

August 2020



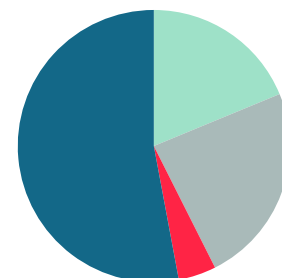
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	81	67	-17.28%
Pending Listings	69	85	23.19%
New Listings	102	73	-28.43%
Average List Price	181,348	244,887	35.04%
Average Sale Price	172,918	231,141	33.67%
Average Percent of Selling Price to List Price	94.55%	95.84%	1.37%
Average Days on Market to Sale	46.38	50.24	8.31%
End of Month Inventory	300	189	-37.00%
Months Supply of Inventory	4.88	3.23	-33.86%



■ Closed (18.77%)
■ Pending (23.81%)
■ Other OffMarket (4.48%)
■ Active (52.94%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of August 31, 2020 = **189**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **37.00%** to 189 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 **3.23** 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 **33.67%** in August 2020 to \$231,141 versus the previous year at \$172,918.

Average Days on Market Lengthens

The average number of **50.24** days that homes spent on the market before selling increased by 3.86 days or **8.31%** in August 2020 compared to last year's same month at **46.38** DOM.

Sales Success for August 2020 is Positive

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

There were 73 New Listings in August 2020, down **28.43%** from last year at 102. Furthermore, there were 67 Closed Listings this month versus last year at 81, a **-17.28%** decrease.

Closed versus Listed trends yielded a **91.8%** ratio, up from previous year's, August 2019, at **79.4%**, a **15.58%** 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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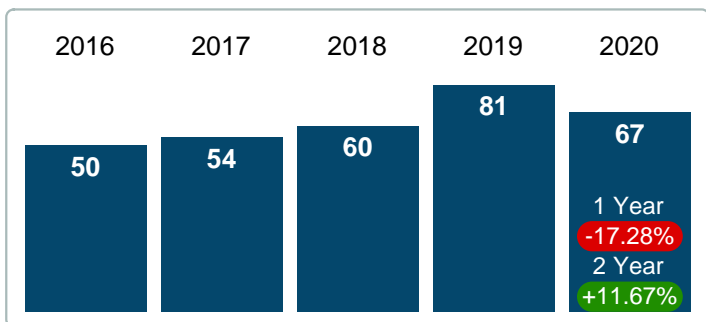
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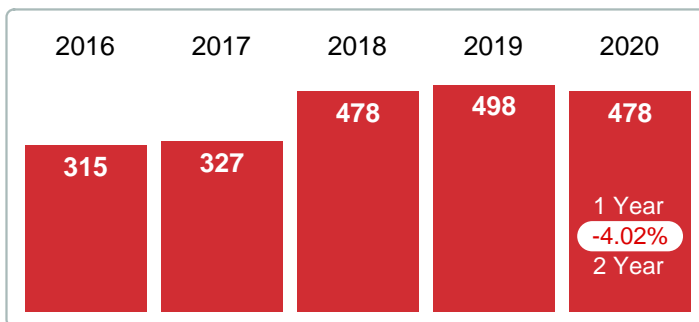
CLOSED LISTINGS

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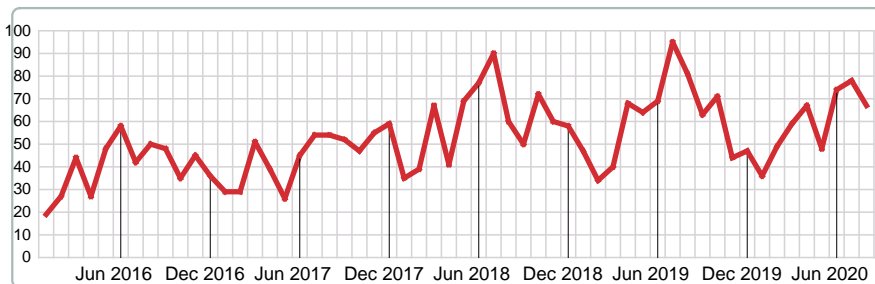
AUGUST



YEAR TO DATE (YTD)

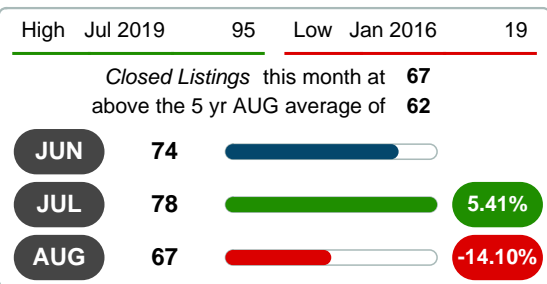


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.97%	72.8	0	4	0	0
\$75,001 - \$100,000	7	10.45%	62.4	2	4	1	0
\$100,001 - \$150,000	10	14.93%	41.4	1	9	0	0
\$150,001 - \$200,000	19	28.36%	39.0	0	15	2	2
\$200,001 - \$300,000	10	14.93%	43.7	0	9	1	0
\$300,001 - \$425,000	9	13.43%	44.9	0	8	0	1
\$425,001 and up	8	11.94%	80.3	0	3	4	1
Total Closed Units	67			3	52	8	4
Total Closed Volume	15,486,447	100%	50.2	286.55K	10.57M	3.00M	1.63M
Average Closed Price	\$231,141			\$95,517	\$203,278	\$375,056	\$407,250

