

## August 2020



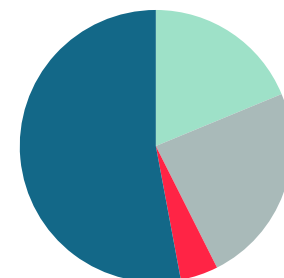
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



### 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%
Median List Price	159,900	179,900	12.51%
Median Sale Price	153,000	178,000	16.34%
Median Percent of Selling Price to List Price	97.12%	97.35%	0.24%
Median Days on Market to Sale	29.00	27.00	-6.90%
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.

##### 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 **16.34%** in August 2020 to \$178,000 versus the previous year at \$153,000.

##### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 2.00 days or **6.90%** in August 2020 compared to last year's same month at **29.00** DOM.

##### Sales Success for August 2020 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

#### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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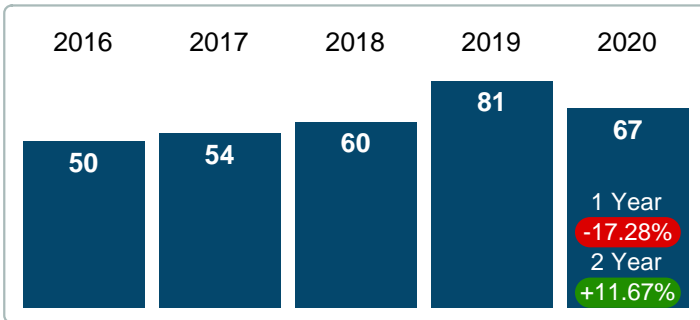
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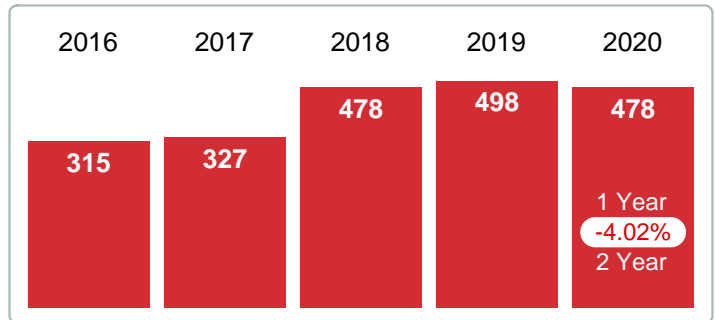
## CLOSED LISTINGS

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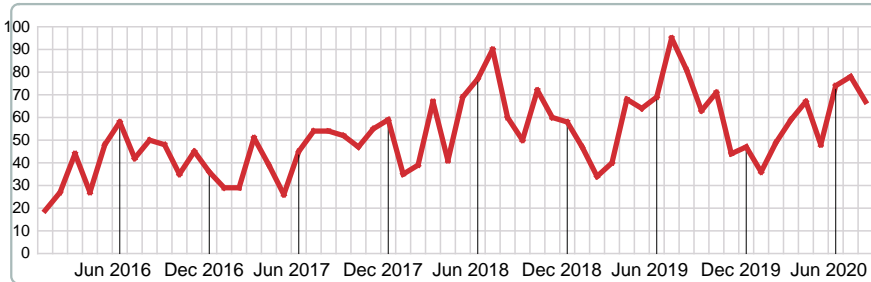
### AUGUST



### YEAR TO DATE (YTD)

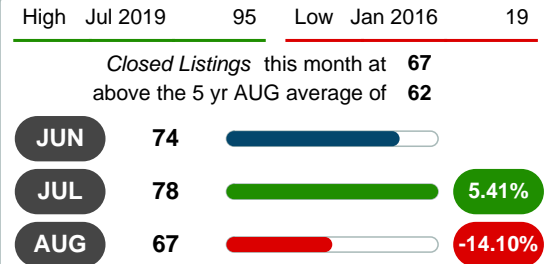


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.97%	61.0	0	4	0	0
\$75,001 - \$100,000	7	10.45%	62.0	2	4	1	0
\$100,001 - \$150,000	10	14.93%	21.5	1	9	0	0
\$150,001 - \$200,000	19	28.36%	10.0	0	15	2	2
\$200,001 - \$300,000	10	14.93%	19.0	0	9	1	0
\$300,001 - \$425,000	9	13.43%	27.0	0	8	0	1
\$425,001 and up	8	11.94%	78.0	0	3	4	1
<b>Total Closed Units</b>	<b>67</b>			<b>3</b>	<b>52</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>15,486,447</b>	<b>100%</b>	<b>27.0</b>	<b>286.55K</b>	<b>10.57M</b>	<b>3.00M</b>	<b>1.63M</b>
<b>Median Closed Price</b>	<b>\$178,000</b>			<b>\$97,500</b>	<b>\$174,500</b>	<b>\$345,000</b>	<b>\$302,500</b>

