

June 2019



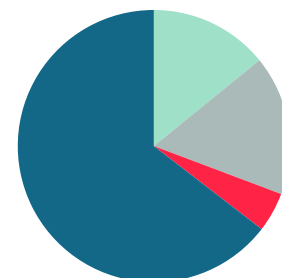
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	77	69	-10.39%
Pending Listings	75	81	8.00%
New Listings	97	96	-1.03%
Average List Price	149,210	188,493	26.33%
Average Sale Price	140,978	179,200	27.11%
Average Percent of Selling Price to List Price	95.92%	96.11%	0.20%
Average Days on Market to Sale	47.09	43.70	-7.21%
End of Month Inventory	340	315	-7.35%
Months Supply of Inventory	6.29	5.31	-15.55%



■ Closed (14.14%)
■ Pending (16.60%)
■ Other OffMarket (4.71%)
■ Active (64.55%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of June 30, 2019 = **315**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **7.35%** to 315 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **5.31** 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 **27.11%** in June 2019 to \$179,200 versus the previous year at \$140,978.

Average Days on Market Shortens

The average number of **43.70** days that homes spent on the market before selling decreased by 3.40 days or **7.21%** in June 2019 compared to last year's same month at **47.09** DOM.

Sales Success for June 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 96 New Listings in June 2019, down **1.03%** from last year at 97. Furthermore, there were 69 Closed Listings this month versus last year at 77, a **-10.39%** decrease.

Closed versus Listed trends yielded a **71.9%** ratio, down from previous year's, June 2018, at **79.4%**, a **9.46%** 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

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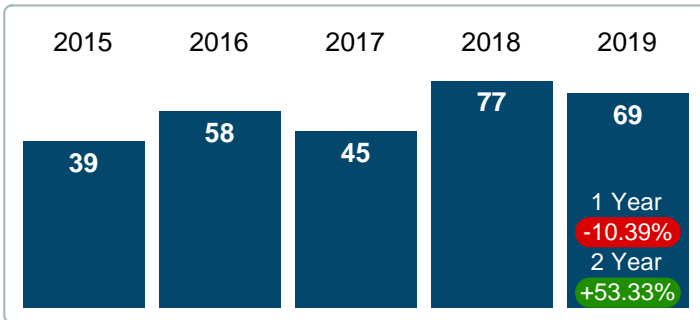
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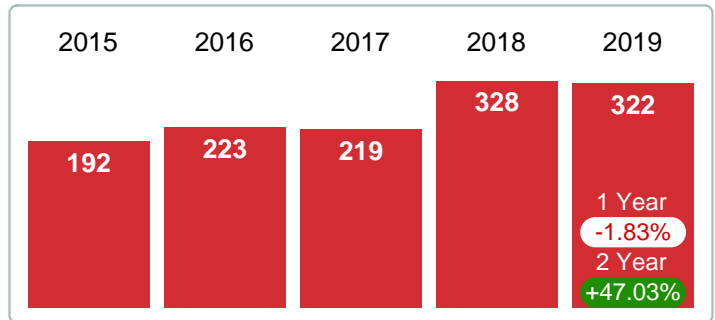
CLOSED LISTINGS

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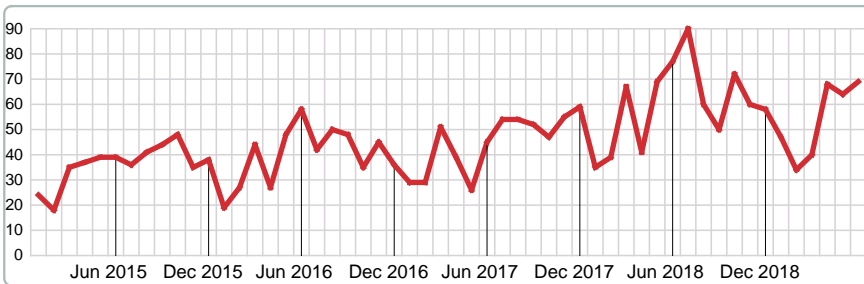
JUNE



YEAR TO DATE (YTD)

