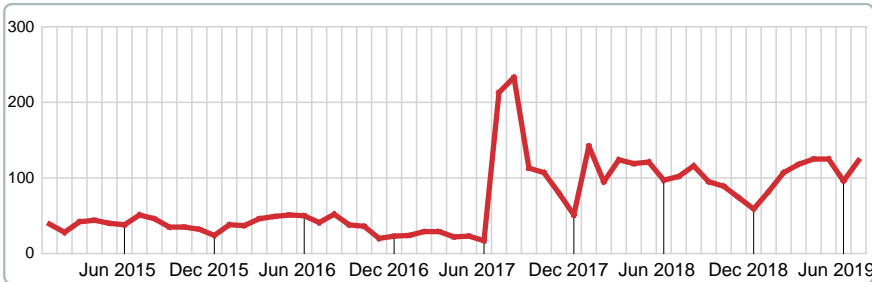
JULY



YEAR TO DATE (YTD)

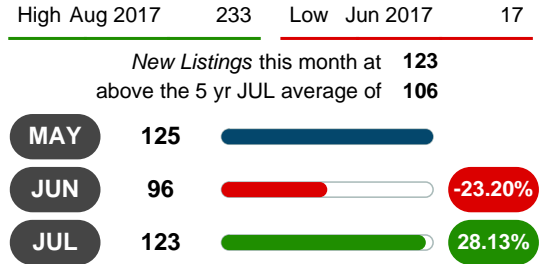


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	123		16	79	21	7
Total New Listed Volume	27,864,779	100%	1.87M	13.89M	8.04M	4.07M
Median New Listed Listing Price	\$159,900		\$94,950	\$154,980	\$238,000	\$489,000

July 2019



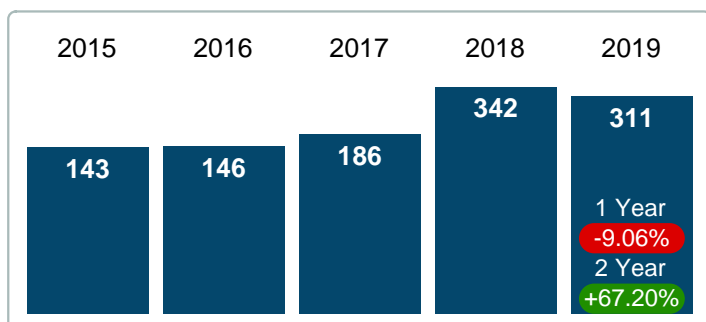
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



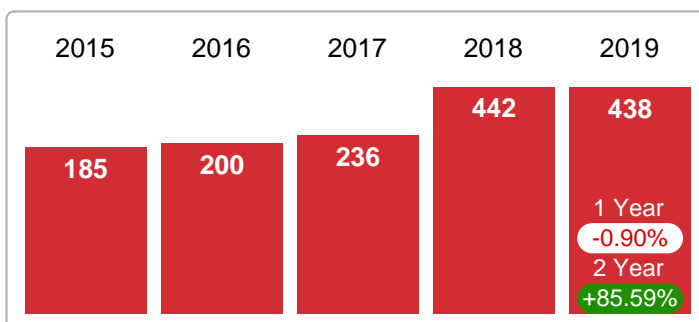
ACTIVE INVENTORY

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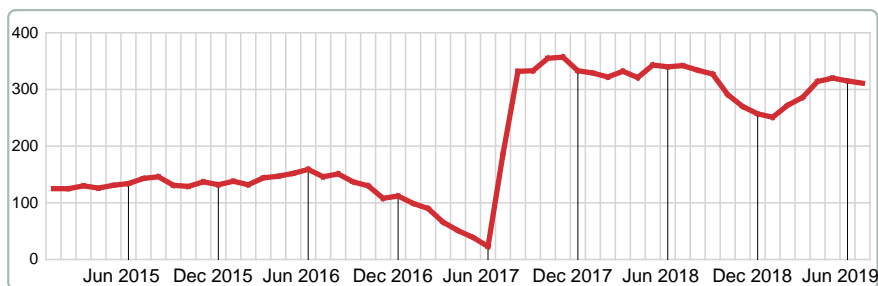
END OF JULY



