

June 2019



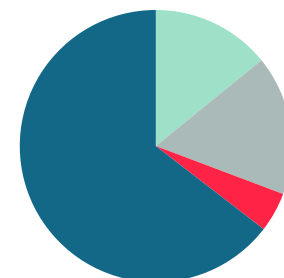
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



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%
Median List Price	129,900	164,900	26.94%
Median Sale Price	125,900	159,500	26.69%
Median Percent of Selling Price to List Price	96.92%	98.91%	2.05%
Median Days on Market to Sale	46.00	34.00	-26.09%
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.

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 **26.69%** in June 2019 to \$159,500 versus the previous year at \$125,900.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 12.00 days or **26.09%** in June 2019 compared to last year's same month at **46.00** DOM.

Sales Success for June 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 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

June 2019



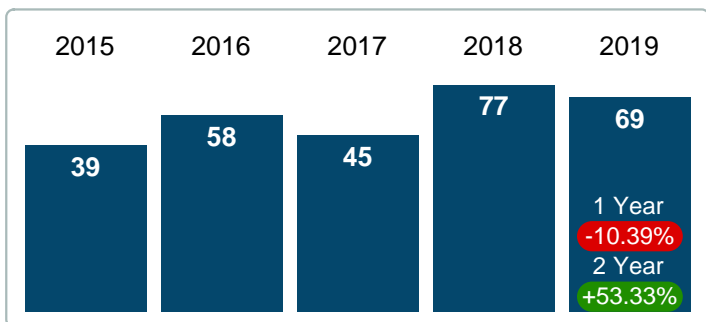
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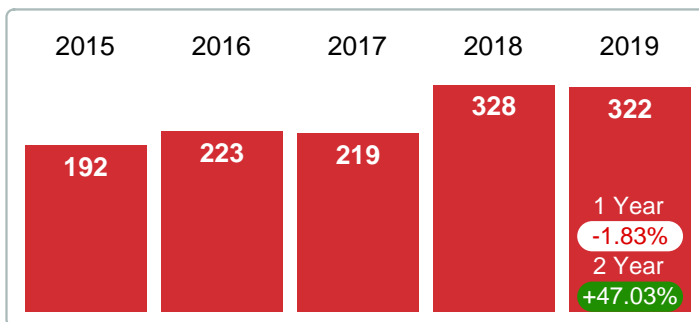
CLOSED LISTINGS

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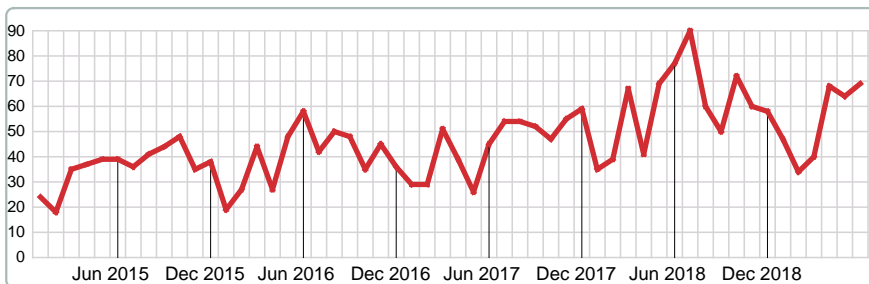
JUNE



YEAR TO DATE (YTD)

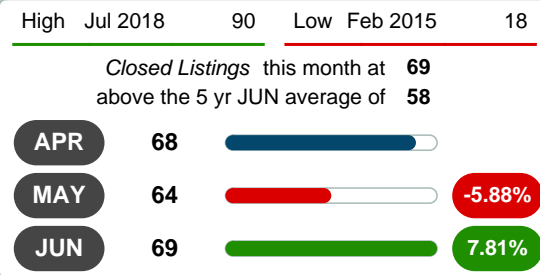


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.25%	66.0	3	2	0	0
\$50,001 - \$75,000	6	8.70%	45.5	3	3	0	0
\$75,001 - \$125,000	12	17.39%	27.0	1	9	2	0
\$125,001 - \$175,000	19	27.54%	28.0	0	13	6	0
\$175,001 - \$225,000	10	14.49%	8.5	1	7	2	0
\$225,001 - \$275,000	11	15.94%	58.0	1	7	2	1
\$275,001 and up	6	8.70%	31.5	0	4	0	2
Total Closed Units	69			9	45	12	3
Total Closed Volume	12,364,789	100%	34.0	859.50K	8.53M	2.06M	912.50K
Median Closed Price	\$159,500			\$75,000	\$156,000	\$172,287	\$318,000