# August 2020



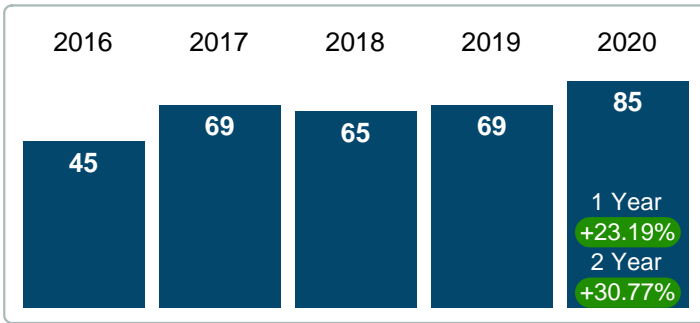
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



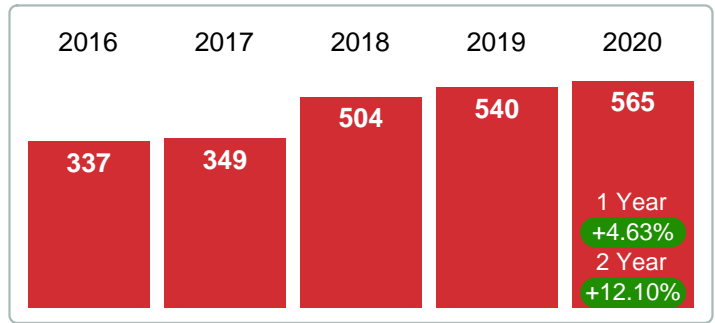
## PENDING LISTINGS

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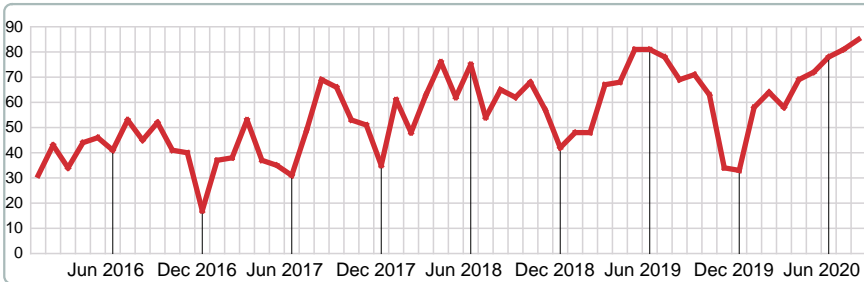
### AUGUST



### YEAR TO DATE (YTD)

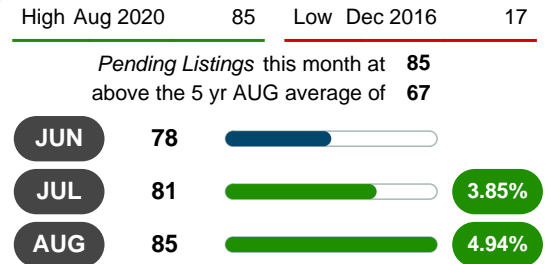


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 67



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.06%	82.5	4	2	0	0
\$50,001 - \$100,000	11	12.94%	24.0	5	5	1	0
\$100,001 - \$125,000	10	11.76%	13.5	2	7	1	0
\$125,001 - \$175,000	23	27.06%	28.0	2	19	2	0
\$175,001 - \$225,000	16	18.82%	34.0	1	9	5	1
\$225,001 - \$350,000	10	11.76%	17.0	1	5	2	2
\$350,001 and up	9	10.59%	118.0	0	5	3	1
<b>Total Pending Units</b>	<b>85</b>			<b>15</b>	<b>52</b>	<b>14</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>16,686,606</b>	<b>100%</b>	<b>29.0</b>	<b>1.54M</b>	<b>9.89M</b>	<b>3.56M</b>	<b>1.70M</b>
<b>Median Listing Price</b>	<b>\$159,600</b>			<b>\$87,500</b>	<b>\$159,750</b>	<b>\$192,000</b>	<b>\$301,000</b>

# August 2020



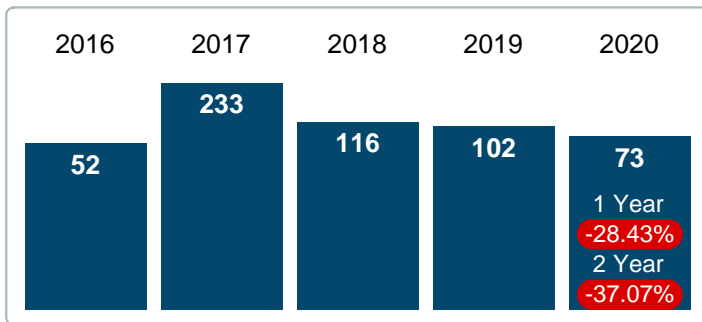
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



