

July 2020



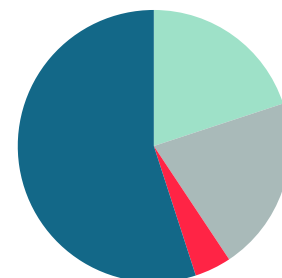
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	95	78	-17.89%
Pending Listings	78	81	3.85%
New Listings	123	96	-21.95%
Average List Price	209,710	193,370	-7.79%
Average Sale Price	203,150	185,705	-8.59%
Average Percent of Selling Price to List Price	96.09%	96.56%	0.48%
Average Days on Market to Sale	37.64	37.29	-0.92%
End of Month Inventory	311	215	-30.87%
Months Supply of Inventory	5.21	3.60	-30.87%



■ Closed (19.95%)
■ Pending (20.72%)
■ Other OffMarket (4.35%)
■ Active (54.99%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of July 31, 2020 = **215**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **30.87%** to 215 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 **3.60** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.59%** in July 2020 to \$185,705 versus the previous year at \$203,150.

Average Days on Market Shortens

The average number of **37.29** days that homes spent on the market before selling decreased by 0.35 days or **0.92%** in July 2020 compared to last year's same month at **37.64** DOM.

Sales Success for July 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 96 New Listings in July 2020, down **21.95%** from last year at 123. Furthermore, there were 78 Closed Listings this month versus last year at 95, a **-17.89%** decrease.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, July 2019, at **77.2%**, a **5.20%** 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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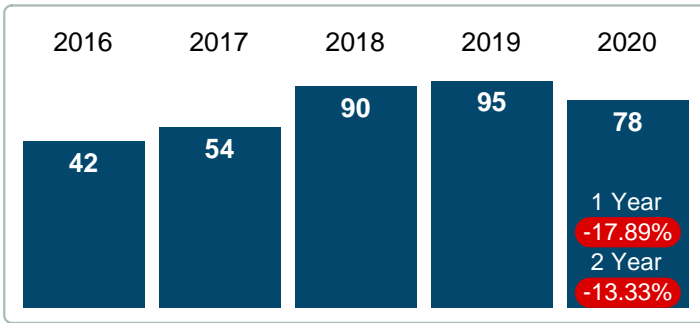
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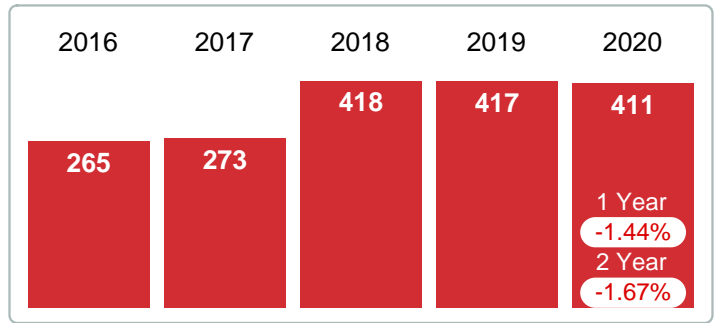
CLOSED LISTINGS

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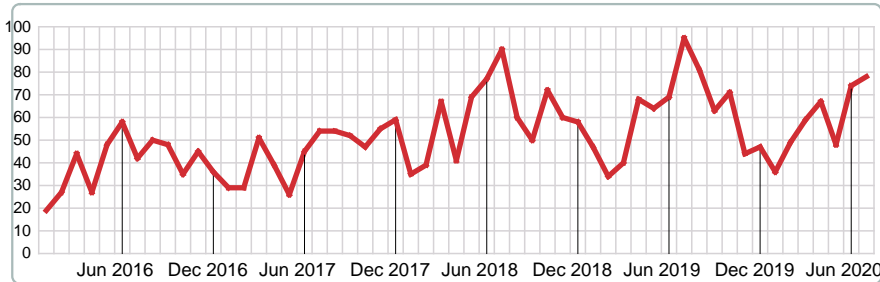
JULY



YEAR TO DATE (YTD)

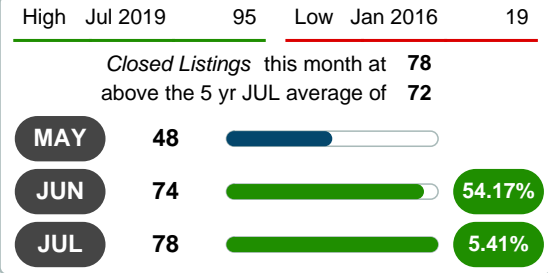


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



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	6	7.69%	48.5	1	3	2	0
\$50,001 - \$75,000	5	6.41%	7.4	3	2	0	0
\$75,001 - \$125,000	19	24.36%	40.2	5	12	2	0
\$125,001 - \$175,000	18	23.08%	28.8	2	15	1	0
\$175,001 - \$225,000	10	12.82%	25.4	0	9	1	0
\$225,001 - \$350,000	13	16.67%	51.9	1	6	4	2
\$350,001 and up	7	8.97%	53.0	0	1	5	1
Total Closed Units	78			12	48	15	3
Total Closed Volume	14,484,977	100%	37.3	1.38M	7.60M	4.50M	1.01M
Average Closed Price	\$185,705			\$114,608	\$158,300	\$300,187	\$336,167