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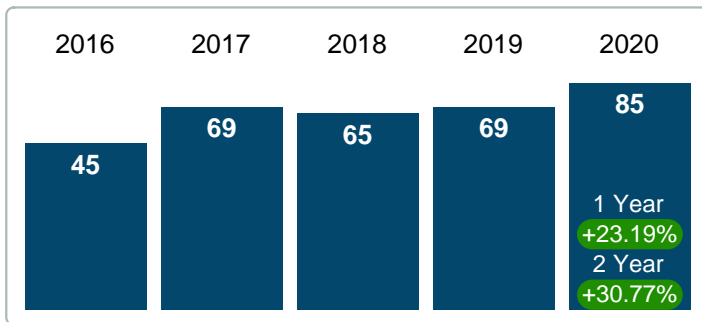
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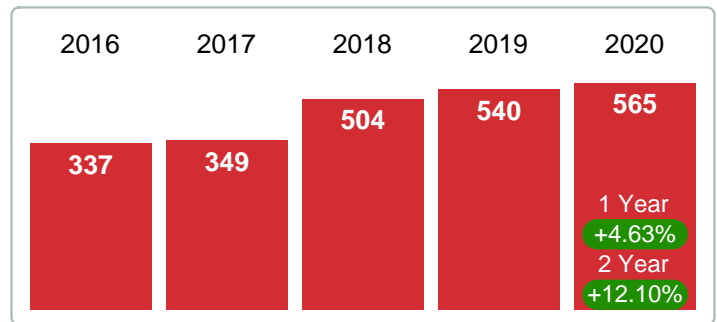
PENDING LISTINGS

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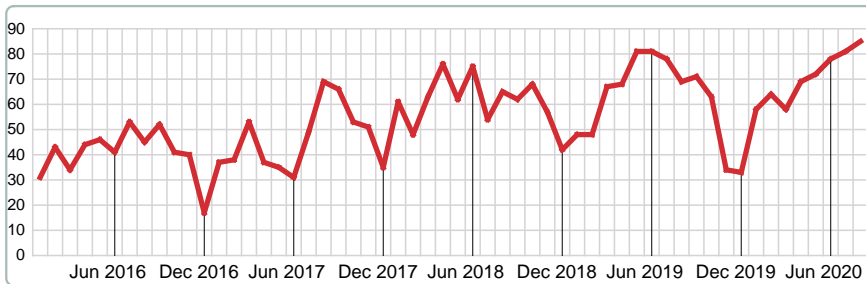
AUGUST



YEAR TO DATE (YTD)

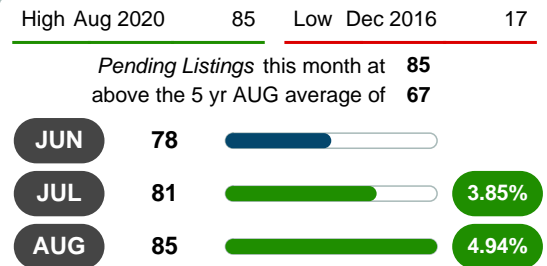


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



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	7.06%	78.8	4	2	0	0
\$50,001 - \$100,000	11	12.94%	48.8	5	5	1	0
\$100,001 - \$125,000	10	11.76%	16.9	2	7	1	0
\$125,001 - \$175,000	23	27.06%	30.1	2	19	2	0
\$175,001 - \$225,000	16	18.82%	36.9	1	9	5	1
\$225,001 - \$350,000	10	11.76%	46.5	1	5	2	2
\$350,001 and up	9	10.59%	130.9	0	5	3	1
Total Pending Units	85			15	52	14	4
Total Pending Volume	16,686,606	100%	44.6	1.54M	9.89M	3.56M	1.70M
Average Listing Price	\$188,453			\$102,793	\$190,098	\$254,471	\$424,250

August 2020



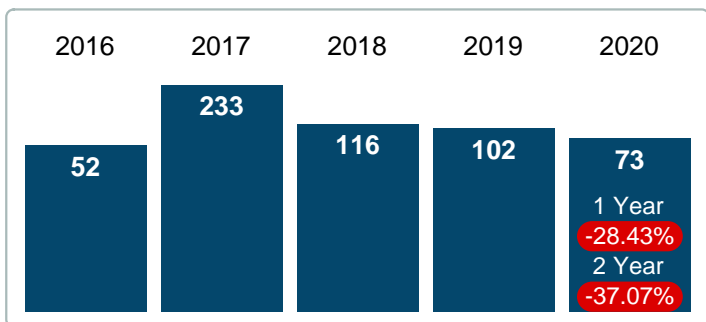
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