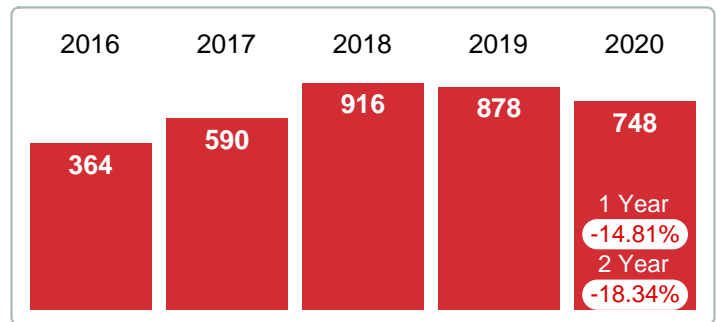
## NEW LISTINGS

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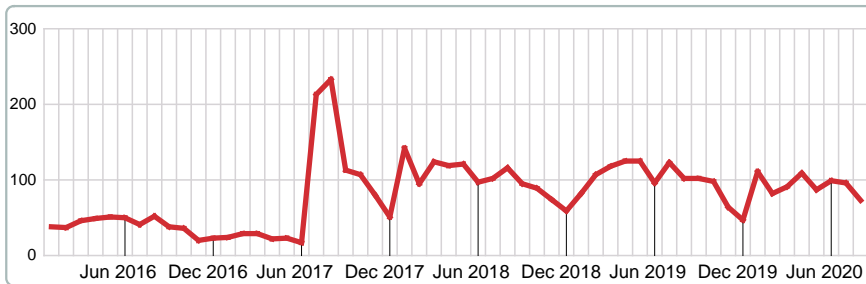
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

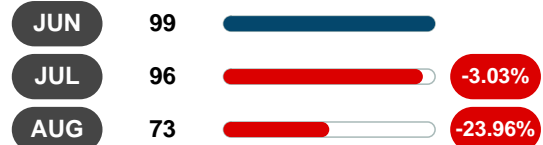


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>73</b>		<b>8</b>	<b>50</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,281,856</b>	<b>100%</b>	<b>974.30K</b>	<b>8.62M</b>	<b>2.97M</b>	<b>1.72M</b>
<b>Median New Listed Listing Price</b>	<b>\$152,500</b>		<b>\$99,950</b>	<b>\$151,200</b>	<b>\$228,750</b>	<b>\$675,000</b>

# August 2020



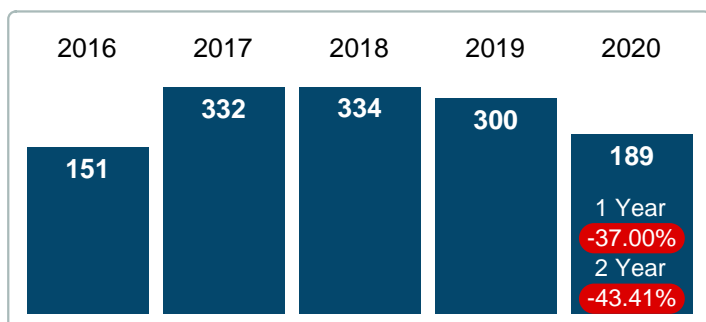
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



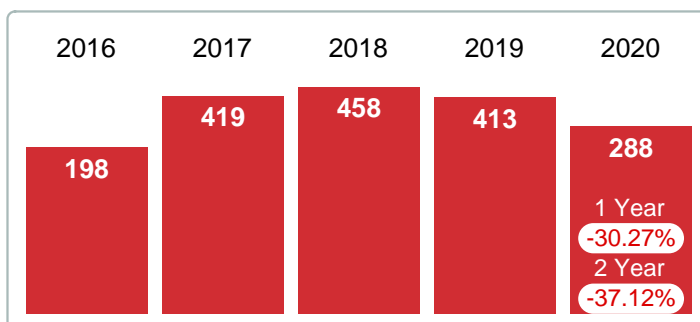
## ACTIVE INVENTORY

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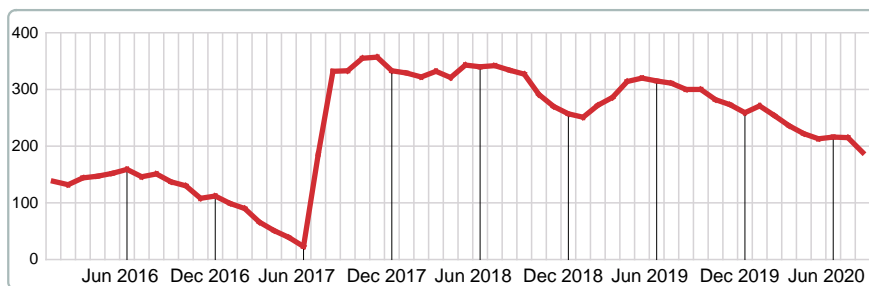
### END OF AUGUST