June 2019



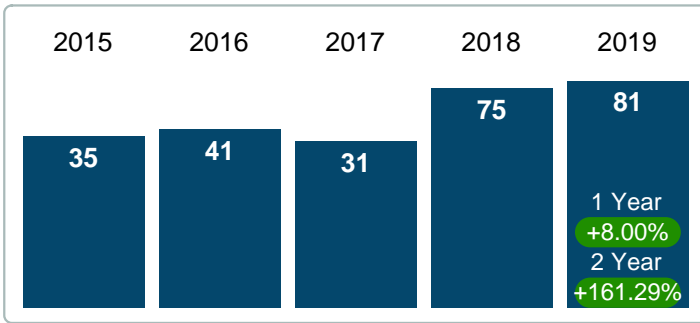
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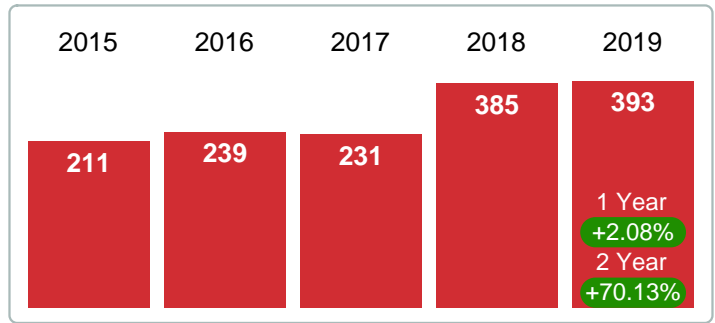
PENDING LISTINGS

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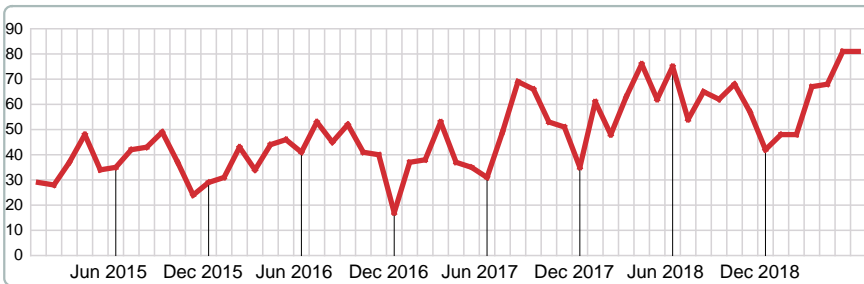
JUNE



YEAR TO DATE (YTD)

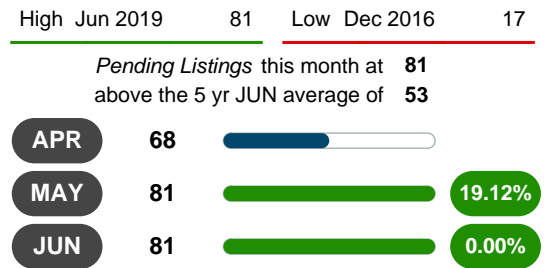


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.64%	17.0	3	4	0	0
\$75,001 - \$100,000	10	12.35%	26.5	2	6	2	0
\$100,001 - \$125,000	9	11.11%	58.0	5	4	0	0
\$125,001 - \$175,000	20	24.69%	10.5	2	17	1	0
\$175,001 - \$225,000	11	13.58%	19.0	1	8	2	0
\$225,001 - \$375,000	15	18.52%	32.0	1	8	5	1
\$375,001 and up	9	11.11%	45.0	0	3	5	1
Total Pending Units	81			14	50	15	2
Total Pending Volume	15,914,400	100%	26.0	1.70M	9.20M	4.25M	774.00K
Median Listing Price	\$163,000			\$110,000	\$162,500	\$242,500	\$387,000

