

## June 2020



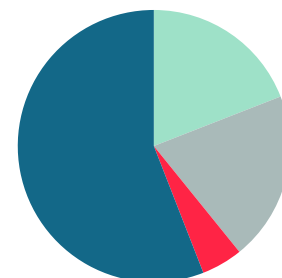
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential  
Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	69	74	7.25%
Pending Listings	81	78	-3.70%
New Listings	96	99	3.13%
Average List Price	188,493	226,130	19.97%
Average Sale Price	179,200	217,156	21.18%
Average Percent of Selling Price to List Price	96.11%	95.76%	-0.36%
Average Days on Market to Sale	43.70	42.55	-2.61%
End of Month Inventory	315	217	-31.11%
Months Supply of Inventory	5.31	3.55	-33.18%



■ Closed (19.07%)  
■ Pending (20.10%)  
■ Other OffMarket (4.90%)  
■ Active (55.93%)

**Absorption:** Last 12 months, an Average of **61** Sales/Month  
**Active Inventory** as of June 30, 2020 = **217**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **31.11%** to 217 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **3.55** 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 **21.18%** in June 2020 to \$217,156 versus the previous year at \$179,200.

##### Average Days on Market Shortens

The average number of **42.55** days that homes spent on the market before selling decreased by 1.14 days or **2.61%** in June 2020 compared to last year's same month at **43.70** DOM.

##### Sales Success for June 2020 is Positive

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

There were 99 New Listings in June 2020, up **3.13%** from last year at 96. Furthermore, there were 74 Closed Listings this month versus last year at 69, a **7.25%** increase.

Closed versus Listed trends yielded a **74.7%** ratio, up from previous year's, June 2019, at **71.9%**, a **4.00%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# June 2020



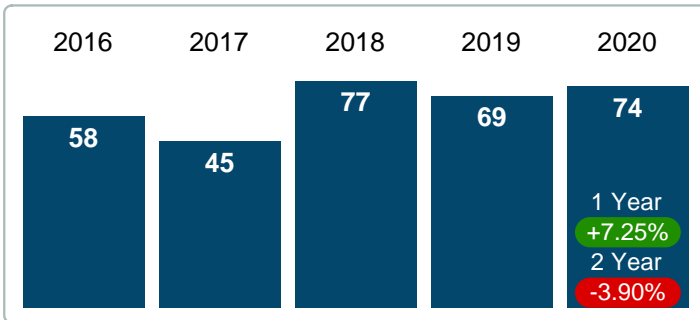
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



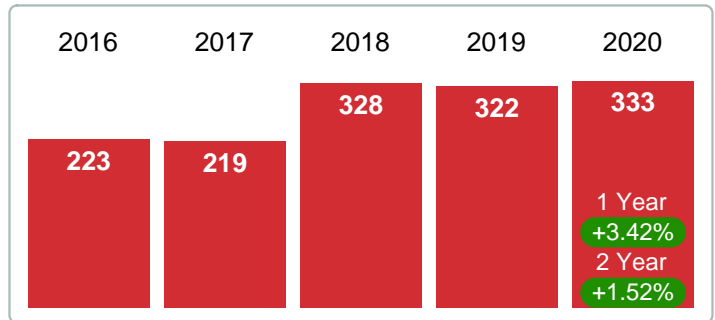
## CLOSED LISTINGS

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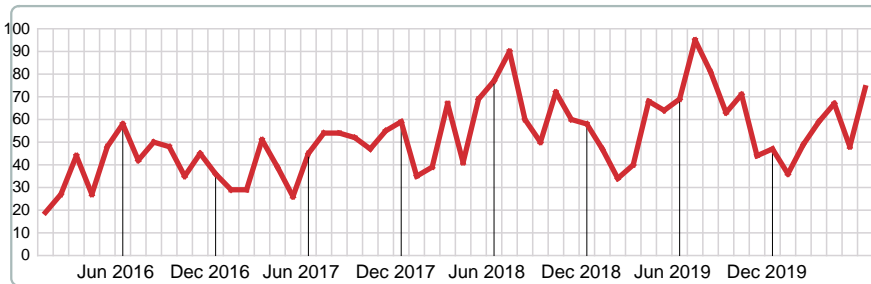
### JUNE