### ACTIVE DURING AUGUST

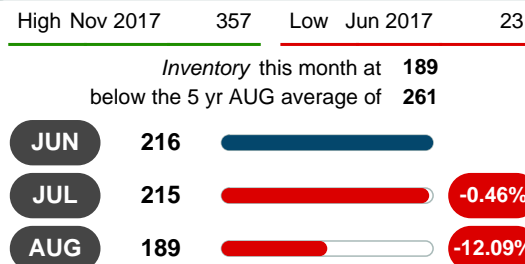


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 261



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.52%	98.0	7	10	0	1
\$75,001 - \$100,000	15	7.94%	76.0	2	11	2	0
\$100,001 - \$150,000	36	19.05%	36.0	9	21	5	1
\$150,001 - \$275,000	46	24.34%	70.5	2	37	6	1
\$275,001 - \$400,000	31	16.40%	62.0	2	14	12	3
\$400,001 - \$625,000	22	11.64%	106.5	1	7	6	8
\$625,001 and up	21	11.11%	84.0	0	6	9	6
<b>Total Active Inventory by Units</b>	<b>189</b>			<b>23</b>	<b>106</b>	<b>40</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>56,390,448</b>	<b>100%</b>	<b>73.0</b>	<b>3.48M</b>	<b>24.65M</b>	<b>18.12M</b>	<b>10.13M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$212,900</b>			<b>\$120,000</b>	<b>\$179,700</b>	<b>\$345,000</b>	<b>\$487,000</b>

# August 2020



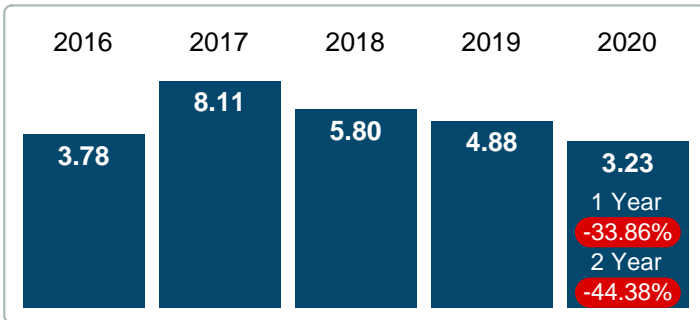
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



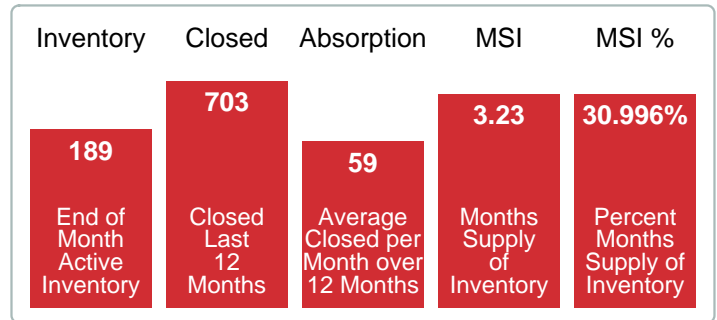
## MONTHS SUPPLY of INVENTORY (MSI)

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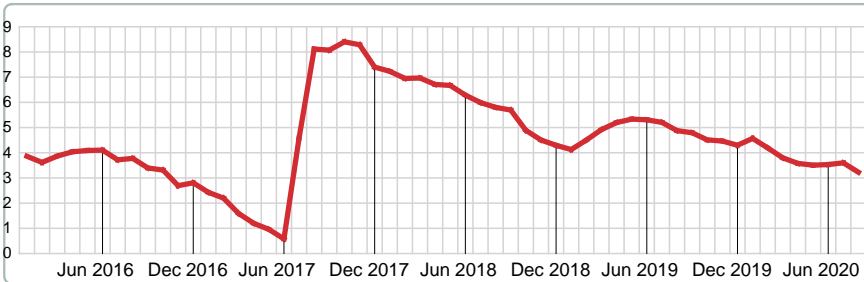
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