July 2020



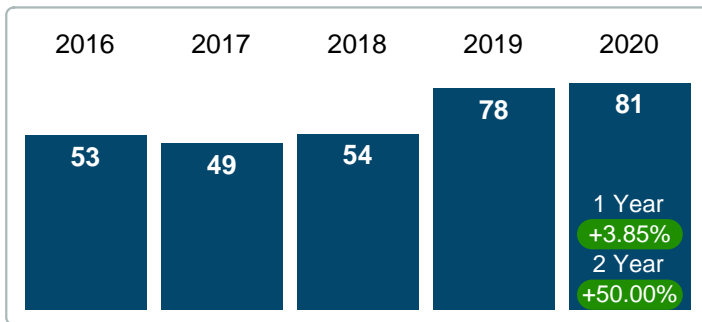
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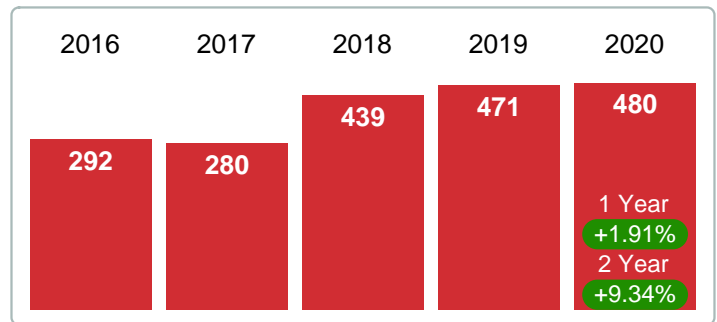
PENDING LISTINGS

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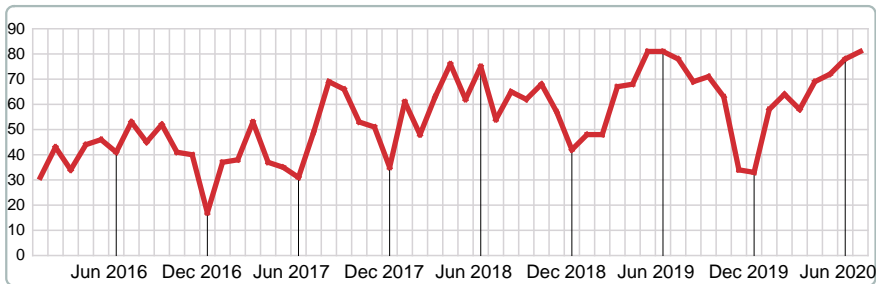
JULY



YEAR TO DATE (YTD)

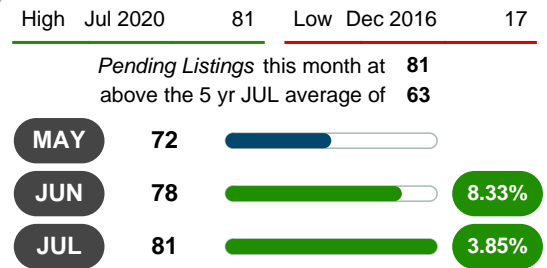


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



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	7.41%	88.2	1	4	1	0
\$50,001 - \$75,000	6	7.41%	39.8	3	3	0	0
\$75,001 - \$125,000	11	13.58%	63.3	3	6	2	0
\$125,001 - \$175,000	22	27.16%	32.1	5	15	1	1
\$175,001 - \$275,000	15	18.52%	38.5	1	14	0	0
\$275,001 - \$375,000	12	14.81%	55.2	0	11	1	0
\$375,001 and up	9	11.11%	70.1	0	3	5	1
Total Pending Units	81			13	56	10	2
Total Pending Volume	17,519,724	100%	49.1	1.41M	11.22M	4.29M	594.90K
Average Listing Price	\$217,497			\$108,654	\$200,409	\$428,940	\$297,450

July 2020



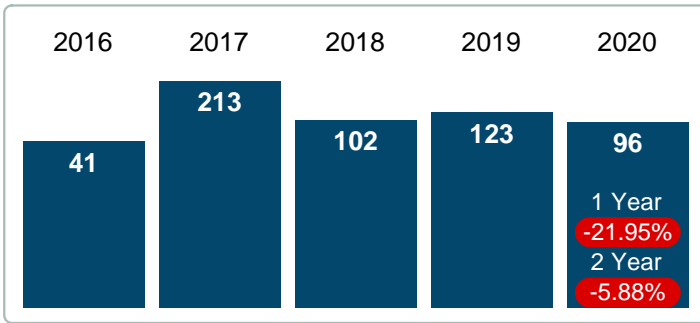
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