ACTIVE DURING JULY

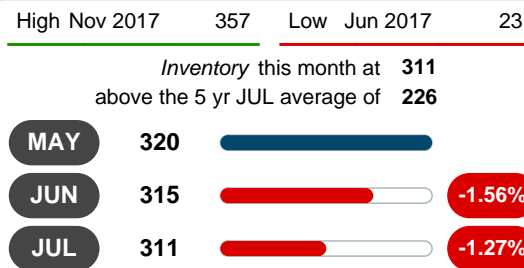


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 226



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	4.50%	67.0	11	2	1	0
\$50,001 - \$75,000	26	8.36%	47.5	13	12	0	1
\$75,001 - \$125,000	53	17.04%	62.0	3	38	10	2
\$125,001 - \$225,000	88	28.30%	66.0	15	56	17	0
\$225,001 - \$325,000	60	19.29%	67.5	3	36	17	4
\$325,001 - \$525,000	39	12.54%	98.0	2	16	12	9
\$525,001 and up	31	9.97%	62.0	0	12	12	7
Total Active Inventory by Units	311			47	172	69	23
Total Active Inventory by Volume	83,008,342	100%	69.0	5.70M	43.17M	21.32M	12.82M
Median Active Inventory Listing Price	\$190,000			\$75,000	\$181,700	\$259,900	\$449,000

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



MONTHS SUPPLY of INVENTORY (MSI)

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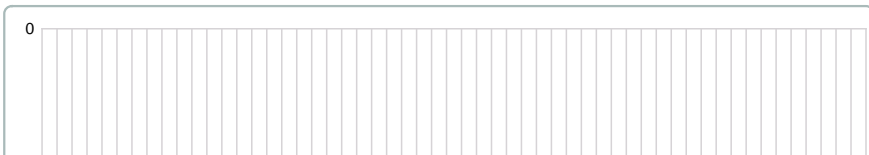
MSI FOR JULY

2015	2016	2017	2018	2019
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INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
311	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 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



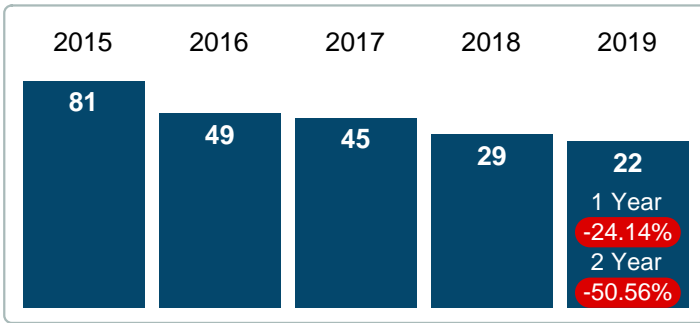
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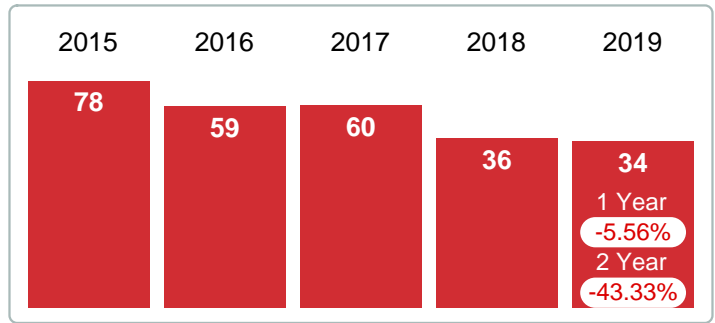
MEDIAN DAYS ON MARKET TO SALE