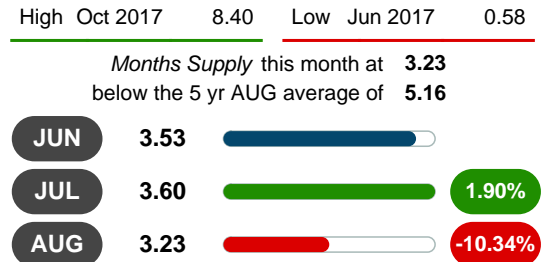


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



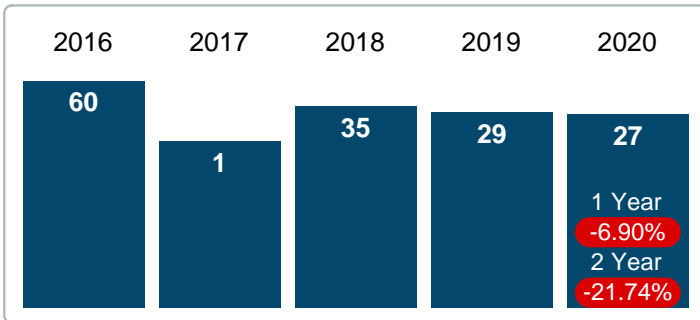
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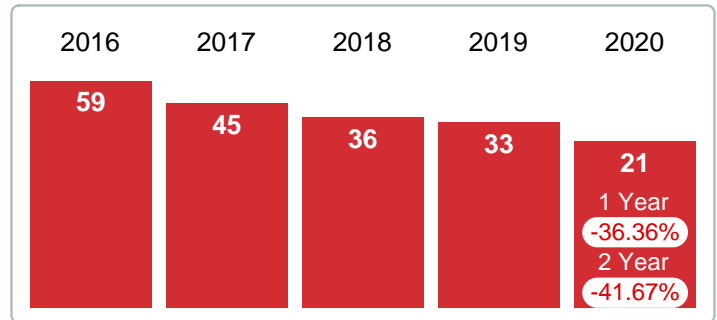
## MEDIAN DAYS ON MARKET TO SALE

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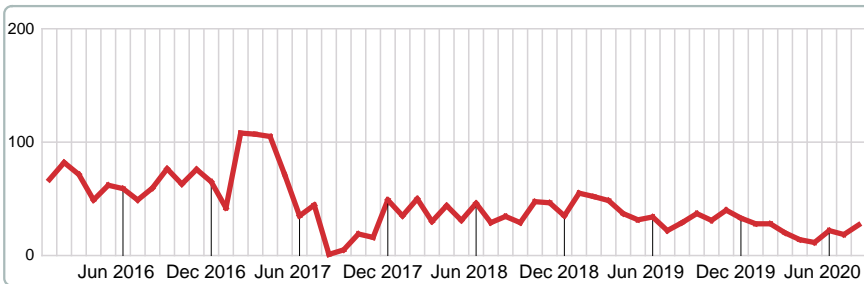
### AUGUST



### YEAR TO DATE (YTD)

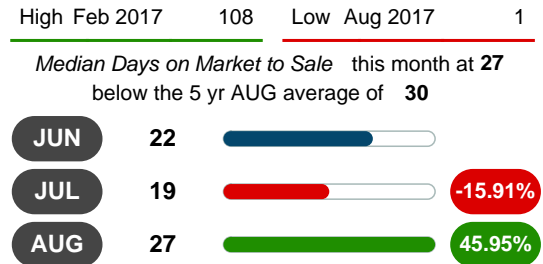


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 30



### 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
\$75,000 and less	5.97%	61	0	61	0	0
\$75,001 - \$100,000	10.45%	62	73	63	1	0
\$100,001 - \$150,000	14.93%	22	9	33	0	0
\$150,001 - \$200,000	28.36%	10	0	10	53	66
\$200,001 - \$300,000	14.93%	19	0	18	161	0
\$300,001 - \$425,000	13.43%	27	0	24	0	68
\$425,001 and up	11.94%	78	0	68	116	77
Median Closed DOM		27	28	21	106	73
Total Closed Units	100%	67	3	52	8	4
Total Closed Volume		15,486,447	286.55K	10.57M	3.00M	1.63M