June 2019



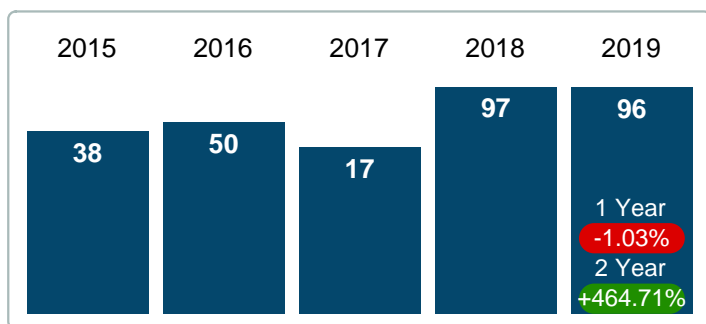
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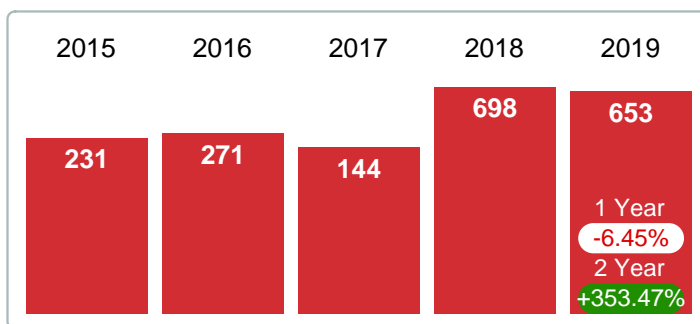
NEW LISTINGS

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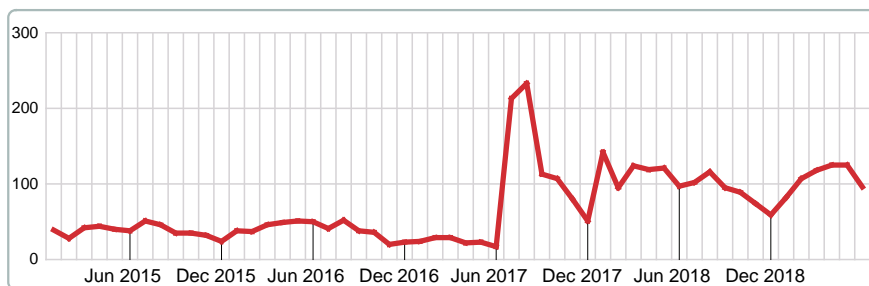
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

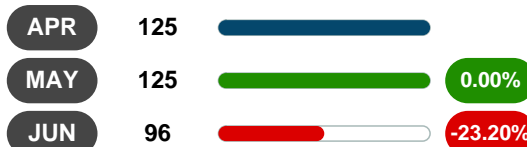


3 MONTHS

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
Median New Listed Listing Price	\$163,500		\$82,400	\$161,200	\$259,950	\$434,000

June 2019



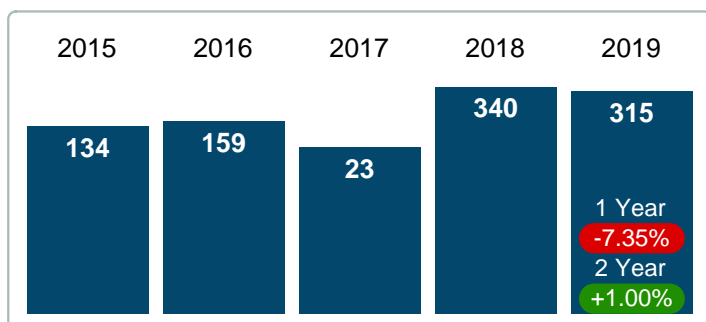
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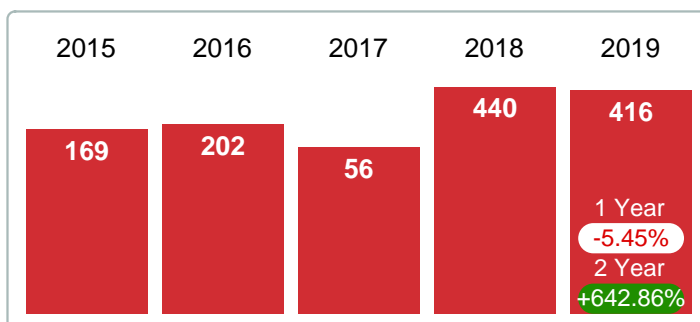
ACTIVE INVENTORY