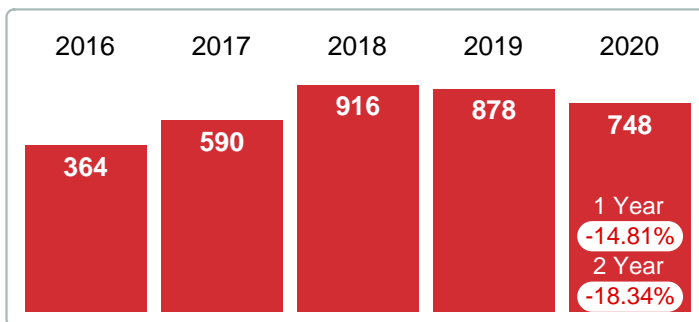
NEW LISTINGS

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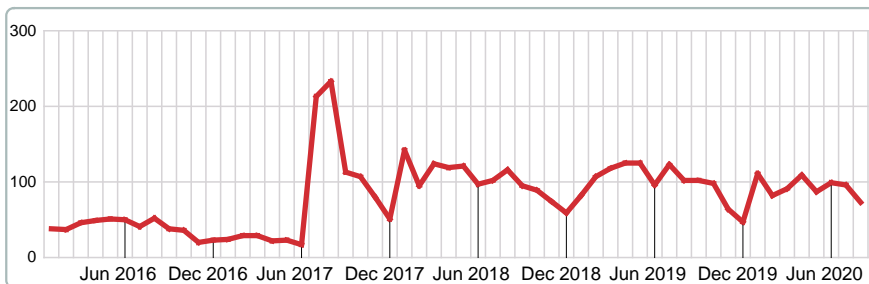
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 115

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 73
below the 5 yr AUG average of 115



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	5	6.85%	1	4	0	0
\$75,001 - \$100,000	10	13.70%	3	7	0	0
\$100,001 - \$125,000	9	12.33%	1	8	0	0
\$125,001 - \$175,000	21	28.77%	2	15	4	0
\$175,001 - \$250,000	11	15.07%	1	7	3	0
\$250,001 - \$325,000	8	10.96%	0	6	2	0
\$325,001 and up	9	12.33%	0	3	3	3
Total New Listed Units	73		8	50	12	3
Total New Listed Volume	14,281,856	100%	974.30K	8.62M	2.97M	1.72M
Average New Listed Listing Price	\$198,179		\$121,788	\$172,397	\$247,392	\$573,000

August 2020



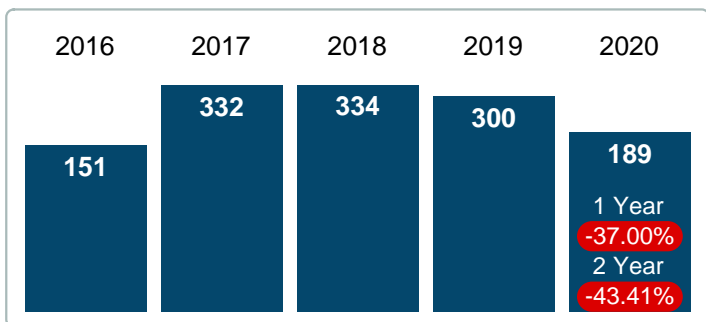
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



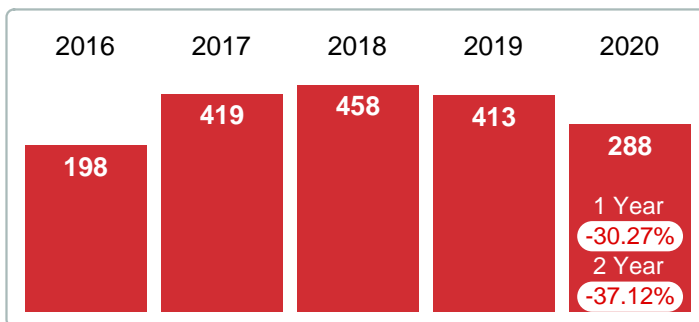
ACTIVE INVENTORY

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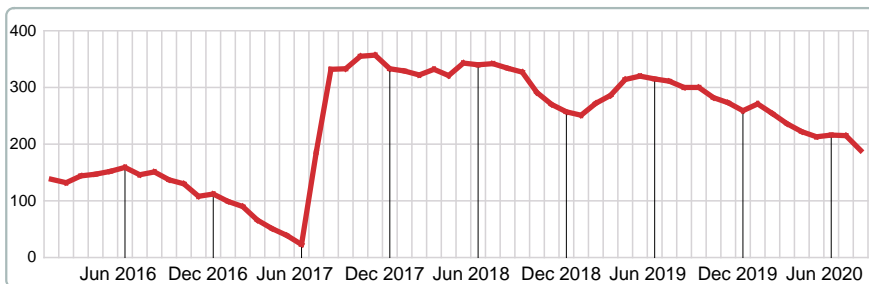
END OF AUGUST