# August 2020



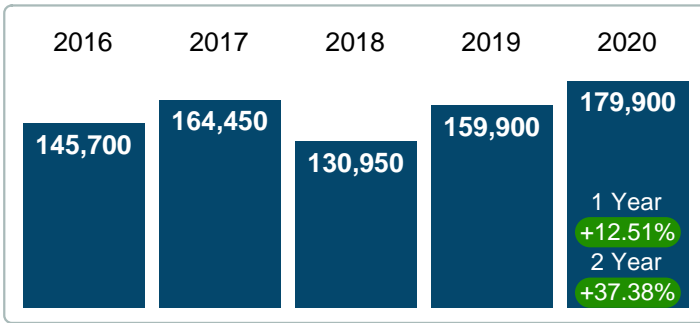
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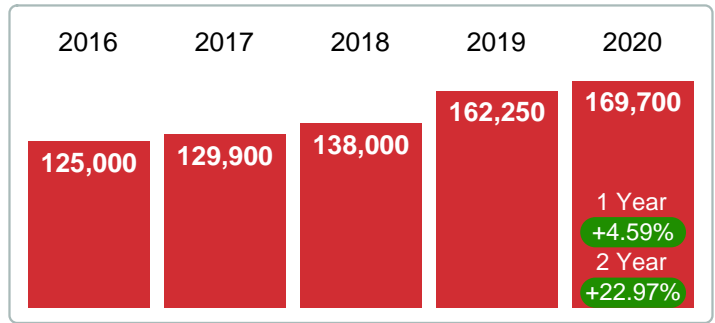
## MEDIAN LIST PRICE AT CLOSING

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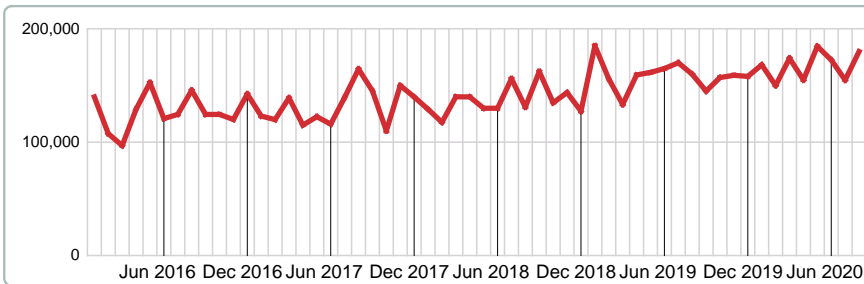
### AUGUST



### YEAR TO DATE (YTD)

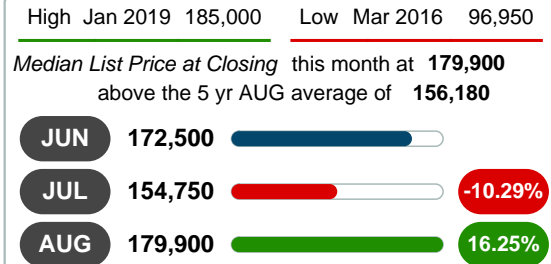


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 156,180



### 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
\$75,000 and less	4	49,200	0	49,200	0	0
\$75,001 - \$100,000	6	88,950	88,950	95,000	79,900	0
\$100,001 - \$150,000	10	124,500	106,000	129,000	0	0
\$150,001 - \$200,000	19	169,900	0	169,950	172,450	154,900
\$200,001 - \$300,000	11	239,900	0	239,900	276,000	219,900
\$300,001 - \$425,000	7	339,000	0	339,000	0	0
\$425,001 and up	10	568,500	0	533,500	577,500	655,000
<b>Median List Price</b>		<b>179,900</b>	<b>89,000</b>	<b>179,700</b>	<b>402,500</b>	<b>329,950</b>
<b>Total Closed Units</b>		<b>67</b>	<b>3</b>	<b>52</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>16,407,397</b>	<b>283.90K</b>	<b>11.16M</b>	<b>3.27M</b>	<b>1.68M</b>



# August 2020



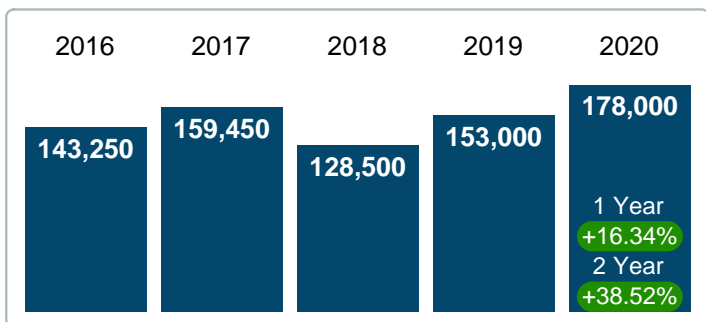
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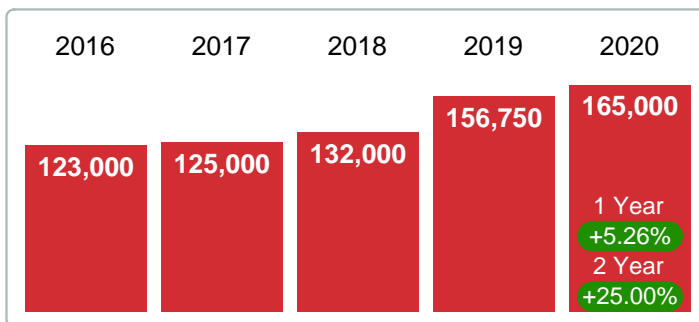
## MEDIAN SOLD PRICE AT CLOSING