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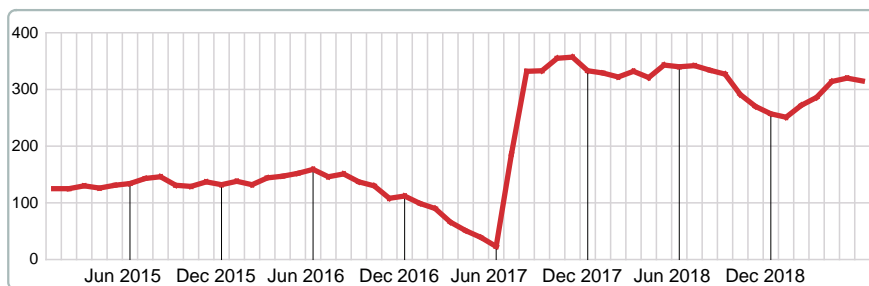
END OF JUNE



ACTIVE DURING JUNE

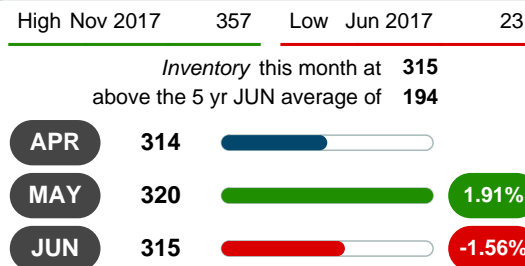


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 194



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	16	5.08%	58.5	12	3	1	0	
\$50,001 - \$75,000	25	7.94%	44.0	10	14	0	1	
\$75,001 - \$150,000	74	23.49%	61.0	11	51	10	2	
\$150,001 - \$250,000	74	23.49%	74.5	6	46	21	1	
\$250,001 - \$350,000	57	18.10%	61.0	6	29	20	2	
\$350,001 - \$525,000	38	12.06%	75.0	5	14	10	9	
\$525,001 and up	31	9.84%	119.0	0	12	11	8	
Total Active Inventory by Units		315		50	169	73	23	
Total Active Inventory by Volume		88,773,091	100%	67.0	7.21M	43.72M	25.35M	12.49M
Median Active Inventory Listing Price		\$210,500			\$104,000	\$185,000	\$269,900	\$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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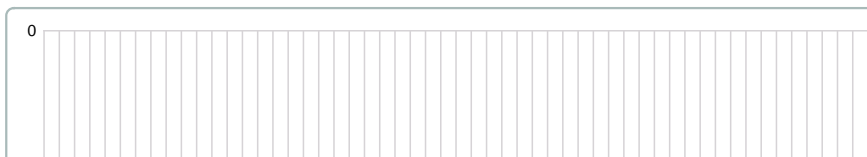
MSI FOR JUNE

2015	2016	2017	2018	2019
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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

June 2019



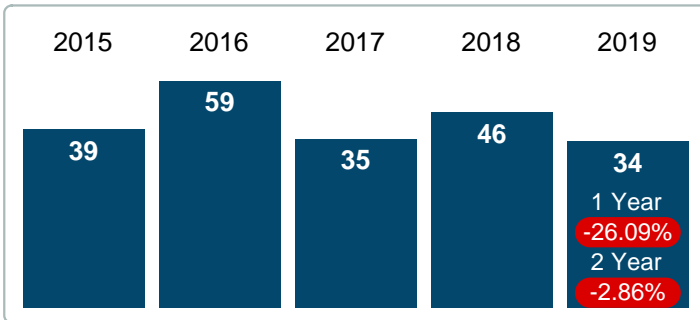
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