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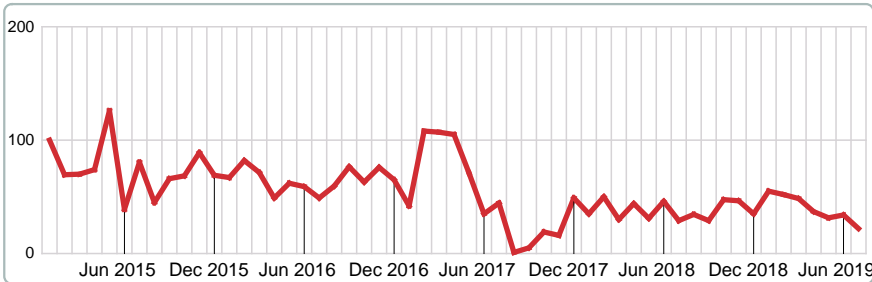
JULY



YEAR TO DATE (YTD)

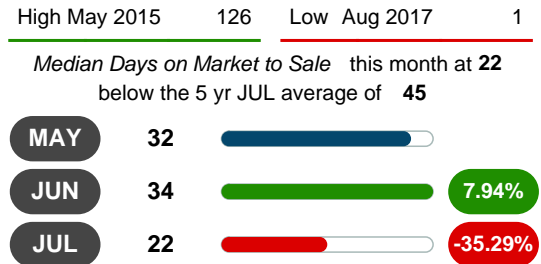


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 45



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	6	6.32%	10	16	10	0	0
\$50,001 - \$75,000	4	4.21%	10	7	12	0	0
\$75,001 - \$125,000	22	23.16%	13	34	11	120	0
\$125,001 - \$200,000	27	28.42%	17	74	17	6	2
\$200,001 - \$225,000	11	11.58%	15	0	15	75	0
\$225,001 - \$375,000	16	16.84%	41	0	63	38	18
\$375,001 and up	9	9.47%	58	0	83	58	40
Median Closed DOM			22	30	17	34	18
Total Closed Units		100%	22.0	13	59	19	4
Total Closed Volume			19,299,280	1.30M	9.64M	7.17M	1.18M

July 2019



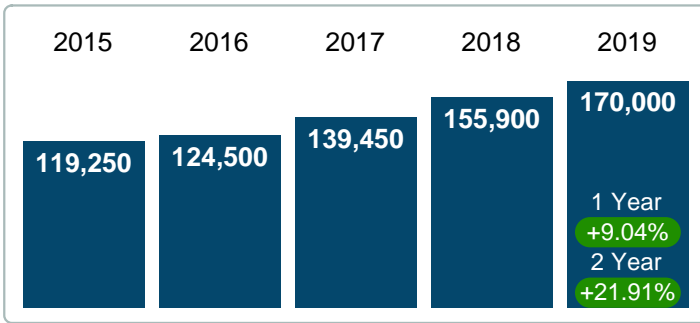
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



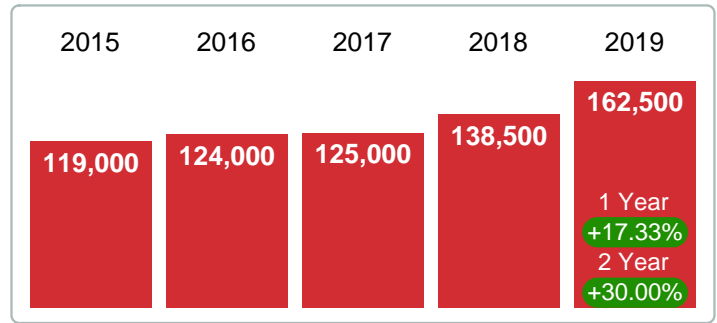
MEDIAN LIST PRICE AT CLOSING

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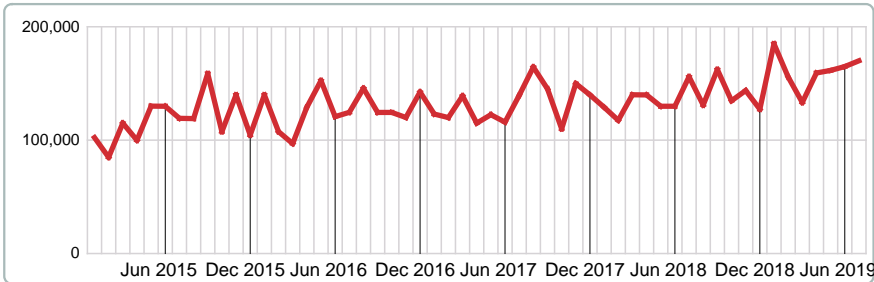
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