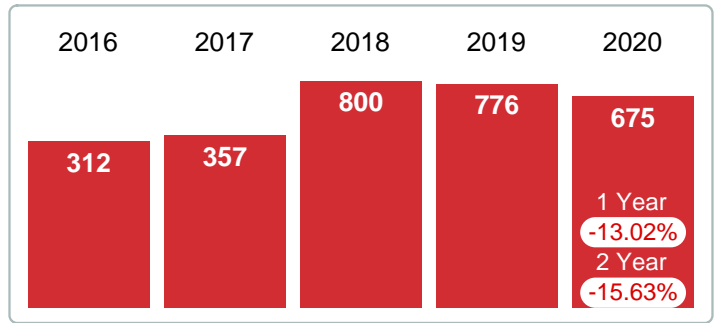
NEW LISTINGS

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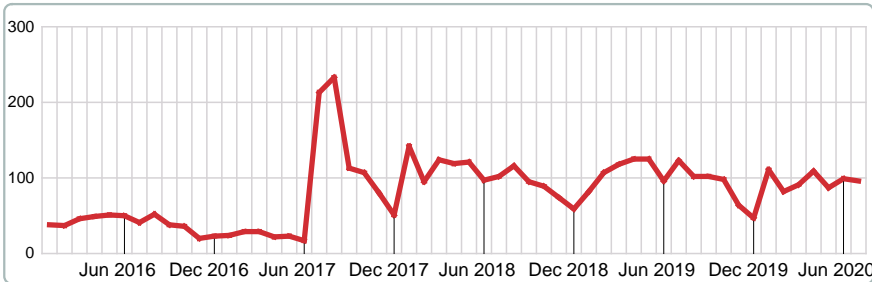
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 115

High Aug 2017 233 Low Jun 2017 17

New Listings this month at 96 below the 5 yr JUL 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	5.21%	1	4	0	0
\$75,001 - \$125,000	17	17.71%	3	11	3	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	40	41.67%	6	28	4	2
\$225,001 - \$275,000	7	7.29%	0	5	1	1
\$275,001 - \$475,000	17	17.71%	0	10	6	1
\$475,001 and up	10	10.42%	0	2	5	3
Total New Listed Units	96		10	60	19	7
Total New Listed Volume	23,651,025	100%	1.19M	12.23M	7.70M	2.53M
Average New Listed Listing Price	\$205,106		\$119,160	\$203,849	\$405,300	\$361,114

July 2020



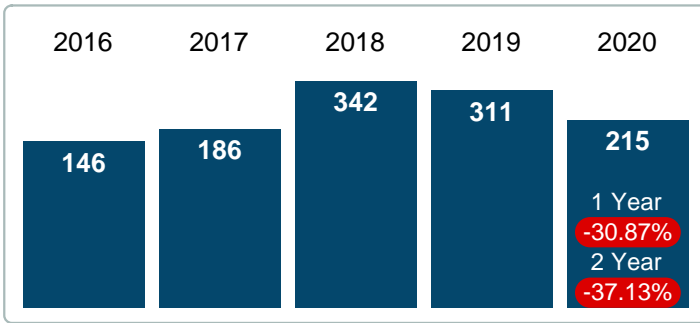
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



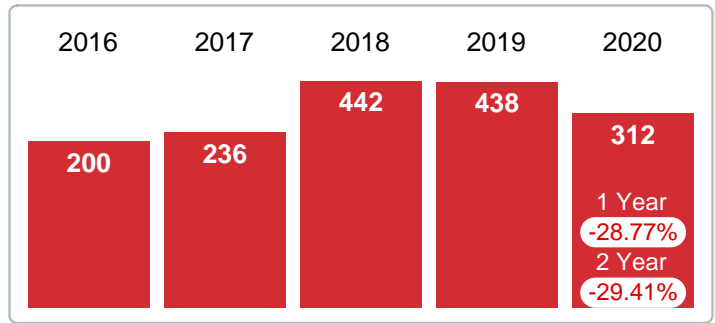
ACTIVE INVENTORY

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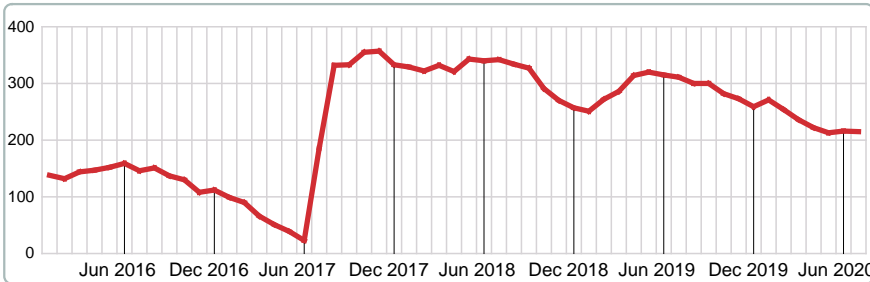
END OF JULY