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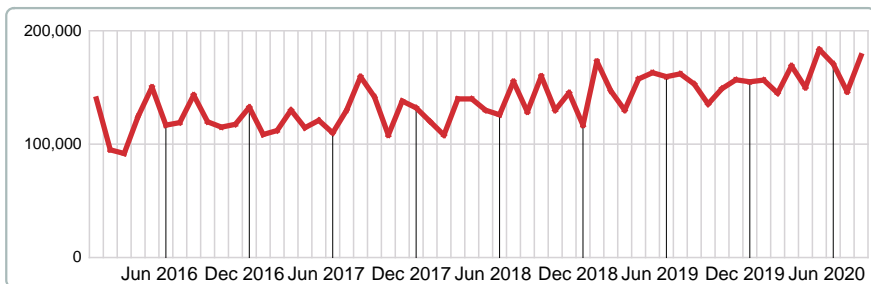
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

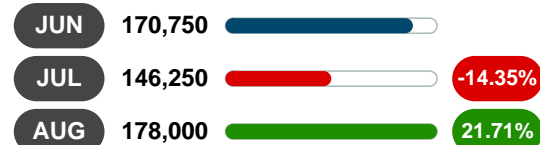


### 3 MONTHS

5 year AUG AVG = 152,440

High May 2020 183,500 Low Mar 2016 91,750

Median Sold Price at Closing this month at 178,000 above the 5 yr AUG average of 152,440



### 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	
\$75,000 and less	5.97%	48,350	0	48,350	0	0	
\$75,001 - \$100,000	10.45%	95,000	93,250	97,500	79,900	0	
\$100,001 - \$150,000	14.93%	121,500	100,050	125,000	0	0	
\$150,001 - \$200,000	28.36%	165,000	0	165,000	162,875	177,000	
\$200,001 - \$300,000	14.93%	234,625	0	234,250	260,000	0	
\$300,001 - \$425,000	13.43%	339,999	0	339,500	0	405,000	
\$425,001 and up	11.94%	520,000	0	506,000	520,000	870,000	
<b>Median Sold Price</b>		<b>178,000</b>		<b>97,500</b>	<b>174,500</b>	<b>345,000</b>	<b>302,500</b>
<b>Total Closed Units</b>		<b>67</b>		<b>3</b>	<b>52</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>15,486,447</b>		<b>286.55K</b>	<b>10.57M</b>	<b>3.00M</b>	<b>1.63M</b>

# August 2020



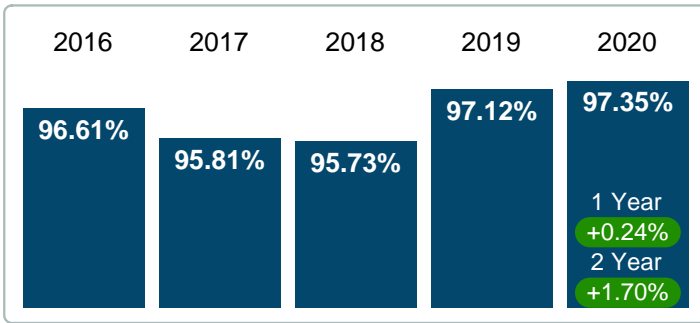
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



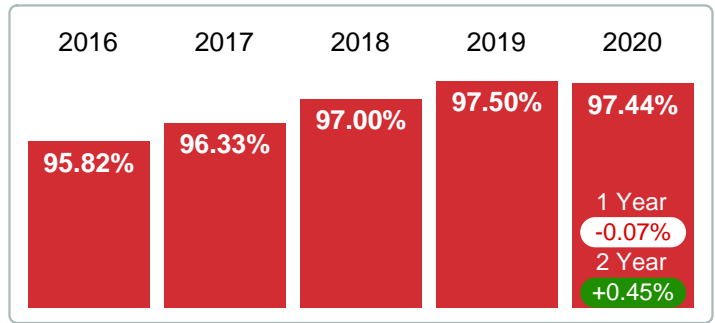
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

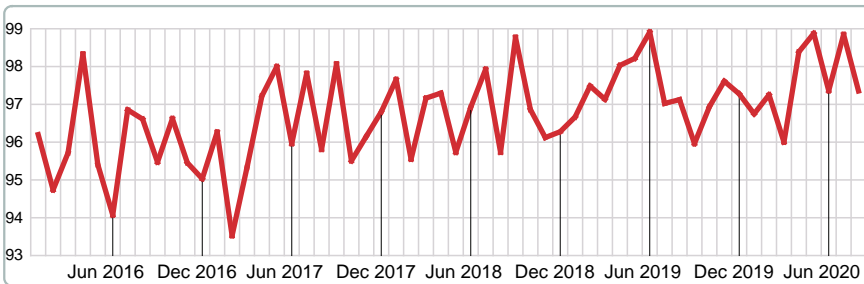
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