ACTIVE DURING AUGUST

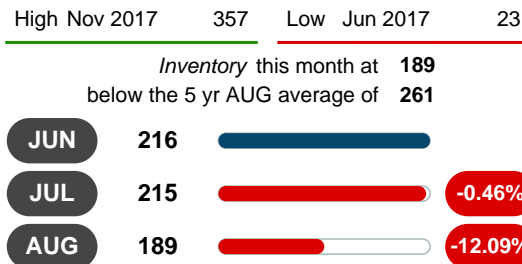


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 261



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.52%	122.0	7	10	0	1
\$75,001 - \$100,000	15	7.94%	72.9	2	11	2	0
\$100,001 - \$150,000	36	19.05%	67.4	9	21	5	1
\$150,001 - \$275,000	46	24.34%	77.3	2	37	6	1
\$275,001 - \$400,000	31	16.40%	84.5	2	14	12	3
\$400,001 - \$625,000	22	11.64%	101.5	1	7	6	8
\$625,001 and up	21	11.11%	102.2	0	6	9	6
Total Active Inventory by Units	189			23	106	40	20
Total Active Inventory by Volume	56,390,448	100%	86.1	3.48M	24.65M	18.12M	10.13M
Average Active Inventory Listing Price	\$298,362			\$151,500	\$232,552	\$453,013	\$506,745

August 2020



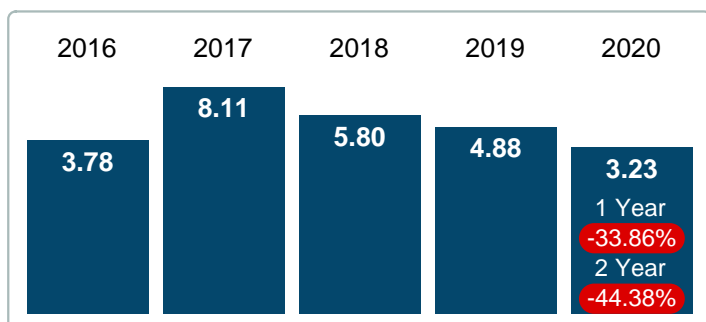
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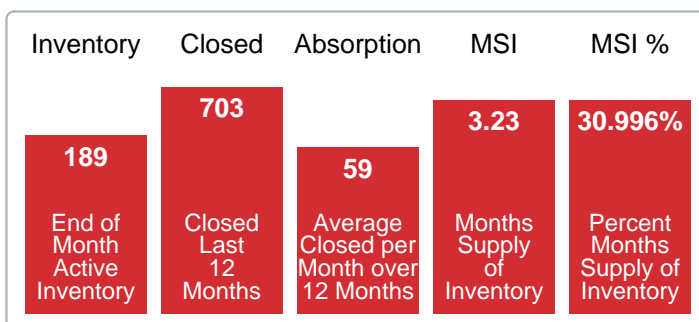
MONTHS SUPPLY of INVENTORY (MSI)

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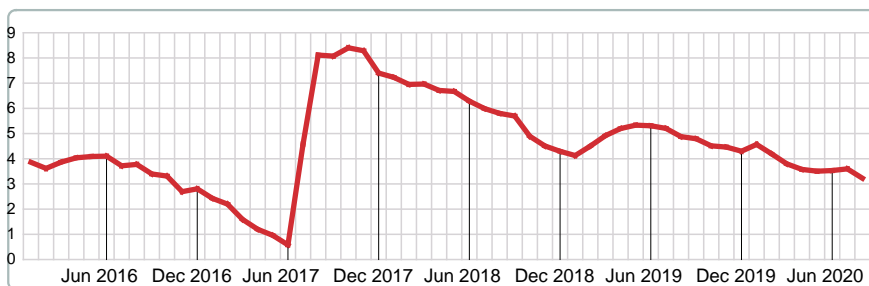
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

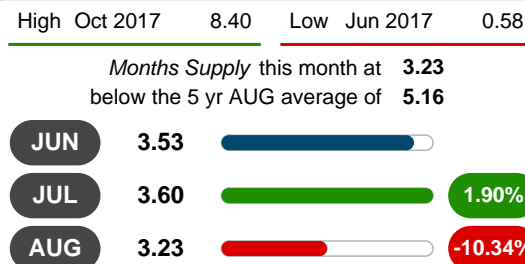


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.16



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.52%	2.35	2.40	2.35	0.00	12.00
\$75,001 - \$100,000	15	7.94%	2.20	1.14	2.54	3.43	0.00
\$100,001 - \$150,000	36	19.05%	2.88	4.15	2.40	3.53	6.00
\$150,001 - \$275,000	46	24.34%	2.05	1.85	2.30	1.24	2.40
\$275,001 - \$400,000	31	16.40%	5.55	4.80	5.60	5.76	5.14
\$400,001 - \$625,000	22	11.64%	9.43	0.00	7.00	6.55	19.20
\$625,001 and up	21	11.11%	16.80	0.00	18.00	13.50	24.00
Market Supply of Inventory (MSI)			3.23	2.76	2.85	3.66	9.60
Total Active Inventory by Units		100%	3.23	23	106	40	20