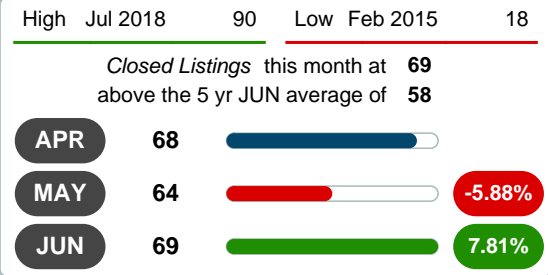


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 58



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	5	7.25%	68.4	3	2	0	0
\$50,001 - \$75,000	6	8.70%	53.3	3	3	0	0
\$75,001 - \$125,000	12	17.39%	32.9	1	9	2	0
\$125,001 - \$175,000	19	27.54%	33.3	0	13	6	0
\$175,001 - \$225,000	10	14.49%	28.7	1	7	2	0
\$225,001 - \$275,000	11	15.94%	73.1	1	7	2	1
\$275,001 and up	6	8.70%	39.2	0	4	0	2
Total Closed Units	69			9	45	12	3
Total Closed Volume	12,364,789	100%	43.7	859.50K	8.53M	2.06M	912.50K
Average Closed Price	\$179,200			\$95,500	\$189,576	\$171,823	\$304,167

June 2019



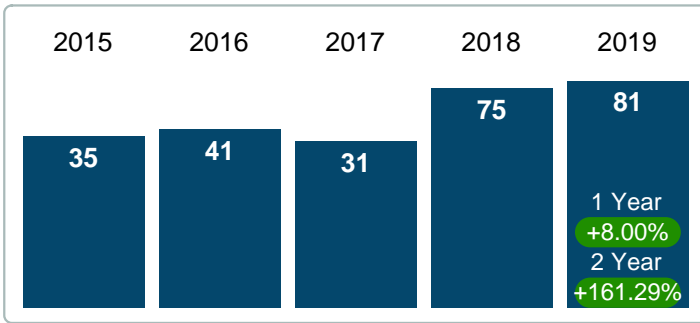
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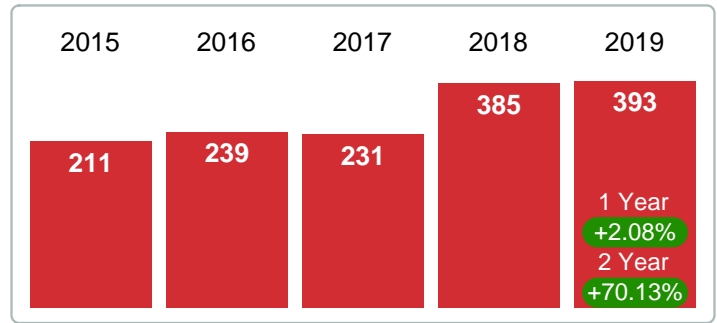
PENDING LISTINGS

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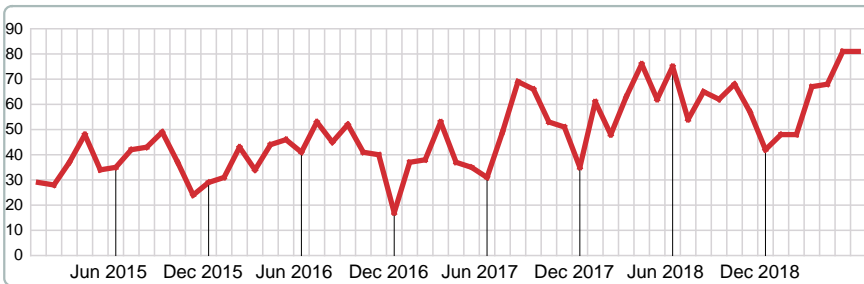
JUNE



YEAR TO DATE (YTD)

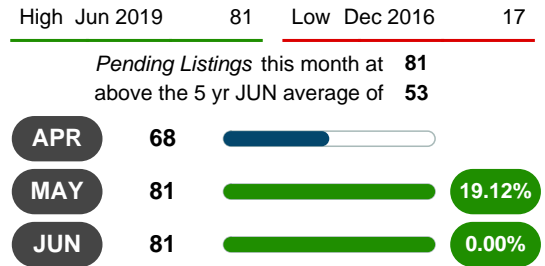


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.64%	46.0	3	4	0	0
\$75,001 - \$100,000	10	12.35%	40.1	2	6	2	0
\$100,001 - \$125,000	9	11.11%	65.7	5	4	0	0
\$125,001 - \$175,000	20	24.69%	39.9	2	17	1	0
\$175,001 - \$225,000	11	13.58%	41.3	1	8	2	0
\$225,001 - \$375,000	15	18.52%	46.3	1	8	5	1
\$375,001 and up	9	11.11%	47.3	0	3	5	1
Total Pending Units	81			14	50	15	2
Total Pending Volume	15,914,400	100%	46.7	1.70M	9.20M	4.25M	774.00K
Average Listing Price	\$196,986			\$121,093	\$183,918	\$283,280	\$387,000