ACTIVE DURING JULY

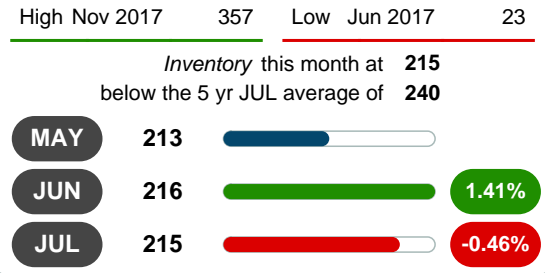


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 240



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	11	5.12%	100.1	5	5	0	1
\$50,001 - \$100,000	31	14.42%	96.7	10	18	3	0
\$100,001 - \$150,000	39	18.14%	54.6	11	23	4	1
\$150,001 - \$225,000	44	20.47%	53.9	3	31	8	2
\$225,001 - \$375,000	36	16.74%	72.3	2	21	11	2
\$375,001 - \$625,000	33	15.35%	85.9	2	12	9	10
\$625,001 and up	21	9.77%	87.8	0	7	9	5
Total Active Inventory by Units	215			33	117	44	21
Total Active Inventory by Volume	61,014,098	100%	73.9	4.47M	27.83M	18.60M	10.11M
Average Active Inventory Listing Price	\$283,787			\$135,364	\$237,879	\$422,782	\$481,567

July 2020



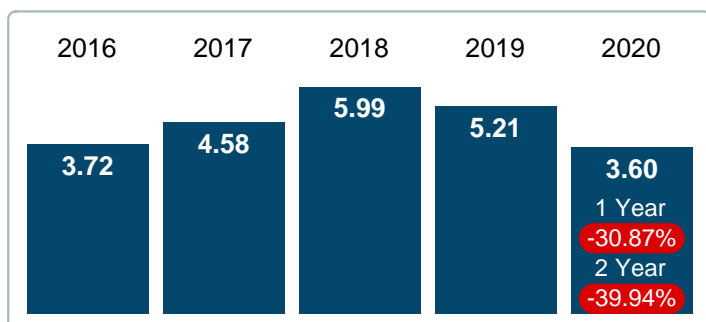
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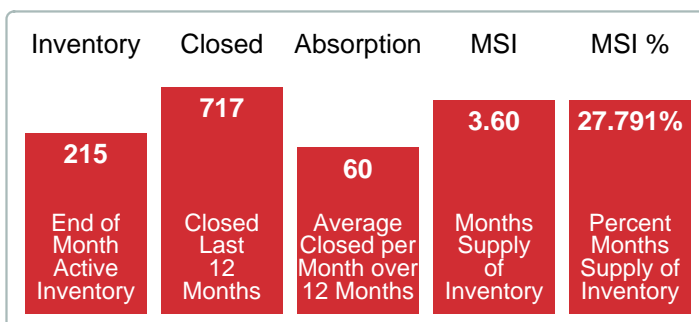
MONTHS SUPPLY of INVENTORY (MSI)

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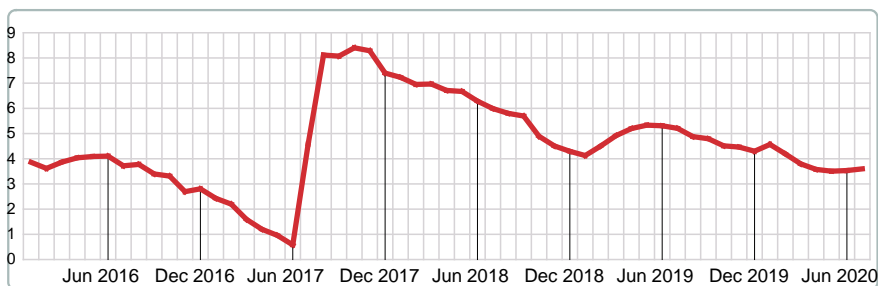
MSI FOR JULY



INDICATORS FOR JULY 2020

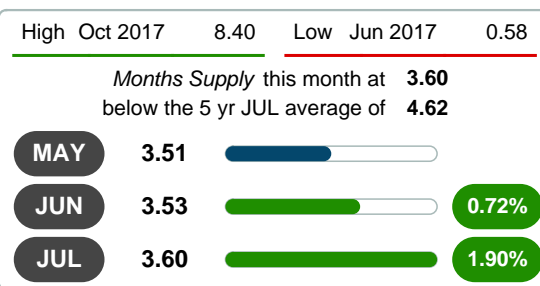


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.62



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
\$50,000 and less	11	5.12%	2.49	2.61	2.31	0.00	0.00
\$50,001 - \$100,000	31	14.42%	2.78	3.16	2.51	5.14	0.00
\$100,001 - \$150,000	39	18.14%	3.02	5.08	2.56	2.53	6.00
\$150,001 - \$225,000	44	20.47%	2.64	4.00	2.46	2.46	24.00
\$225,001 - \$375,000	36	16.74%	3.30	2.18	3.82	2.81	3.43
\$375,001 - \$625,000	33	15.35%	12.77	0.00	13.09	8.31	17.14
\$625,001 and up	21	9.77%	19.38	0.00	21.00	15.43	30.00
Market Supply of Inventory (MSI)	3.60			3.70	3.11	3.88	11.45
Total Active Inventory by Units	215	100%	3.60	33	117	44	21