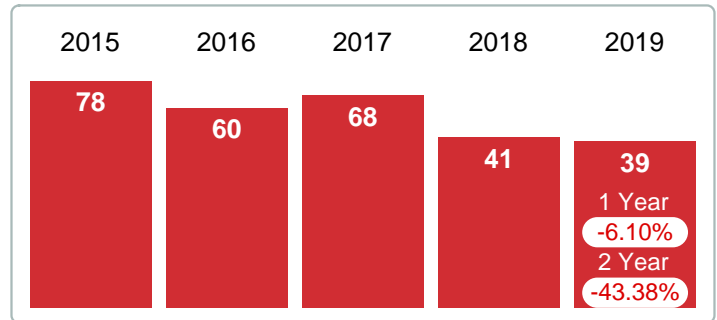
MEDIAN DAYS ON MARKET TO SALE

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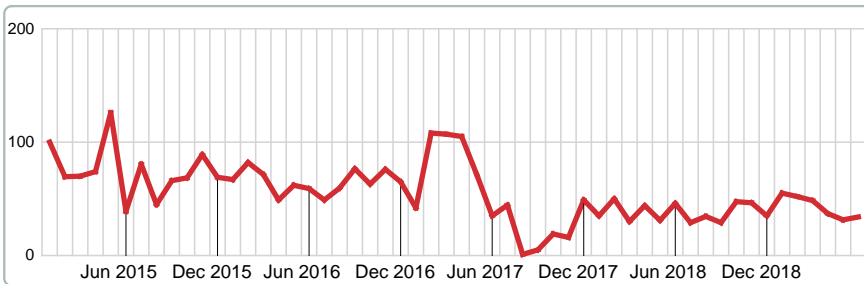
JUNE



YEAR TO DATE (YTD)

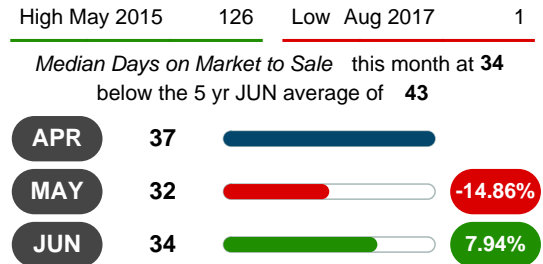


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 43



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	5	7.25%	66	92	36	0	0
\$50,001 - \$75,000	6	8.70%	46	34	50	0	0
\$75,001 - \$125,000	12	17.39%	27	15	42	14	0
\$125,001 - \$175,000	19	27.54%	28	0	28	27	0
\$175,001 - \$225,000	10	14.49%	9	11	6	104	0
\$225,001 - \$275,000	11	15.94%	58	23	79	94	25
\$275,001 and up	6	8.70%	32	0	32	0	49
Median Closed DOM			34	23	36	53	25
Total Closed Units		100%	34.0	9	45	12	3
Total Closed Volume			12,364,789	859.50K	8.53M	2.06M	912.50K

June 2019



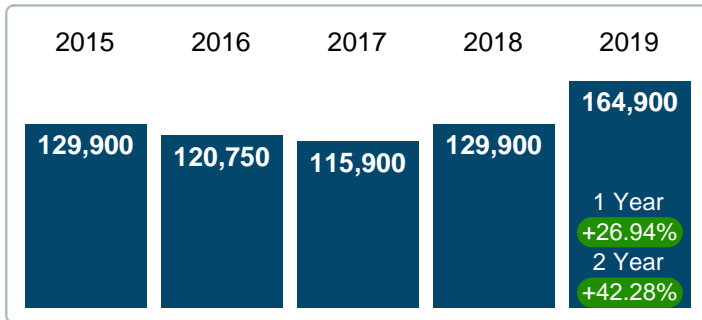
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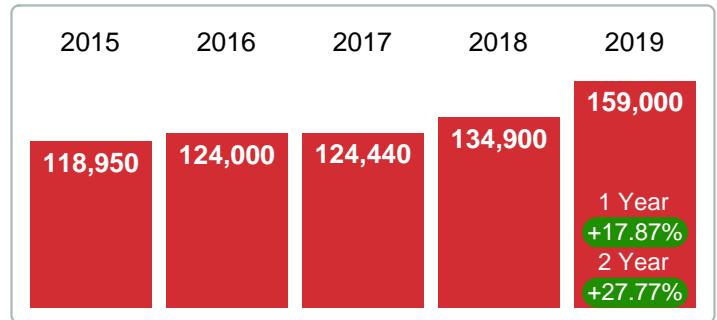
MEDIAN LIST PRICE AT CLOSING