June 2019



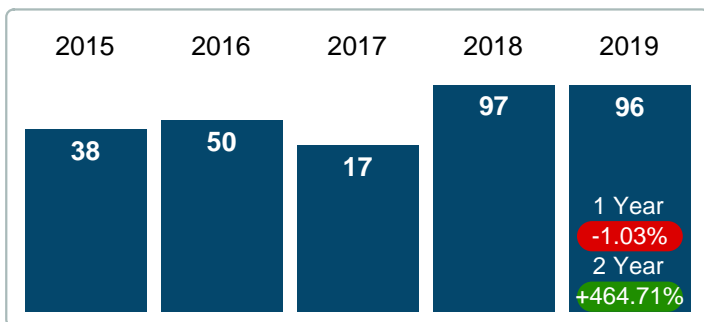
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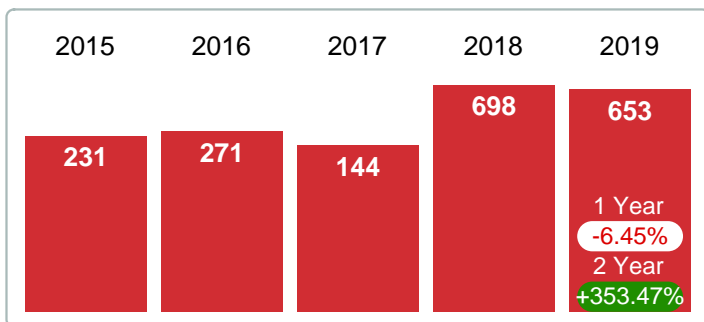
NEW LISTINGS

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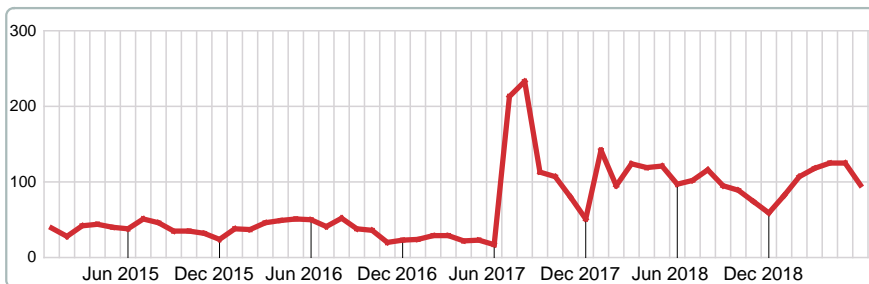
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 60

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 96
above the 5 yr JUN average of 60



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	5	5.21%	4	1	0	0
\$50,001 - \$75,000	12	12.50%	3	9	0	0
\$75,001 - \$125,000	16	16.67%	2	10	3	1
\$125,001 - \$200,000	26	27.08%	2	20	4	0
\$200,001 - \$275,000	13	13.54%	1	8	4	0
\$275,001 - \$400,000	14	14.58%	2	7	5	0
\$400,001 and up	10	10.42%	0	3	4	3
Total New Listed Units	96		14	58	20	4
Total New Listed Volume	20,119,613	100%	1.73M	10.75M	5.62M	2.02M
Average New Listed Listing Price	\$175,352		\$123,282	\$185,394	\$281,190	\$504,250

June 2019



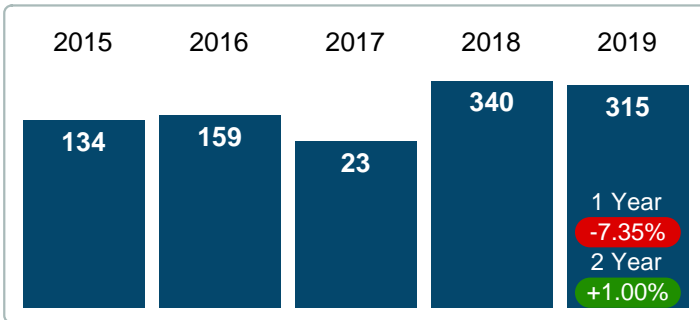
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