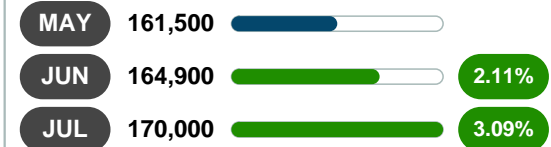


3 MONTHS

5 year JUL AVG = 141,820

High Jan 2019 185,000 Low Feb 2015 84,900

Median List Price at Closing this month at **170,000**
above the 5 yr JUL average of **141,820**



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	4	4.21%	42,500	40,000	45,000	0	0
\$50,001 - \$75,000	6	6.32%	62,400	55,200	66,700	0	0
\$75,001 - \$125,000	21	22.11%	105,000	110,000	97,000	109,900	0
\$125,001 - \$200,000	28	29.47%	166,950	179,450	163,450	170,000	179,900
\$200,001 - \$225,000	9	9.47%	215,000	0	215,000	214,840	0
\$225,001 - \$375,000	17	17.89%	269,000	0	262,250	250,000	312,000
\$375,001 and up	10	10.53%	444,450	0	424,900	459,700	439,000
Median List Price			170,000	110,000	163,000	280,000	312,000
Total Closed Units		100%	170,000	13	59	19	4
Total Closed Volume			19,922,450	1.40M	9.95M	7.33M	1.24M

July 2019



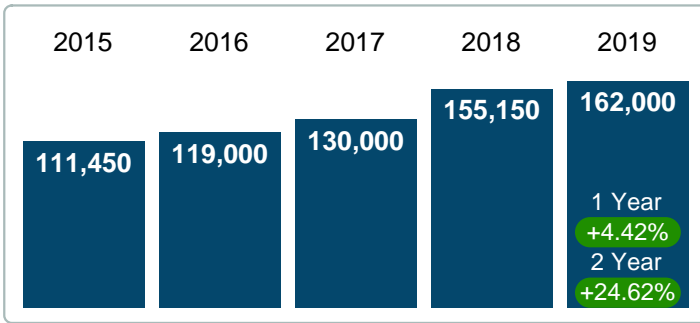
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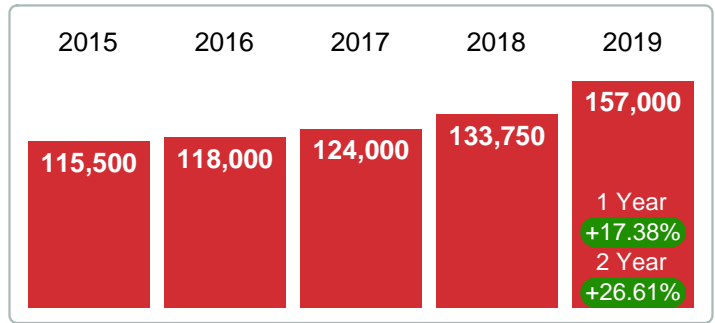
MEDIAN SOLD PRICE AT CLOSING

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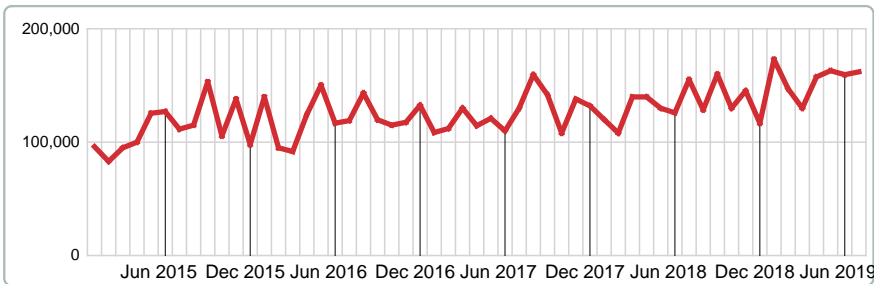
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 135,520