August 2020



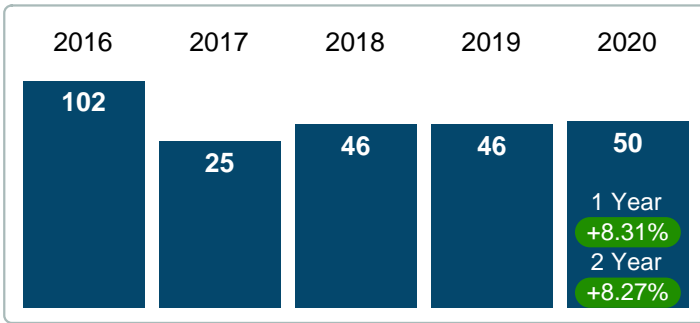
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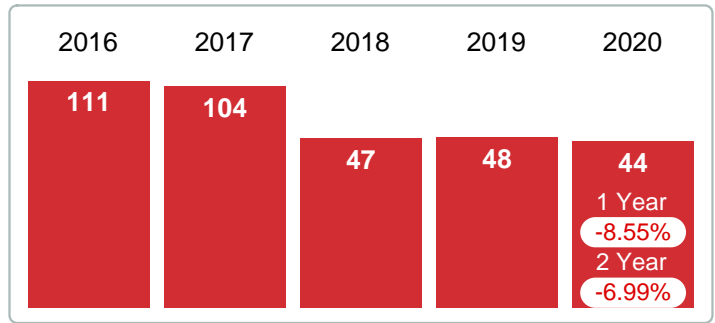
AVERAGE DAYS ON MARKET TO SALE

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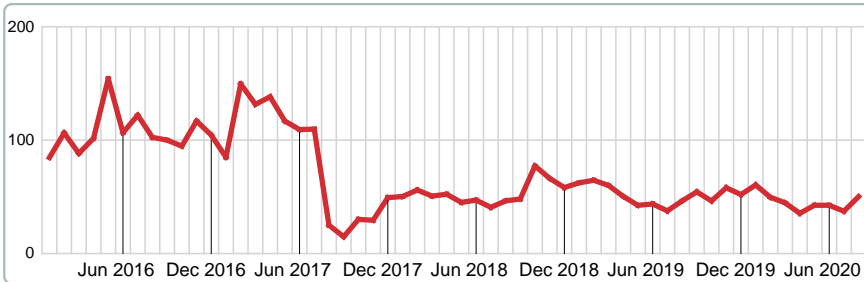
AUGUST



YEAR TO DATE (YTD)

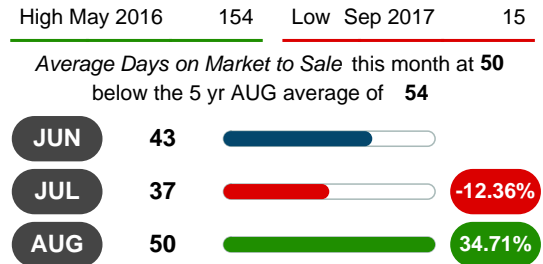


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 54



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
\$75,000 and less	5.97%	73	0	73	0	0
\$75,001 - \$100,000	10.45%	62	73	73	1	0
\$100,001 - \$150,000	14.93%	41	9	45	0	0
\$150,001 - \$200,000	28.36%	39	0	34	53	66
\$200,001 - \$300,000	14.93%	44	0	31	161	0
\$300,001 - \$425,000	13.43%	45	0	42	0	68
\$425,001 and up	11.94%	80	0	53	102	77
Average Closed DOM		50	51	43	84	69
Total Closed Units	100%	67	3	52	8	4
Total Closed Volume		15,486,447	286.55K	10.57M	3.00M	1.63M