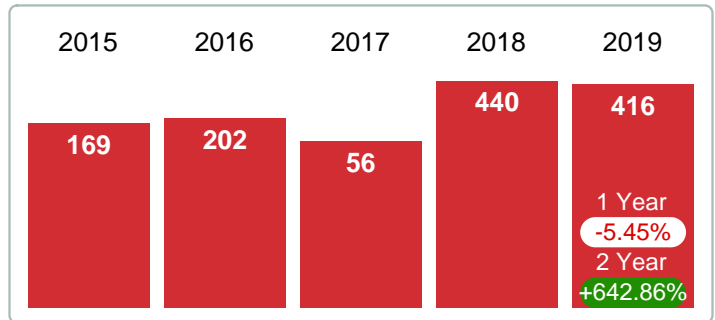
ACTIVE INVENTORY

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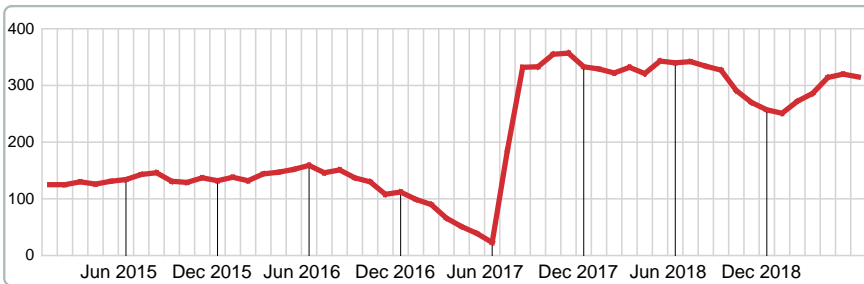
END OF JUNE



ACTIVE DURING JUNE

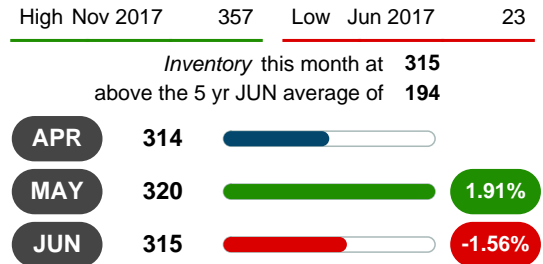


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 194



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	16	5.08%	66.8	12	3	1	0
\$50,001 - \$75,000	25	7.94%	60.5	10	14	0	1
\$75,001 - \$150,000	74	23.49%	74.2	11	51	10	2
\$150,001 - \$250,000	74	23.49%	73.6	6	46	21	1
\$250,001 - \$350,000	57	18.10%	68.4	6	29	20	2
\$350,001 - \$525,000	38	12.06%	83.0	5	14	10	9
\$525,001 and up	31	9.84%	96.3	0	12	11	8
Total Active Inventory by Units	315			50	169	73	23
Total Active Inventory by Volume	88,773,091	100%	74.8	7.21M	43.72M	25.35M	12.49M
Average Active Inventory Listing Price	\$281,819			\$144,109	\$258,716	\$347,287	\$543,157

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



MONTHS SUPPLY of INVENTORY (MSI)

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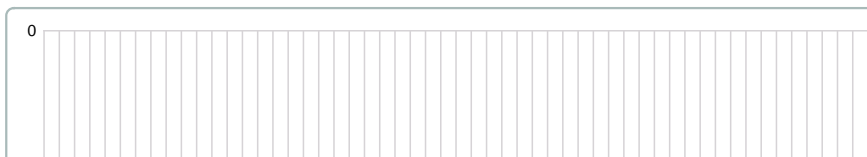
MSI FOR JUNE

2015	2016	2017	2018	2019

INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
315	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 JUN AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	5.08%	2.91	4.97	1.09	3.00	0.00
\$50,001 - \$75,000	25	7.94%	4.05	4.14	4.31	0.00	0.00
\$75,001 - \$150,000	74	23.49%	3.98	4.71	3.95	3.33	6.00
\$150,001 - \$250,000	74	23.49%	3.31	9.00	2.98	3.55	3.00
\$250,001 - \$350,000	57	18.10%	13.68	36.00	12.43	17.14	4.00
\$350,001 - \$525,000	38	12.06%	25.33	0.00	33.60	13.33	27.00
\$525,001 and up	31	9.84%	28.62	0.00	20.57	33.00	48.00
Market Supply of Inventory (MSI)			5.31	6.25	4.49	6.08	13.80
Total Active Inventory by Units		100%	5.31	50	169	73	23