High Jan 2019 173,000 Low Feb 2015 83,000

Median Sold Price at Closing this month at **162,000** above the 5 yr JUL average of **135,520**



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	6.32%	41,750	41,750	39,500	0	0
\$50,001 - \$75,000	4.21%	61,500	54,000	65,000	0	0
\$75,001 - \$125,000	23.16%	98,450	102,250	95,000	106,000	0
\$125,001 - \$200,000	28.42%	160,000	165,625	160,000	155,000	195,000
\$200,001 - \$225,000	11.58%	212,000	0	215,000	209,750	0
\$225,001 - \$375,000	16.84%	276,000	0	282,500	256,000	280,000
\$375,001 and up	9.47%	455,000	0	455,000	460,000	429,000
Median Sold Price		162,000	97,000	159,000	277,000	280,000
Total Closed Units	100%	95	13	59	19	4
Total Closed Volume		19,299,280	1.30M	9.64M	7.17M	1.18M

July 2019



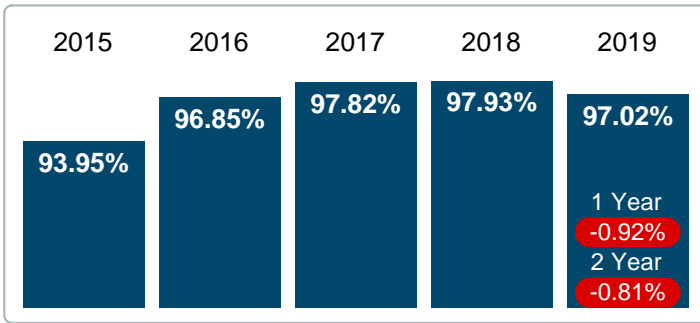
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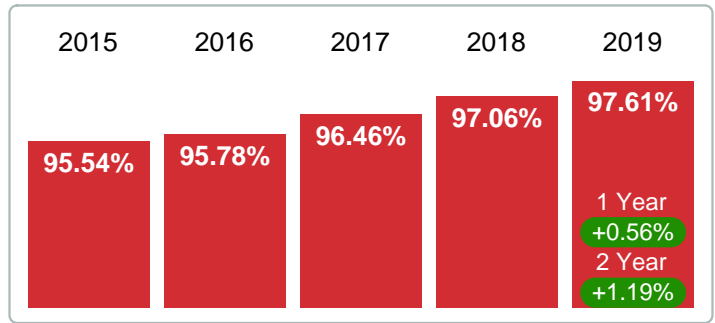
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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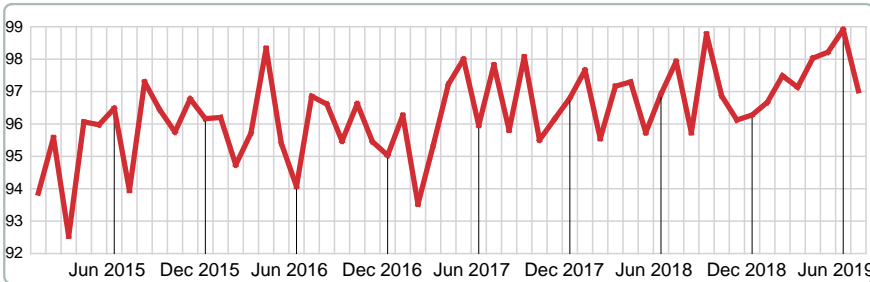
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