### YEAR TO DATE (YTD)

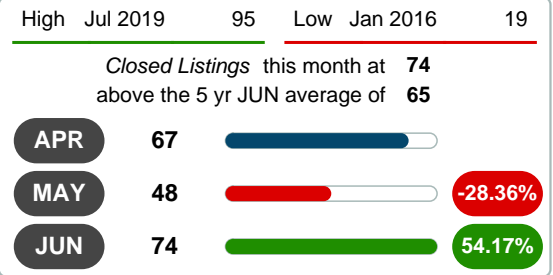


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 65



### 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	6	8.11%	62.8	3	3	0	0
\$75,001 - \$100,000	10	13.51%	42.0	5	4	1	0
\$100,001 - \$125,000	5	6.76%	14.2	3	1	1	0
\$125,001 - \$200,000	24	32.43%	26.7	3	18	3	0
\$200,001 - \$275,000	12	16.22%	60.8	1	5	6	0
\$275,001 - \$375,000	7	9.46%	40.1	1	1	5	0
\$375,001 and up	10	13.51%	62.9	0	3	4	3
<b>Total Closed Units</b>	<b>74</b>			<b>16</b>	<b>35</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>16,069,550</b>	<b>100%</b>	<b>42.6</b>	<b>1.88M</b>	<b>6.71M</b>	<b>6.27M</b>	<b>1.21M</b>
<b>Average Closed Price</b>	<b>\$217,156</b>			<b>\$117,500</b>	<b>\$191,816</b>	<b>\$313,275</b>	<b>\$403,500</b>

# June 2020



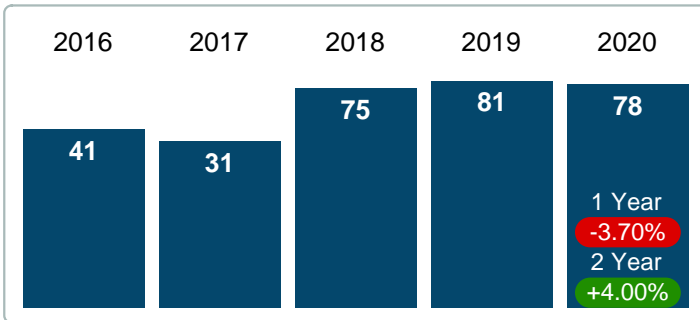
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



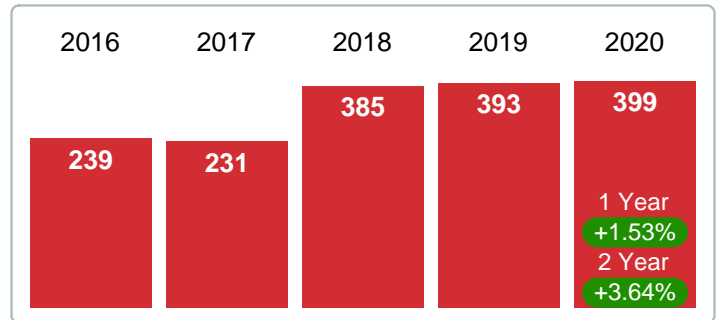
## PENDING LISTINGS

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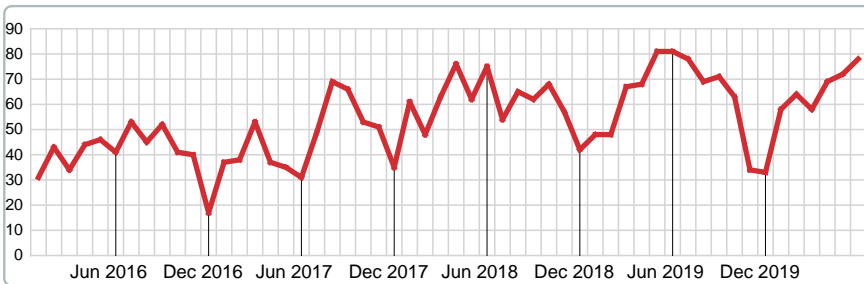
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 61