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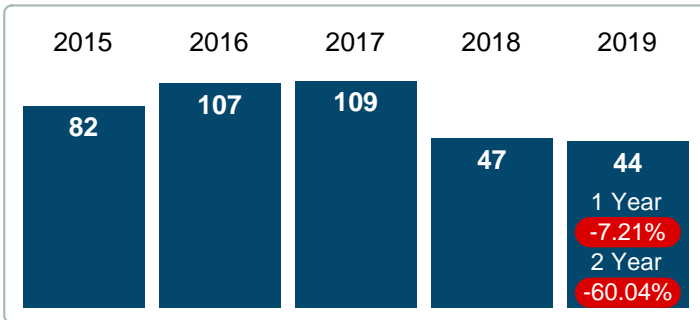
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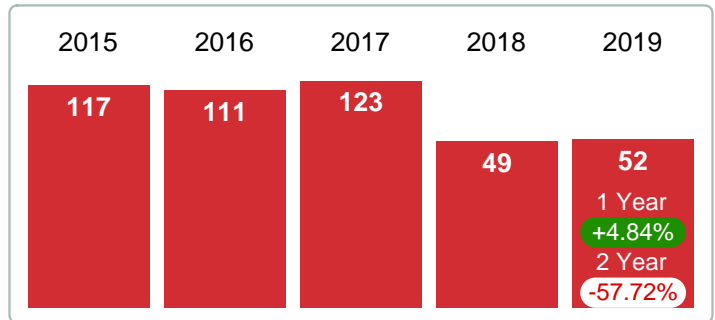
AVERAGE DAYS ON MARKET TO SALE

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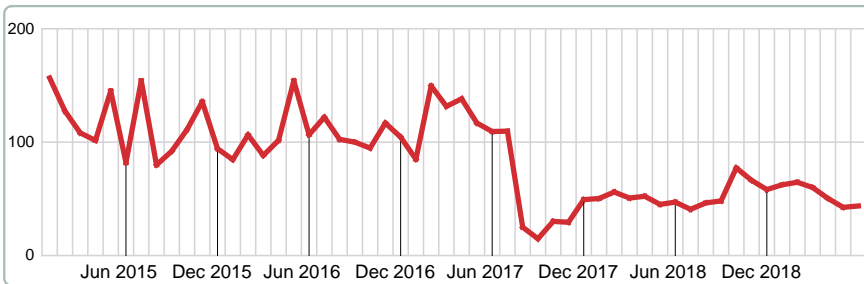
JUNE



YEAR TO DATE (YTD)

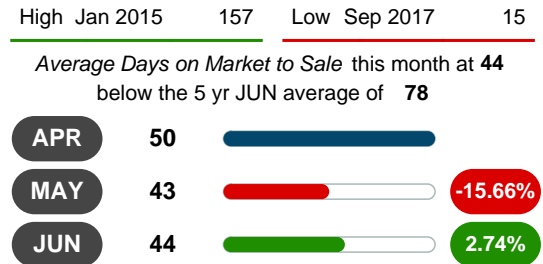


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 78



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	7.25%	68	90	36	0	0
\$50,001 - \$75,000	8.70%	53	54	53	0	0
\$75,001 - \$125,000	17.39%	33	15	39	14	0
\$125,001 - \$175,000	27.54%	33	0	31	38	0
\$175,001 - \$225,000	14.49%	29	11	10	104	0
\$225,001 - \$275,000	15.94%	73	23	81	94	25
\$275,001 and up	8.70%	39	0	34	0	49
Average Closed DOM		44				
Total Closed Units	100%	69	9	45	12	3
Total Closed Volume		12,364,789	859.50K	8.53M	2.06M	912.50K

June 2019



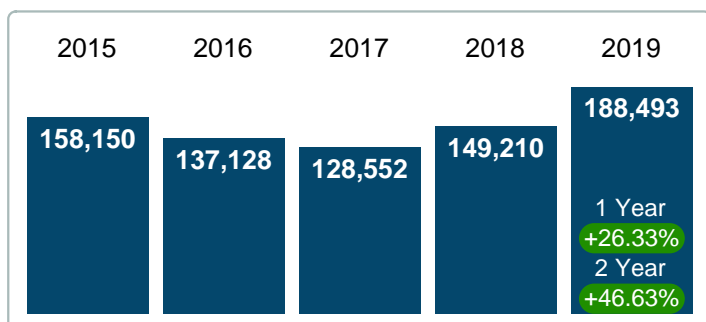
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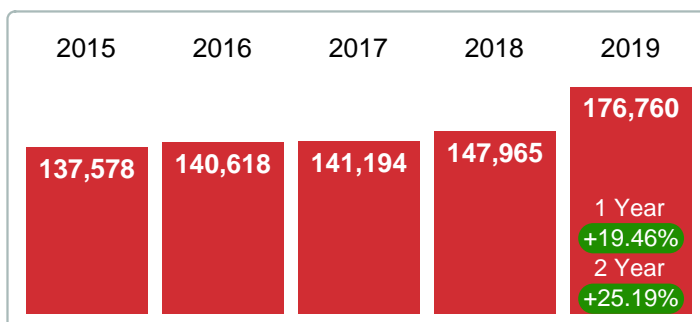
AVERAGE LIST PRICE AT CLOSING