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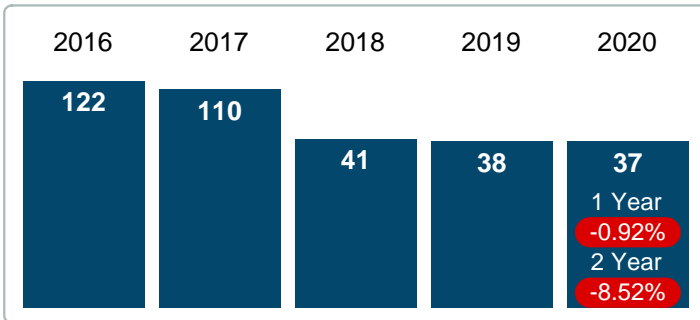
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



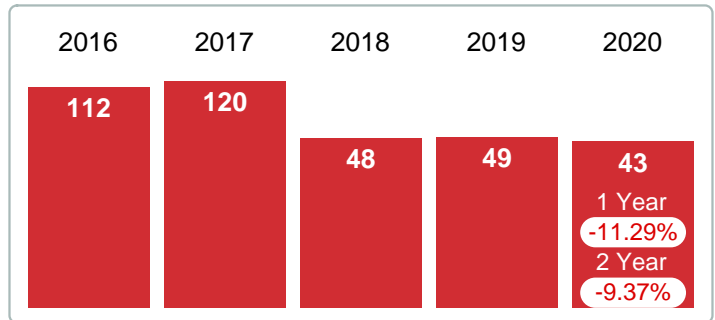
AVERAGE DAYS ON MARKET TO SALE

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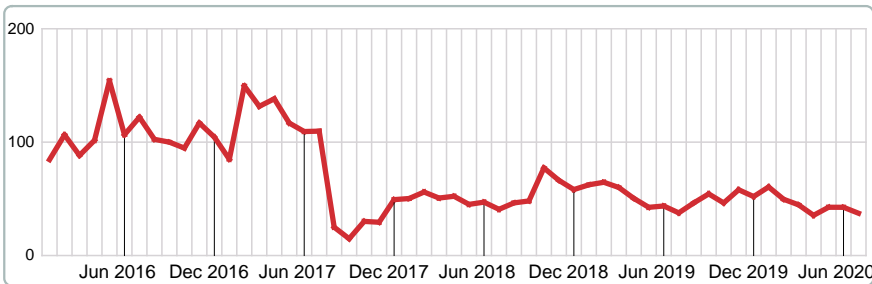
JULY



YEAR TO DATE (YTD)

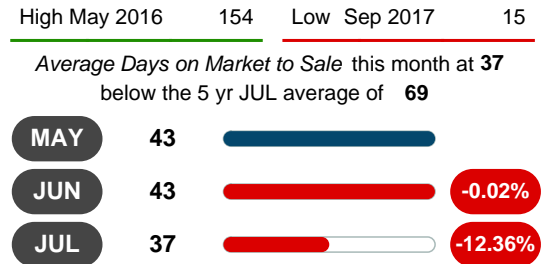


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69



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	7.69%	49	45	29	79	0
\$50,001 - \$75,000	6.41%	7	5	11	0	0
\$75,001 - \$125,000	24.36%	40	46	36	51	0
\$125,001 - \$175,000	23.08%	29	1	34	6	0
\$175,001 - \$225,000	12.82%	25	0	24	35	0
\$225,001 - \$350,000	16.67%	52	145	29	81	18
\$350,001 and up	8.97%	53	0	13	58	68
Average Closed DOM		37	37	30	61	34
Total Closed Units	100%	78	12	48	15	3
Total Closed Volume		14,484,977	1.38M	7.60M	4.50M	1.01M