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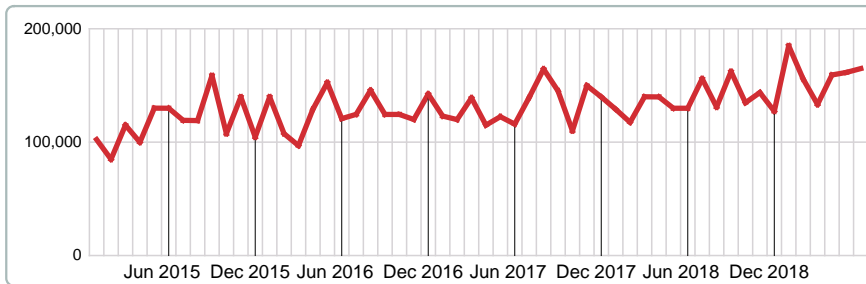
JUNE



YEAR TO DATE (YTD)

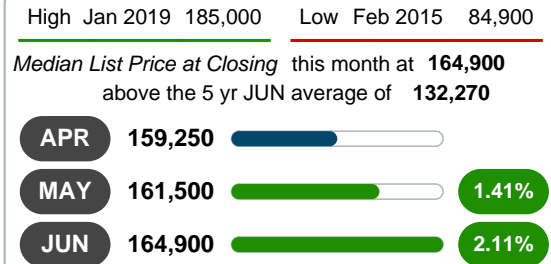


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 132,270



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	37,000	21,500	49,450	0	0
\$50,001 - \$75,000	4	59,950	59,999	59,900	0	0
\$75,001 - \$125,000	15	99,000	84,700	112,000	95,000	0
\$125,001 - \$175,000	15	145,000	0	145,000	150,700	0
\$175,001 - \$225,000	15	195,500	225,000	196,000	189,700	0
\$225,001 - \$275,000	9	249,000	269,000	244,450	251,200	0
\$275,001 and up	7	349,900	0	534,000	0	325,000
Median List Price		164,900	79,900	159,500	173,800	325,000
Total Closed Units		69	9	45	12	3
Total Closed Volume		13,006,047	942.40K	9.04M	2.07M	954.80K

June 2019



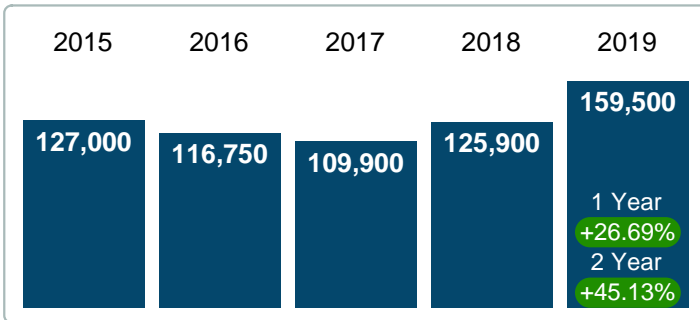
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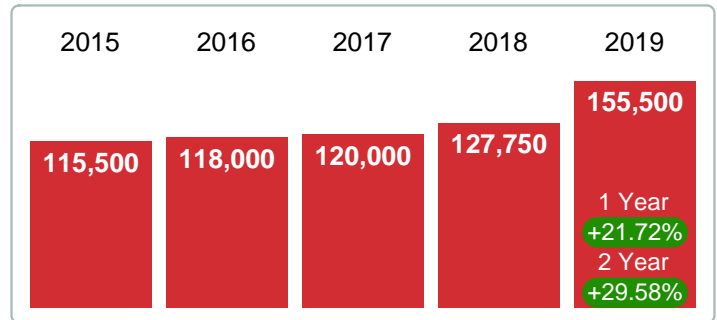
MEDIAN SOLD PRICE AT CLOSING