High Jun 2019: 81 | Low Dec 2016: 17

Pending Listings this month at **78**  
above the 5 yr JUN average of **61**

APR	69	<div style="width: 60%;"></div>
MAY	72	<div style="width: 70%;"></div> 4.35%
JUN	78	<div style="width: 80%;"></div> 8.33%

### 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	4	5.13%	14.8	2	1	1	0
\$50,001 - \$75,000	8	10.26%	89.9	3	5	0	0
\$75,001 - \$125,000	14	17.95%	59.5	6	7	1	0
\$125,001 - \$175,000	18	23.08%	28.5	3	13	2	0
\$175,001 - \$225,000	13	16.67%	33.8	0	11	1	1
\$225,001 - \$425,000	13	16.67%	37.2	1	8	4	0
\$425,001 and up	8	10.26%	65.8	0	3	4	1
<b>Total Pending Units</b>	<b>78</b>			<b>15</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,429,250</b>	<b>100%</b>	<b>44.0</b>	<b>1.64M</b>	<b>9.03M</b>	<b>5.09M</b>	<b>668.90K</b>
<b>Average Listing Price</b>	<b>\$212,555</b>			<b>\$109,053</b>	<b>\$188,186</b>	<b>\$391,662</b>	<b>\$334,450</b>

# June 2020



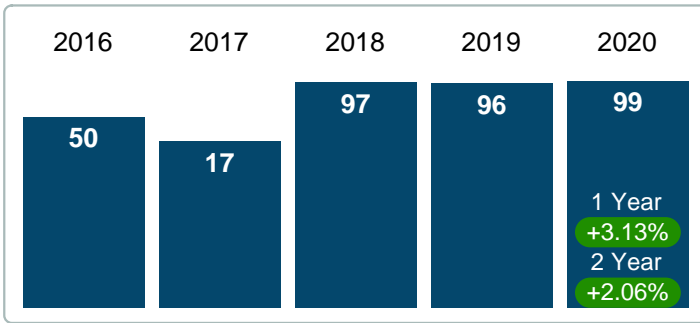
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



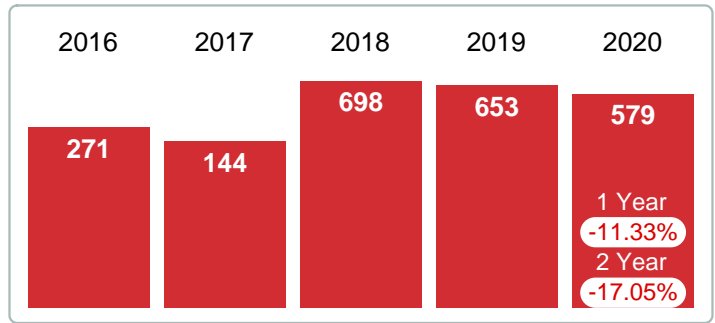
## NEW LISTINGS

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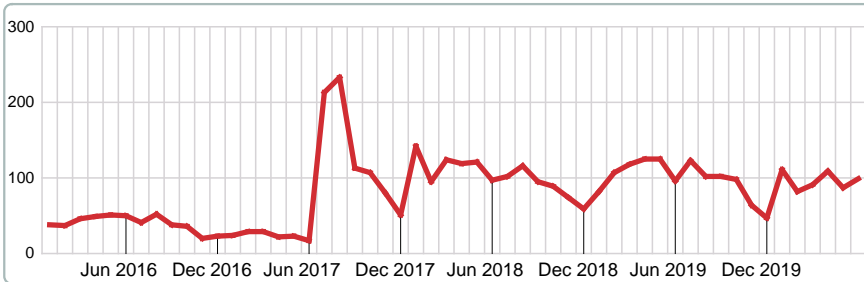
### JUNE