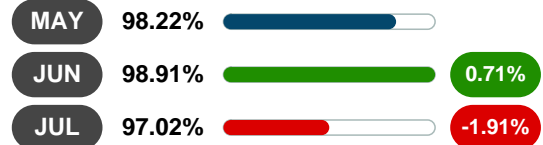


3 MONTHS

5 year JUL AVG = 96.72%

High Jun 2019 98.91% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **97.02%**
equal to 5 yr JUL average of **96.72%**



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	6	6.32%	89.86%	89.11%	90.74%	0.00%	0.00%
\$50,001 - \$75,000	4	4.21%	94.11%	97.30%	93.33%	0.00%	0.00%
\$75,001 - \$125,000	22	23.16%	96.46%	94.64%	96.47%	96.45%	0.00%
\$125,001 - \$200,000	27	28.42%	99.69%	92.00%	99.69%	100.07%	108.39%
\$200,001 - \$225,000	11	11.58%	98.76%	0.00%	98.76%	97.66%	0.00%
\$225,001 - \$375,000	16	16.84%	94.50%	0.00%	93.70%	96.33%	90.13%
\$375,001 and up	9	9.47%	98.79%	0.00%	107.08%	98.79%	97.72%
Median Sold/List Ratio		97.02%		96.25%	96.99%	98.35%	95.33%
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



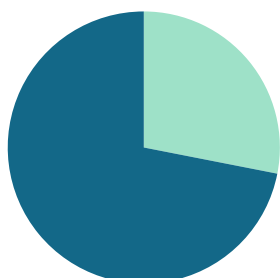
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

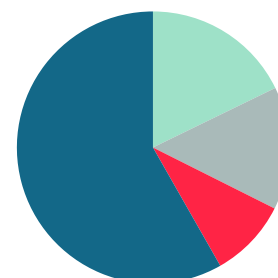


Inventory
 New Listings
123 = 28.08%
 Start Inventory
315
 Total Inventory Units
438
 Volume
\$116,637,870

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%
Median List Price	155,900	170,000	9.04%	138,500	162,500	17.33%
Median Sale Price	155,150	162,000	4.42%	133,750	157,000	17.38%
Median Percent of Selling Price to List Price	97.93%	97.02%	-0.92%	97.06%	97.61%	0.56%
Median Days on Market to Sale	29.00	22.00	-24.14%	36.00	34.00	-5.56%
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

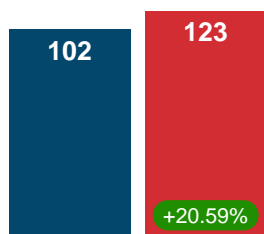
Inventory on July 31, 2019 = **311**

2018 **2019**

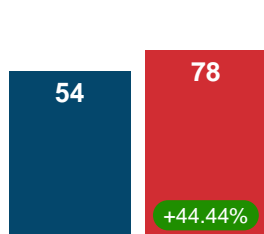
JULY MARKET

MEDIAN PRICES

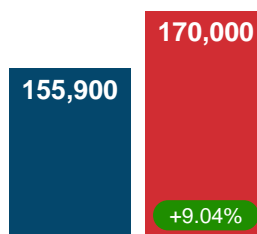
New Listings



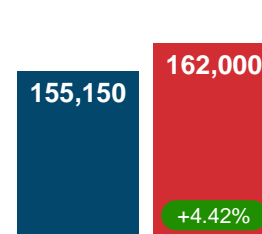
Pending Listings



List Price



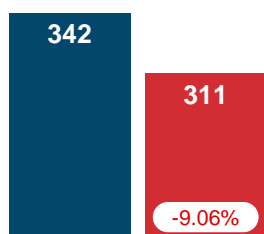
Sale Price



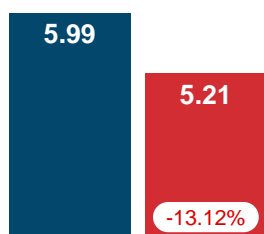
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

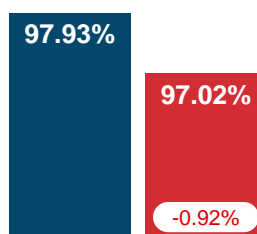
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