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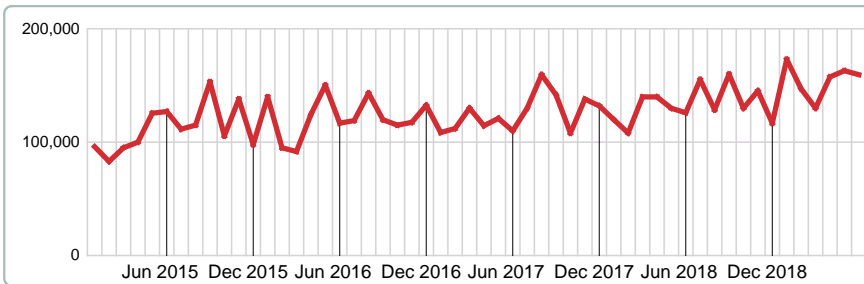
JUNE



YEAR TO DATE (YTD)

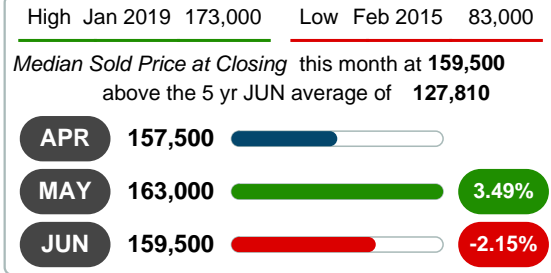


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 127,810



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	5	7.25%	40,000	16,000	44,500	0	0
\$50,001 - \$75,000	6	8.70%	73,450	75,000	59,750	0	0
\$75,001 - \$125,000	12	17.39%	99,750	82,500	107,750	98,500	0
\$125,001 - \$175,000	19	27.54%	150,000	0	148,000	168,737	0
\$175,001 - \$225,000	10	14.49%	205,750	215,000	196,500	205,750	0
\$225,001 - \$275,000	11	15.94%	235,500	269,000	235,000	250,250	275,000
\$275,001 and up	6	8.70%	340,750	0	487,125	0	318,750
Median Sold Price			159,500	75,000	156,000	172,287	318,000
Total Closed Units		100%	159,500	9	45	12	3
Total Closed Volume			12,364,789	859.50K	8.53M	2.06M	912.50K

June 2019



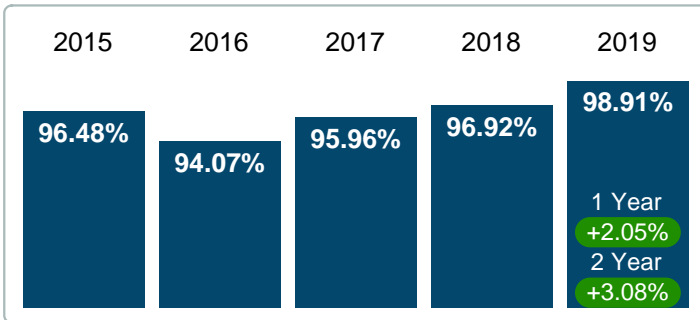
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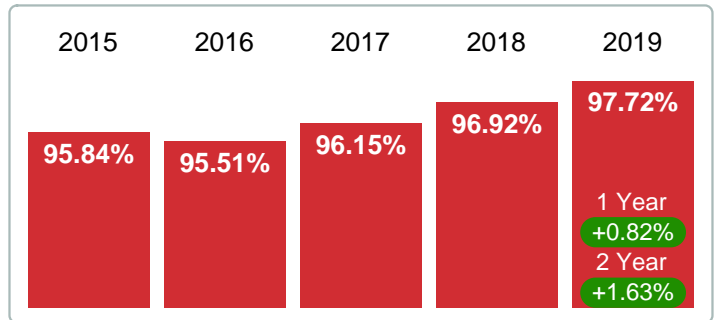
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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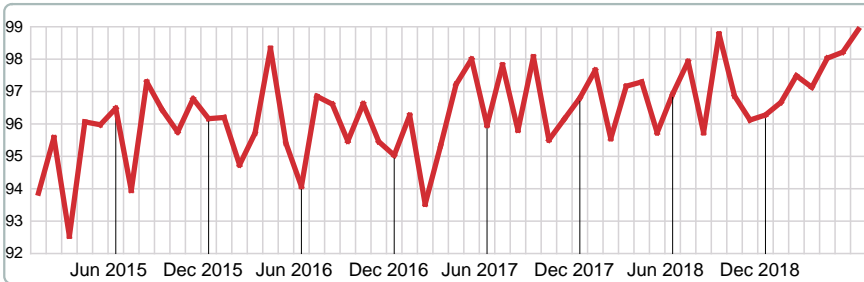
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