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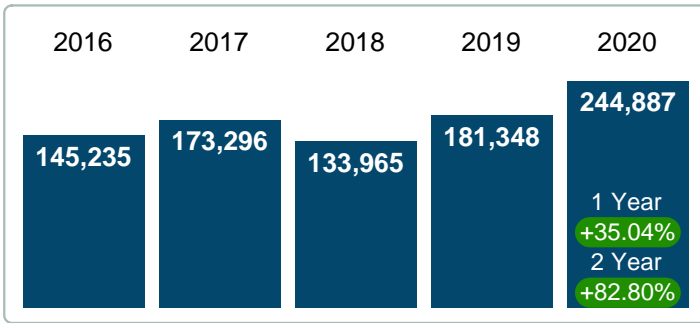
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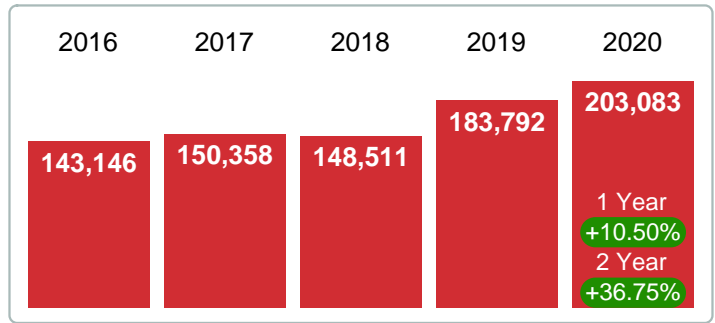
AVERAGE LIST PRICE AT CLOSING

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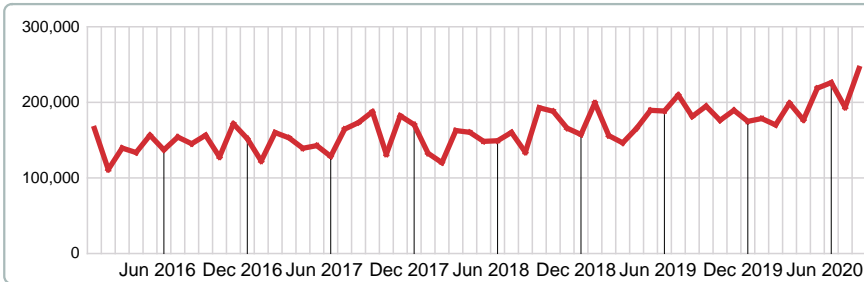
AUGUST



YEAR TO DATE (YTD)

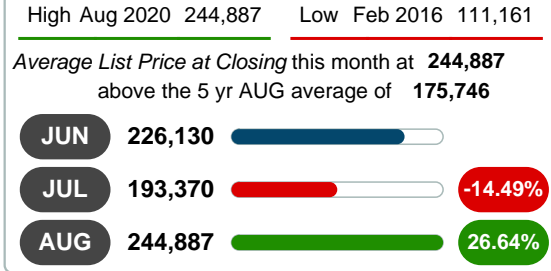


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 175,746



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
\$75,000 and less	4	5.97%	49,100	0	49,100	0	0
\$75,001 - \$100,000	6	8.96%	90,050	97,500	96,875	79,900	0
\$100,001 - \$150,000	10	14.93%	124,130	88,900	132,244	0	0
\$150,001 - \$200,000	19	28.36%	172,600	0	174,647	172,450	187,400
\$200,001 - \$300,000	11	16.42%	244,000	0	243,122	276,000	0
\$300,001 - \$425,000	7	10.45%	348,143	0	358,250	0	439,999
\$425,001 and up	10	14.93%	602,900	0	572,000	643,500	870,000
Average List Price			244,887	94,633	214,690	409,350	421,200
Total Closed Units		100%	244,887	3	52	8	4
Total Closed Volume			16,407,397	283.90K	11.16M	3.27M	1.68M

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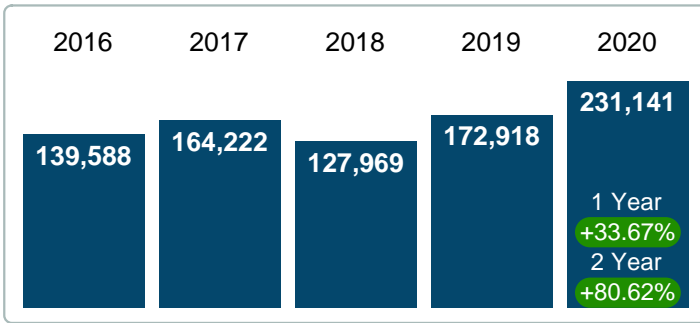
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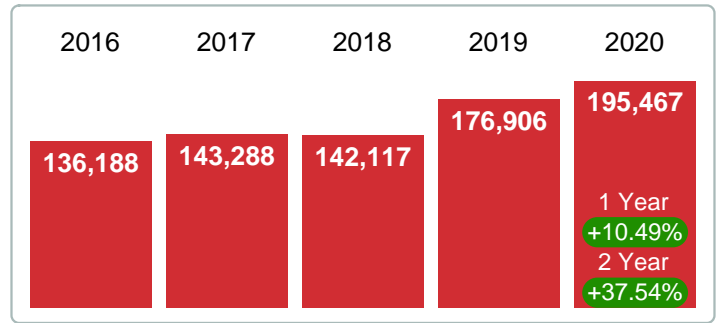
AVERAGE SOLD PRICE AT CLOSING