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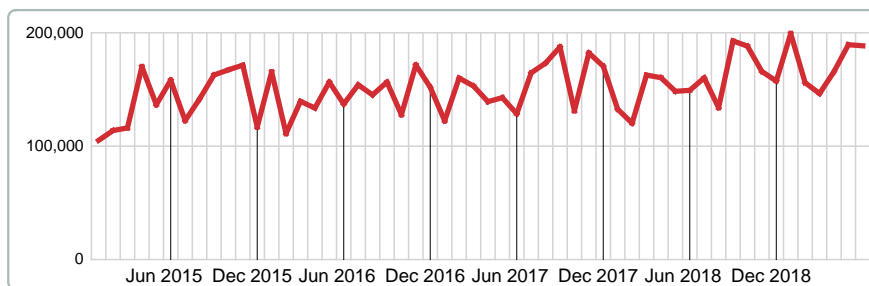
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

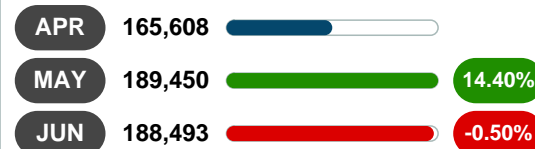


3 MONTHS

5 year JUN AVG = 152,307

High Jan 2019 199,260 Low Jan 2015 105,083

Average List Price at Closing this month at **188,493**
above the 5 yr JUN average of **152,307**



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	5.80%	35,475	34,333	49,450	0	0
\$50,001 - \$75,000	5.80%	62,425	85,300	63,233	0	0
\$75,001 - \$125,000	21.74%	98,847	89,500	105,256	95,000	0
\$125,001 - \$175,000	21.74%	149,460	0	154,058	161,467	0
\$175,001 - \$225,000	21.74%	200,463	225,000	203,686	205,750	0
\$225,001 - \$275,000	13.04%	248,900	269,000	240,529	251,200	279,900
\$275,001 and up	10.14%	520,400	0	672,000	0	337,450
Average List Price		188,493	104,711	200,803	172,725	318,267
Total Closed Units	100%	188,493	9	45	12	3
Total Closed Volume		13,006,047	942.40K	9.04M	2.07M	954.80K

June 2019



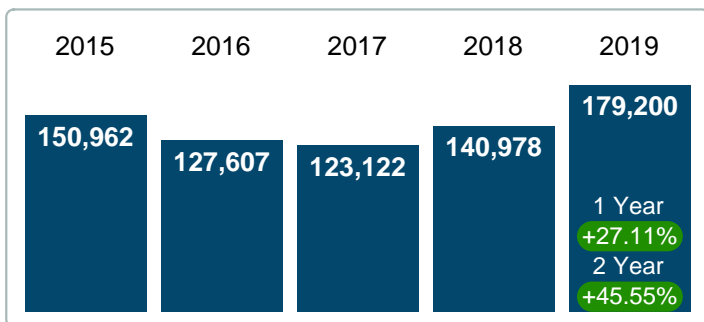
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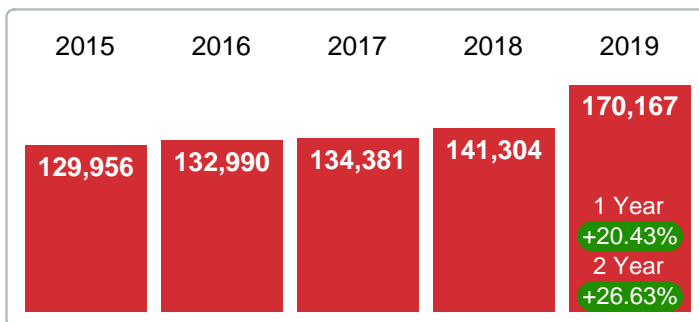
AVERAGE SOLD PRICE AT CLOSING