July 2020



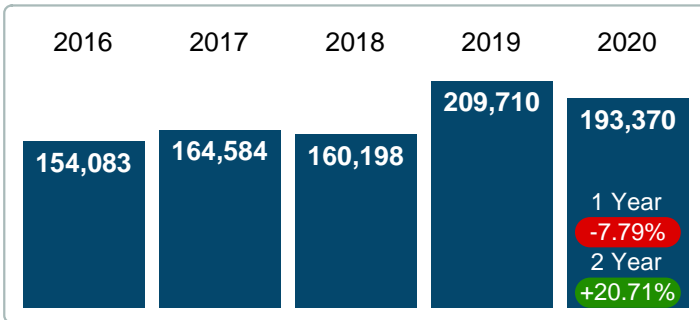
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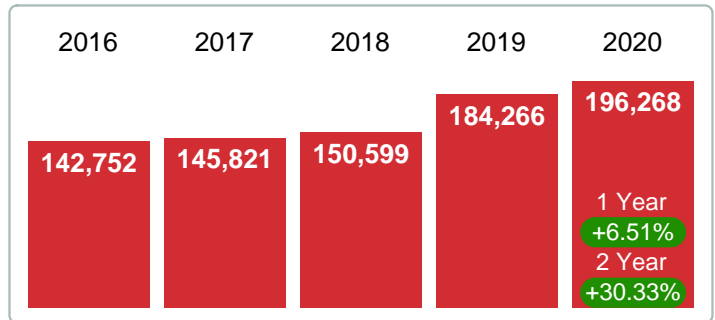
AVERAGE LIST PRICE AT CLOSING

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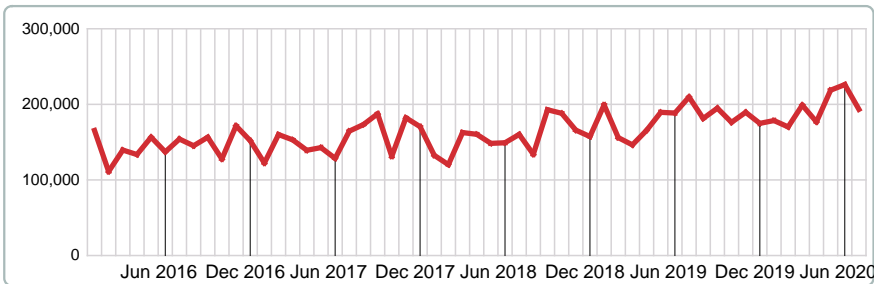
JULY



YEAR TO DATE (YTD)

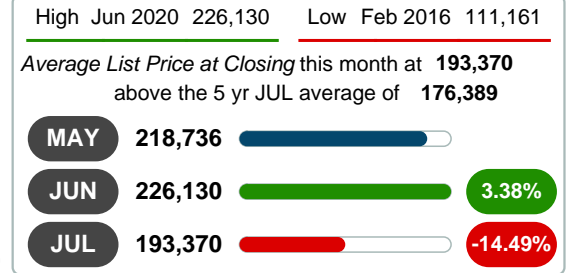


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 176,389



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	6.41%	41,600	59,500	38,333	46,500	0
\$50,001 - \$75,000	5	6.41%	64,820	72,000	69,950	0	0
\$75,001 - \$125,000	16	20.51%	99,994	115,760	108,283	124,900	0
\$125,001 - \$175,000	22	28.21%	152,078	137,000	152,154	170,000	0
\$175,001 - \$225,000	9	11.54%	200,078	0	206,844	199,000	0
\$225,001 - \$350,000	13	16.67%	275,664	349,500	274,471	284,100	283,000
\$350,001 and up	8	10.26%	527,600	0	499,900	579,380	449,000
Average List Price			193,370	123,150	163,436	316,340	338,333
Total Closed Units		100%	193,370	12	48	15	3
Total Closed Volume			15,082,833	1.48M	7.84M	4.75M	1.02M

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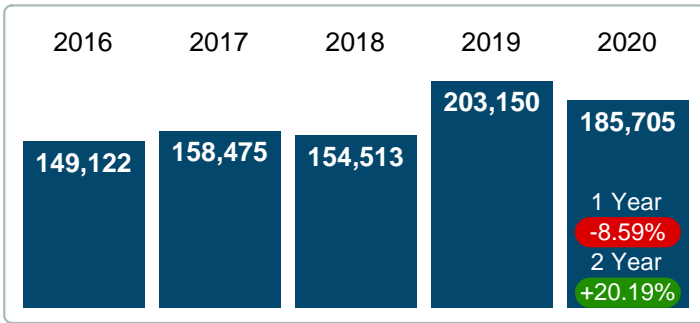
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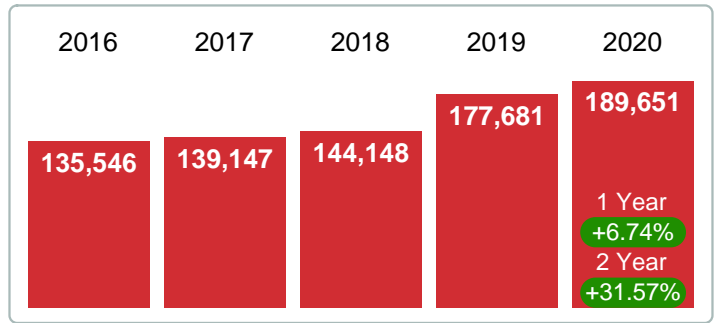
AVERAGE SOLD PRICE AT CLOSING