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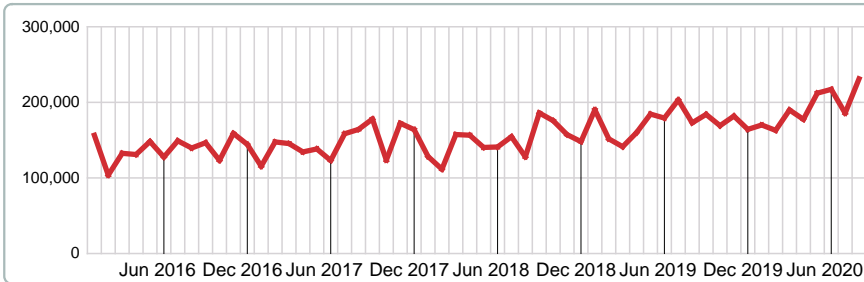
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

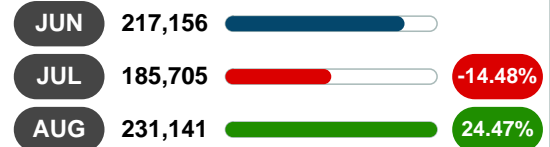


3 MONTHS

5 year AUG AVG = 167,167

High Aug 2020 231,141 Low Feb 2016 103,752

Average Sold Price at Closing this month at 231,141 above the 5 yr AUG average of 167,167



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
\$75,000 and less	5.97%	47,425	0	47,425	0	0
\$75,001 - \$100,000	10.45%	92,629	93,250	95,500	79,900	0
\$100,001 - \$150,000	14.93%	121,145	100,050	123,489	0	0
\$150,001 - \$200,000	28.36%	170,861	0	171,107	162,875	177,000
\$200,001 - \$300,000	14.93%	238,475	0	236,083	260,000	0
\$300,001 - \$425,000	13.43%	345,000	0	337,500	0	405,000
\$425,001 and up	11.94%	587,600	0	498,667	583,700	870,000
Average Sold Price		231,141	95,517	203,278	375,056	407,250
Total Closed Units	100%	231,141	3	52	8	4
Total Closed Volume		15,486,447	286.55K	10.57M	3.00M	1.63M

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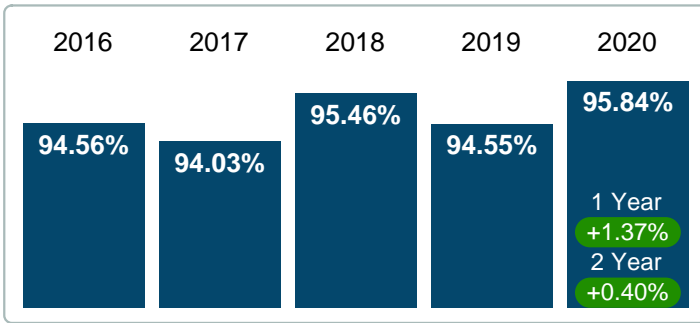
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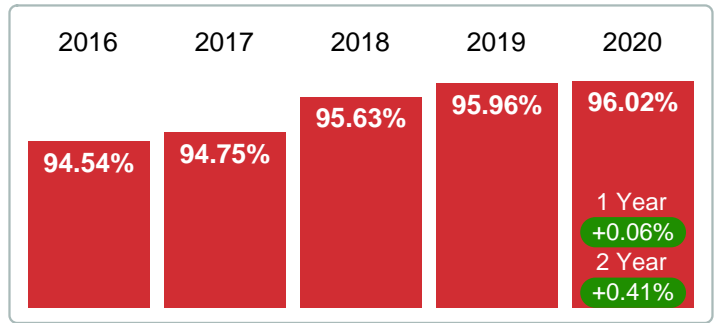
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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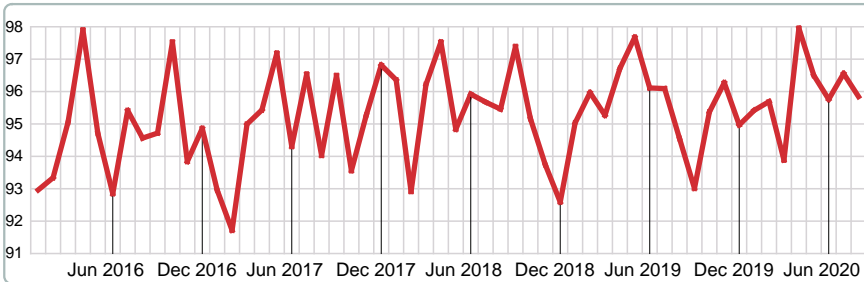
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