### YEAR TO DATE (YTD)

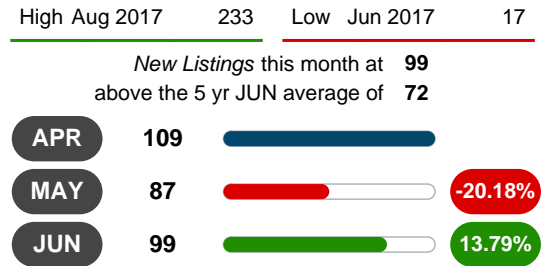


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 72



### 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	5.05%	2	3	0	0
\$50,001 - \$100,000	17	17.17%	7	9	1	0
\$100,001 - \$125,000	6	6.06%	2	3	1	0
\$125,001 - \$175,000	20	20.20%	2	17	1	0
\$175,001 - \$225,000	23	23.23%	2	17	4	0
\$225,001 - \$375,000	18	18.18%	2	12	4	0
\$375,001 and up	10	10.10%	0	4	2	4
<b>Total New Listed Units</b>	<b>99</b>		<b>17</b>	<b>65</b>	<b>13</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>22,528,550</b>	<b>100%</b>	<b>2.14M</b>	<b>12.69M</b>	<b>5.15M</b>	<b>2.55M</b>
<b>Average New Listed Listing Price</b>	<b>\$172,151</b>		<b>\$125,994</b>	<b>\$195,273</b>	<b>\$396,069</b>	<b>\$636,250</b>

# June 2020



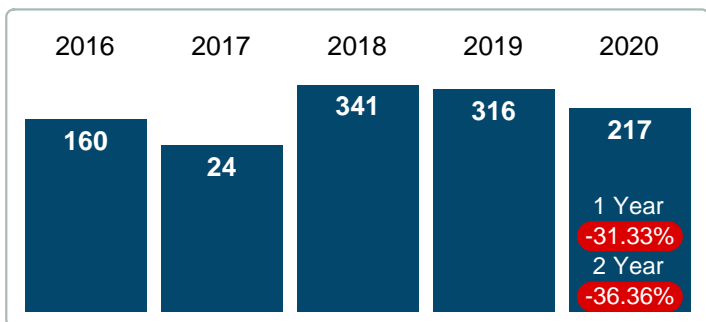
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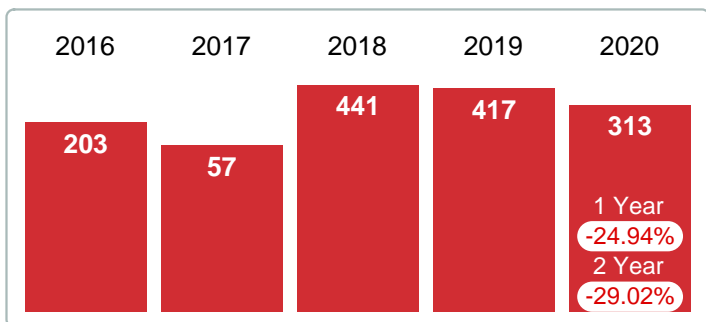
## ACTIVE INVENTORY

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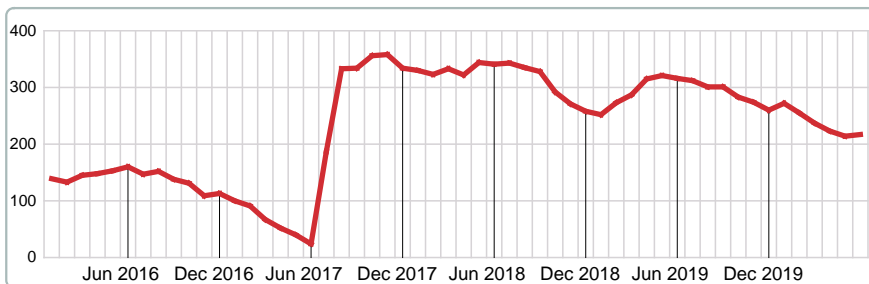
### END OF JUNE