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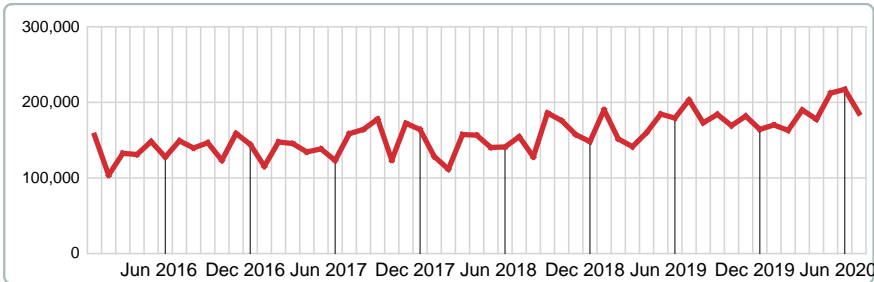
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

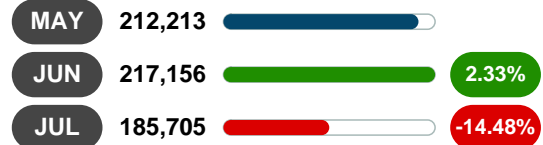


3 MONTHS

5 year JUL AVG = 170,193

High Jun 2020 217,156 Low Feb 2016 103,752

Average Sold Price at Closing this month at **185,705** above the 5 yr JUL average of **170,193**



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	7.69%	38,500	49,000	38,333	33,500	0
\$50,001 - \$75,000	6.41%	66,700	68,500	64,000	0	0
\$75,001 - \$125,000	24.36%	106,355	107,960	105,929	104,900	0
\$125,001 - \$175,000	23.08%	149,319	130,500	150,383	171,000	0
\$175,001 - \$225,000	12.82%	200,925	0	201,306	197,500	0
\$225,001 - \$350,000	16.67%	268,017	320,000	261,121	264,375	270,000
\$350,001 and up	8.97%	531,214	0	450,000	560,000	468,500
Average Sold Price		185,705	114,608	158,300	300,187	336,167
Total Closed Units	100%	185,705	12	48	15	3
Total Closed Volume		14,484,977	1.38M	7.60M	4.50M	1.01M

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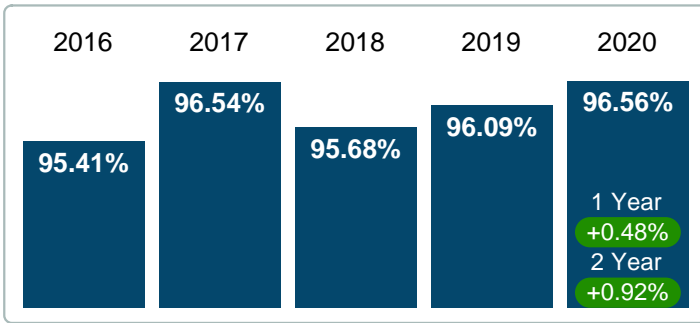
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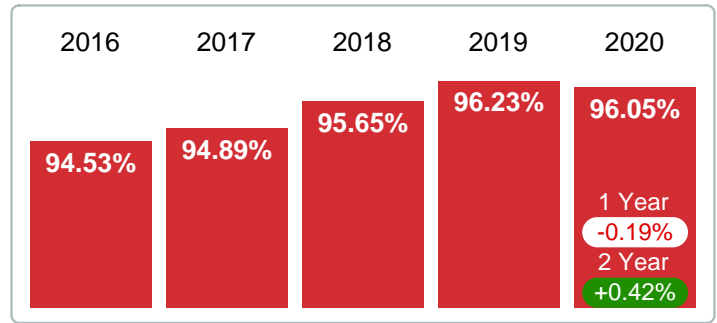
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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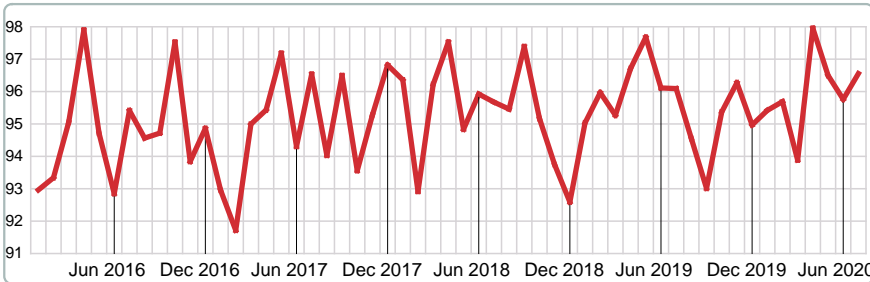
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