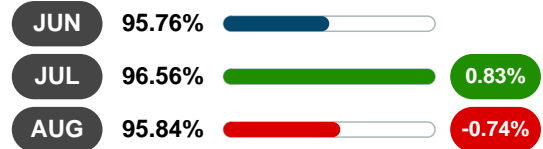


3 MONTHS

5 year AUG AVG = 94.89%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.84%** above the 5 yr AUG average of **94.89%**



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
\$75,000 and less	<div style="width: 5.97%;"></div> 4	5.97%	96.98%	0.00%	96.98%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 10.45%;"></div> 7	10.45%	98.09%	95.99%	98.67%	100.00%	0.00%
\$100,001 - \$150,000	<div style="width: 14.93%;"></div> 10	14.93%	95.63%	112.54%	93.75%	0.00%	0.00%
\$150,001 - \$200,000	<div style="width: 28.36%;"></div> 19	28.36%	97.35%	0.00%	98.01%	94.53%	95.18%
\$200,001 - \$300,000	<div style="width: 14.93%;"></div> 10	14.93%	96.94%	0.00%	97.24%	94.20%	0.00%
\$300,001 - \$425,000	<div style="width: 13.43%;"></div> 9	13.43%	94.34%	0.00%	94.63%	0.00%	92.05%
\$425,001 and up	<div style="width: 11.94%;"></div> 8	11.94%	90.33%	0.00%	87.69%	89.89%	100.00%
Average Sold/List Ratio		95.80%		101.51%	96.00%	92.85%	95.60%
Total Closed Units		67	100%	3	52	8	4
Total Closed Volume		15,486,447		286.55K	10.57M	3.00M	1.63M

August 2020



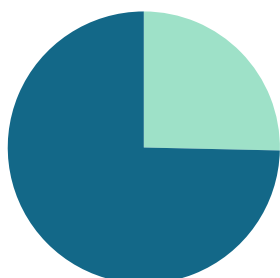
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

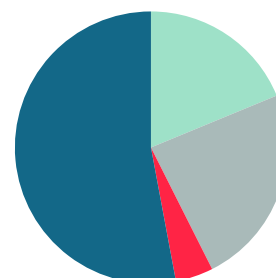


Inventory
 New Listings
73 = 25.35%
 Start Inventory
215
 Total Inventory Units
288
 Volume
\$75,295,954

Market Activity

Closed Sales
67 = 18.77%
 Pending Sales
85 = 23.81%
 Other Off Market
16 = 4.48%
 Active Inventory
189 = 52.94%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	67	-17.28%	498	478	-4.02%
Pending Sales	69	85	23.19%	540	565	4.63%
New Listings	102	73	-28.43%	878	748	-14.81%
Average List Price	181,348	244,887	35.04%	183,792	203,083	10.50%
Average Sale Price	172,918	231,141	33.67%	176,906	195,467	10.49%
Average Percent of Selling Price to List Price	94.55%	95.84%	1.37%	95.96%	96.02%	0.06%
Average Days on Market to Sale	46.38	50.24	8.31%	48.25	44.12	-8.55%
Monthly Inventory	300	189	-37.00%	300	189	-37.00%
Months Supply of Inventory	4.88	3.23	-33.86%	4.88	3.23	-33.86%

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

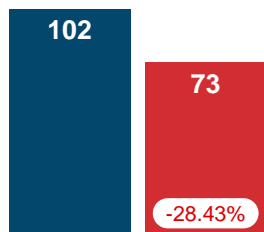
Inventory on August 31, 2020 = **189**

2019 **2020**

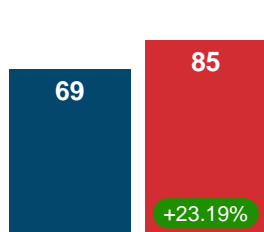
AUGUST MARKET

AVERAGE PRICES

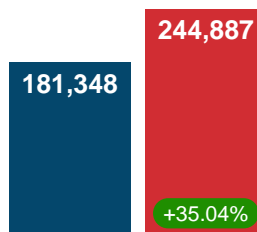
New Listings



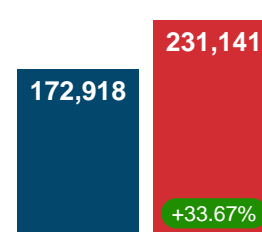
Pending Listings



List Price



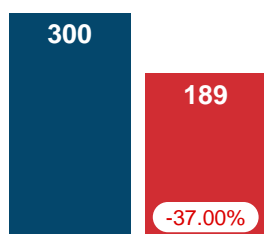
Sale Price



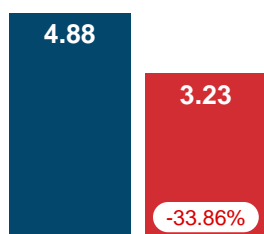
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

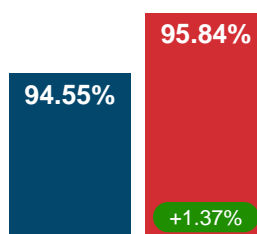
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