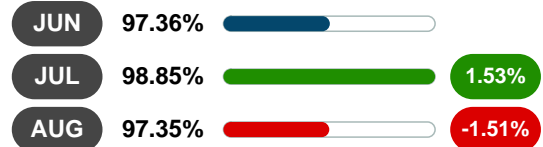


### 3 MONTHS

5 year AUG AVG = 96.53%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.35%**  
equal to 5 yr AUG average of **96.53%**



## 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
\$75,000 and less	4	5.97%	102.39%	0.00%	102.39%	0.00%	0.00%
\$75,001 - \$100,000	7	10.45%	100.00%	95.99%	99.71%	100.00%	0.00%
\$100,001 - \$150,000	10	14.93%	95.35%	112.54%	93.81%	0.00%	0.00%
\$150,001 - \$200,000	19	28.36%	98.94%	0.00%	100.00%	94.53%	95.18%
\$200,001 - \$300,000	10	14.93%	97.57%	0.00%	97.96%	94.20%	0.00%
\$300,001 - \$425,000	9	13.43%	93.75%	0.00%	94.75%	0.00%	92.05%
\$425,001 and up	8	11.94%	92.56%	0.00%	89.80%	92.70%	100.00%
Median Sold/List Ratio		97.35%		100.00%	98.19%	95.28%	95.73%
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



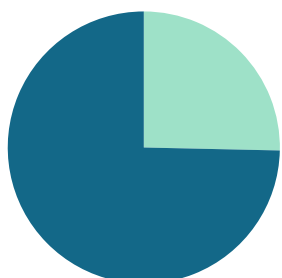
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

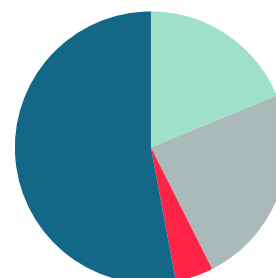


**Inventory**  
 New Listings  
**73 = 25.35%**  
 Start Inventory  
**215**  
 Total Inventory Units  
**288**  
 Volume  
**\$75,295,954**

### 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%
Median List Price	159,900	179,900	12.51%	162,250	169,700	4.59%
Median Sale Price	153,000	178,000	16.34%	156,750	165,000	5.26%
Median Percent of Selling Price to List Price	97.12%	97.35%	0.24%	97.50%	97.44%	-0.07%
Median Days on Market to Sale	29.00	27.00	-6.90%	33.00	21.00	-36.36%
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

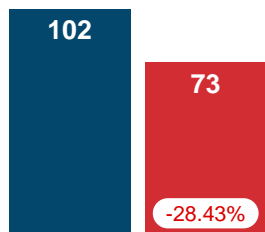
**Inventory** on August 31, 2020 = **189**

**2019** **2020**

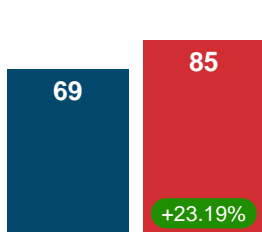
### AUGUST MARKET

### MEDIAN PRICES

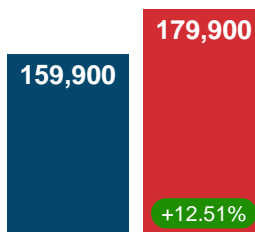
#### New Listings



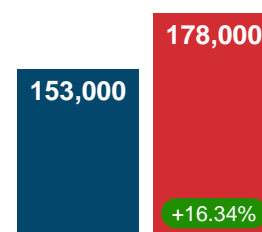
#### Pending Listings



#### List Price



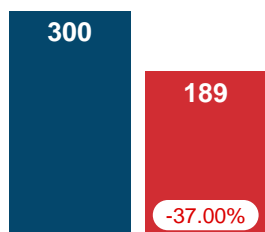
#### Sale Price



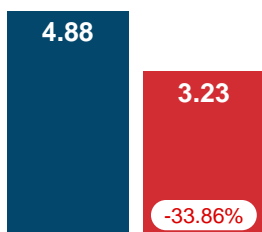
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

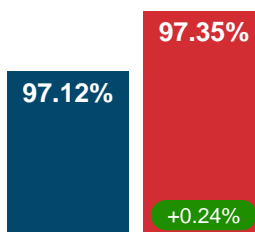
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