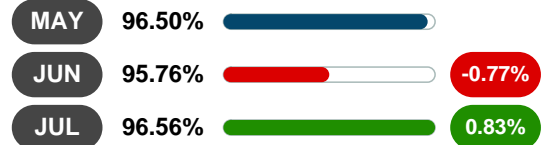


3 MONTHS

5 year JUL AVG = 96.05%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **96.56%** above the 5 yr JUL average of **96.05%**



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	6	7.69%	86.50%	82.35%	97.55%	72.01%	0.00%
\$50,001 - \$75,000	5	6.41%	93.97%	95.74%	91.31%	0.00%	0.00%
\$75,001 - \$125,000	19	24.36%	99.01%	97.05%	101.35%	89.85%	0.00%
\$125,001 - \$175,000	18	23.08%	98.55%	95.32%	98.84%	100.59%	0.00%
\$175,001 - \$225,000	10	12.82%	97.92%	0.00%	97.78%	99.25%	0.00%
\$225,001 - \$350,000	13	16.67%	94.64%	91.56%	95.82%	93.17%	95.58%
\$350,001 and up	7	8.97%	96.84%	0.00%	90.02%	96.71%	104.34%
Average Sold/List Ratio		96.60%		94.75%	98.31%	91.99%	98.50%
Total Closed Units		78	100%	12	48	15	3
Total Closed Volume		14,484,977		1.38M	7.60M	4.50M	1.01M

July 2020



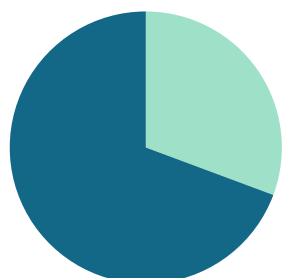
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

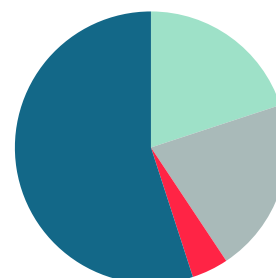


Inventory
 New Listings
96 = 30.67%
 Start Inventory
217
 Total Inventory Units
313
 Volume
\$86,450,321

Market Activity

Closed Sales
78 = 19.95%
 Pending Sales
81 = 20.72%
 Other Off Market
17 = 4.35%
 Active Inventory
215 = 54.99%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	95	78	-17.89%	417	411	-1.44%
Pending Sales	78	81	3.85%	471	480	1.91%
New Listings	123	96	-21.95%	776	675	-13.02%
Average List Price	209,710	193,370	-7.79%	184,266	196,268	6.51%
Average Sale Price	203,150	185,705	-8.59%	177,681	189,651	6.74%
Average Percent of Selling Price to List Price	96.09%	96.56%	0.48%	96.23%	96.05%	-0.19%
Average Days on Market to Sale	37.64	37.29	-0.92%	48.61	43.13	-11.29%
Monthly Inventory	311	215	-30.87%	311	215	-30.87%
Months Supply of Inventory	5.21	3.60	-30.87%	5.21	3.60	-30.87%

Absorption: Last 12 months, an Average of **60** Sales/Month

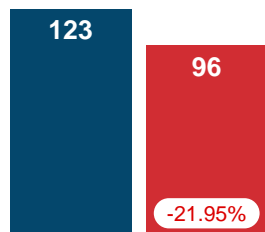
Inventory on July 31, 2020 = **215**

2019 **2020**

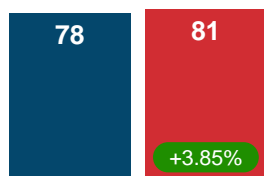
JULY MARKET

AVERAGE PRICES

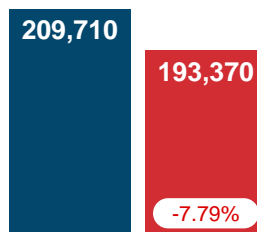
New Listings



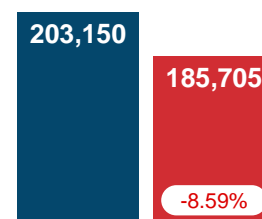
Pending Listings



List Price



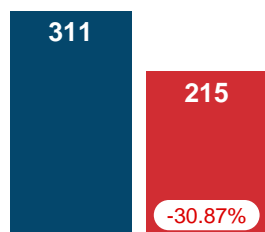
Sale Price



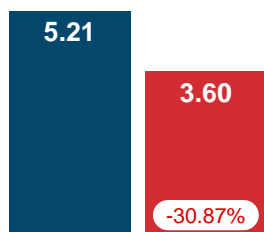
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

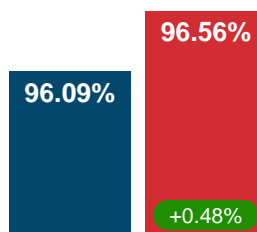
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