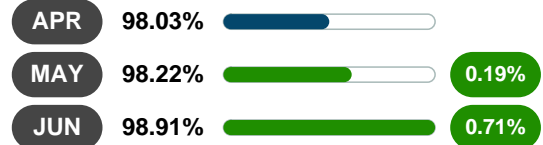


3 MONTHS

5 year JUN AVG = 96.47%

High Jun 2019 98.91% Low Mar 2015 92.54%

Median Sold/List Ratio this month at **98.91%**
above the 5 yr JUN average of **96.47%**



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	5	7.25%	88.18%	66.67%	90.01%	0.00%	0.00%
\$50,001 - \$75,000	6	8.70%	94.61%	90.11%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	12	17.39%	100.00%	92.18%	100.00%	103.89%	0.00%
\$125,001 - \$175,000	19	27.54%	98.15%	0.00%	96.16%	100.00%	0.00%
\$175,001 - \$225,000	10	14.49%	100.00%	95.56%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	11	15.94%	99.21%	100.00%	98.91%	99.60%	98.25%
\$275,001 and up	6	8.70%	91.11%	0.00%	89.25%	0.00%	94.58%
Median Sold/List Ratio		98.91%		90.11%	99.55%	100.00%	97.85%
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



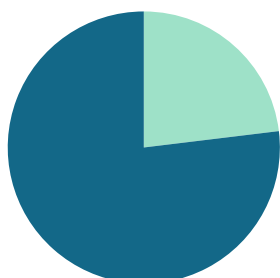
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

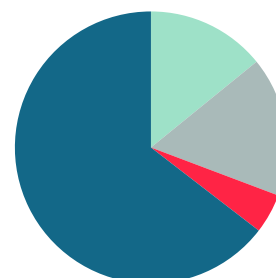


Inventory
 New Listings
96 = 23.08%
 Start Inventory
320
 Total Inventory Units
416
 Volume
\$110,807,391

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%
Median List Price	129,900	164,900	26.94%	134,900	159,000	17.87%
Median Sale Price	125,900	159,500	26.69%	127,750	155,500	21.72%
Median Percent of Selling Price to List Price	96.92%	98.91%	2.05%	96.92%	97.72%	0.82%
Median Days on Market to Sale	46.00	34.00	-26.09%	41.00	38.50	-6.10%
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

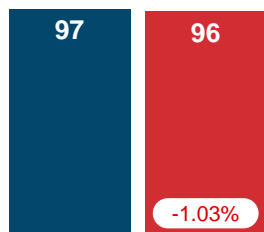
Inventory on June 30, 2019 = **315**

2018 **2019**

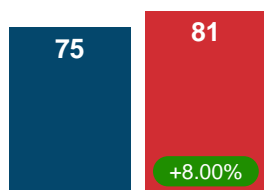
JUNE MARKET

MEDIAN PRICES

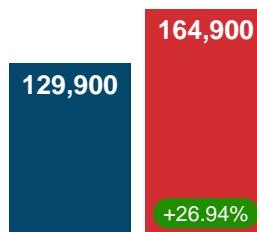
New Listings



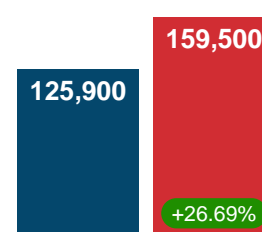
Pending Listings



List Price



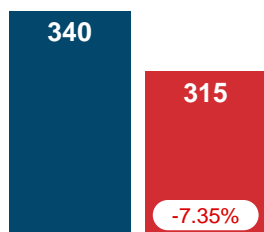
Sale Price



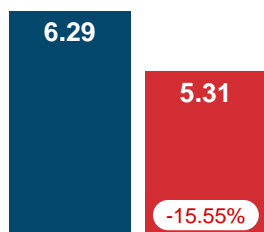
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

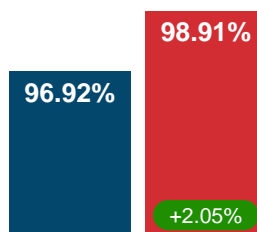
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