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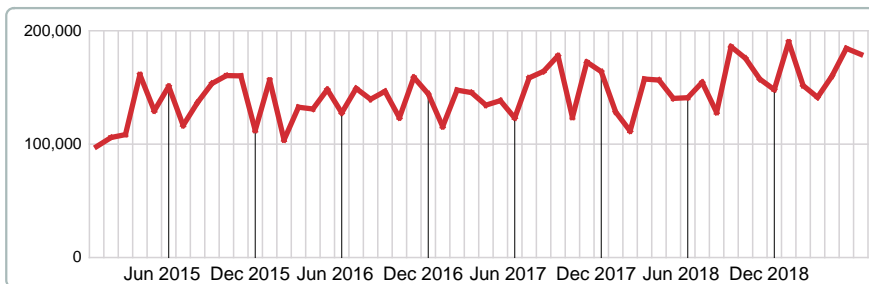
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

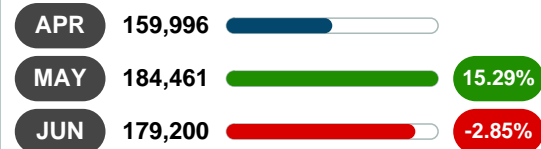


3 MONTHS

5 year JUN AVG = 144,374

High Jan 2019 190,072 Low Jan 2015 97,863

Average Sold Price at Closing this month at **179,200** above the 5 yr JUN average of **144,374**



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	7.25%	32,000	23,667	44,500	0	0
\$50,001 - \$75,000	8.70%	68,608	74,000	63,217	0	0
\$75,001 - \$125,000	17.39%	101,971	82,500	104,906	98,500	0
\$125,001 - \$175,000	27.54%	152,339	0	149,351	158,812	0
\$175,001 - \$225,000	14.49%	204,730	215,000	202,971	205,750	0
\$225,001 - \$275,000	15.94%	243,864	269,000	234,000	250,250	275,000
\$275,001 and up	8.70%	490,875	0	576,938	0	318,750
Average Sold Price		179,200	95,500	189,576	171,823	304,167
Total Closed Units	100%	179,200	9	45	12	3
Total Closed Volume		12,364,789	859.50K	8.53M	2.06M	912.50K

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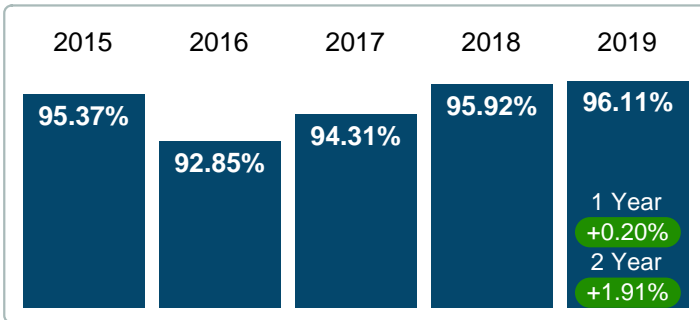
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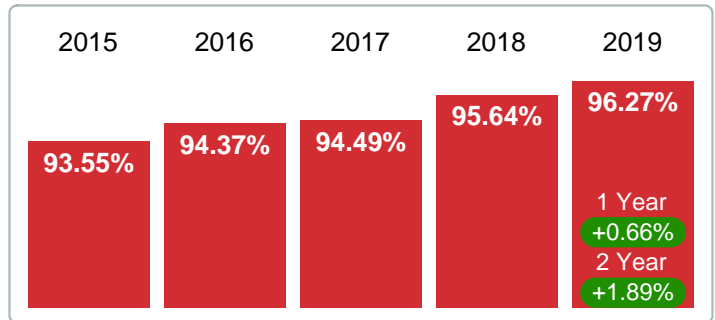
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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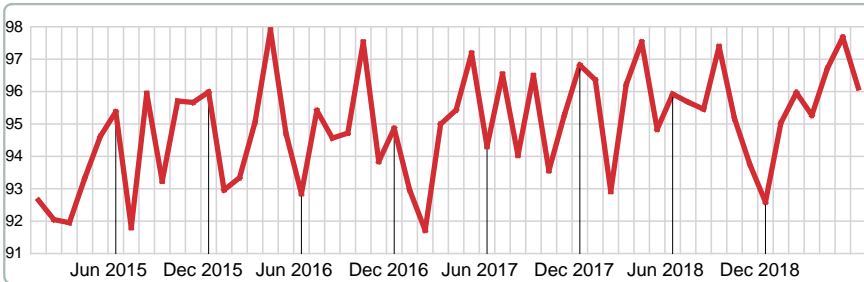
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

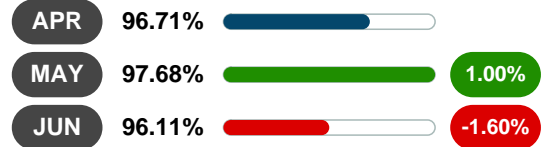


3 MONTHS

5 year JUN AVG = 94.91%

High Apr 2016 97.90% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.11%** above the 5 yr JUN 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	5	7.25%	79.11%	71.85%	90.01%	0.00%	0.00%
\$50,001 - \$75,000	6	8.70%	93.99%	87.76%	100.22%	0.00%	0.00%
\$75,001 - \$125,000	12	17.39%	99.91%	92.18%	99.88%	103.89%	0.00%
\$125,001 - \$175,000	19	27.54%	97.56%	0.00%	97.07%	98.63%	0.00%
\$175,001 - \$225,000	10	14.49%	99.33%	95.56%	99.67%	100.00%	0.00%
\$225,001 - \$275,000	11	15.94%	98.23%	100.00%	97.58%	99.60%	98.25%
\$275,001 and up	6	8.70%	90.98%	0.00%	89.18%	0.00%	94.58%
Average Sold/List Ratio		96.10%		85.17%	97.31%	99.90%	95.80%
Total Closed Units		69	100%	9	45	12	3
Total Closed Volume		12,364,789		859.50K	8.53M	2.06M	912.50K

June 2019



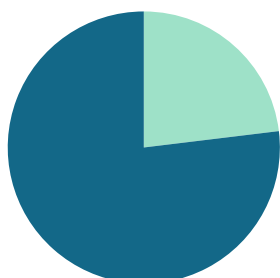
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

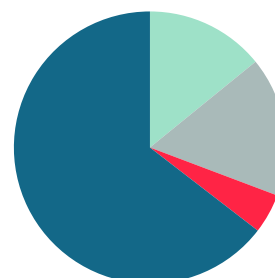


Inventory
 New Listings **96 = 23.08%**
 Start Inventory **320**
 Total Inventory Units **416**
 Volume **\$110,807,391**

Market Activity

Closed Sales **69 = 14.14%**
 Pending Sales **81 = 16.60%**
 Other Off Market **23 = 4.71%**
 Active Inventory **315 = 64.55%**

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	77	69	-10.39%	328	322	-1.83%
Pending Sales	75	81	8.00%	385	393	2.08%
New Listings	97	96	-1.03%	698	653	-6.45%
Average List Price	149,210	188,493	26.33%	147,965	176,760	19.46%
Average Sale Price	140,978	179,200	27.11%	141,304	170,167	20.43%
Average Percent of Selling Price to List Price	95.92%	96.11%	0.20%	95.64%	96.27%	0.66%
Average Days on Market to Sale	47.09	43.70	-7.21%	49.46	51.85	4.84%
Monthly Inventory	340	315	-7.35%	340	315	-7.35%
Months Supply of Inventory	6.29	5.31	-15.55%	6.29	5.31	-15.55%

Absorption: Last 12 months, an Average of **59** Sales/Month

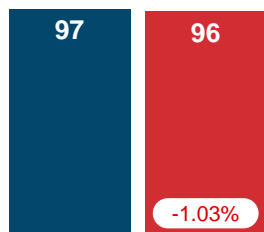
Inventory on June 30, 2019 = **315**

2018 **2019**

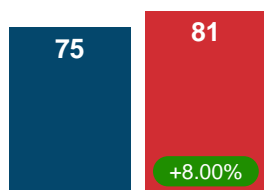
JUNE MARKET

AVERAGE PRICES

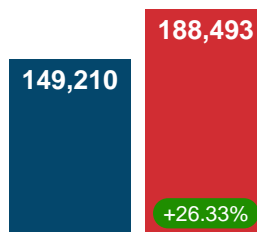
New Listings



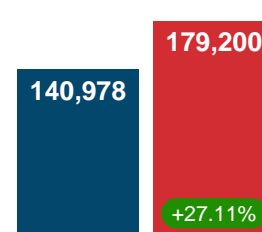
Pending Listings



List Price



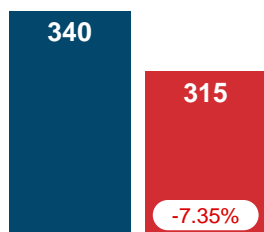
Sale Price



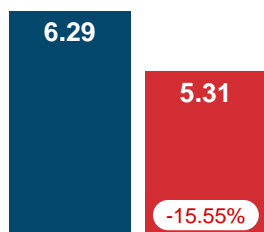
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

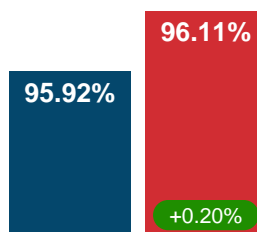
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