### ACTIVE DURING JUNE

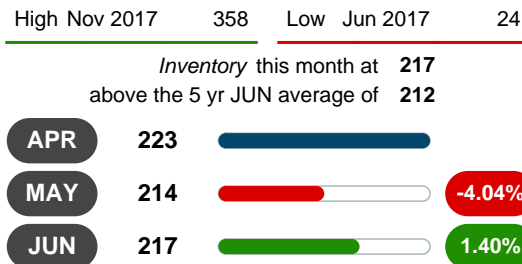


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 212



### 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	15	6.91%	82.3	6	7	1	1
\$50,001 - \$75,000	18	8.29%	96.6	9	8	1	0
\$75,001 - \$150,000	48	22.12%	66.0	13	29	5	1
\$150,001 - \$275,000	54	24.88%	51.6	5	41	6	2
\$275,001 - \$400,000	35	16.13%	77.6	2	19	12	2
\$400,001 - \$600,000	26	11.98%	77.6	1	11	5	9
\$600,001 and up	21	9.68%	91.9	0	6	10	5
<b>Total Active Inventory by Units</b>	<b>217</b>			<b>36</b>	<b>121</b>	<b>40</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>62,799,296</b>	<b>100%</b>	<b>71.9</b>	<b>4.69M</b>	<b>29.35M</b>	<b>17.38M</b>	<b>11.38M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$289,398</b>			<b>\$130,219</b>	<b>\$242,564</b>	<b>\$434,453</b>	<b>\$569,150</b>

# June 2020



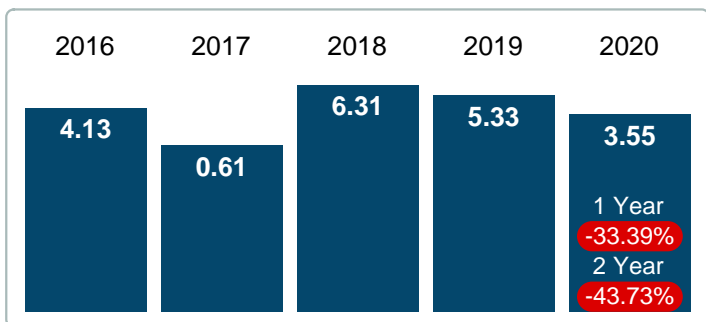
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



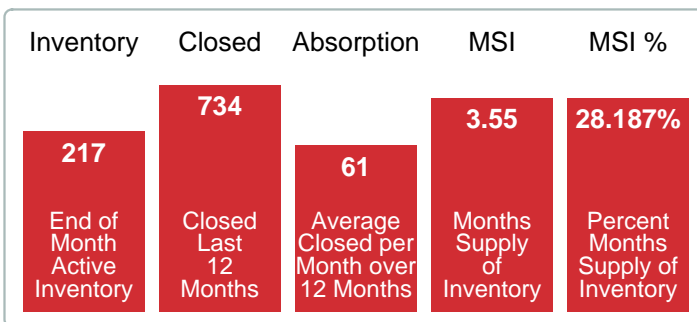
## MONTHS SUPPLY of INVENTORY (MSI)

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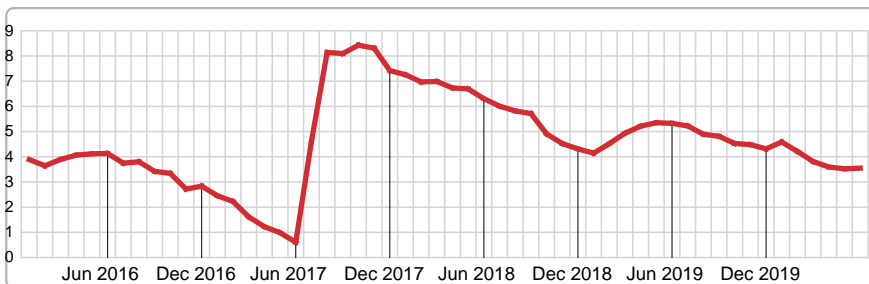
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

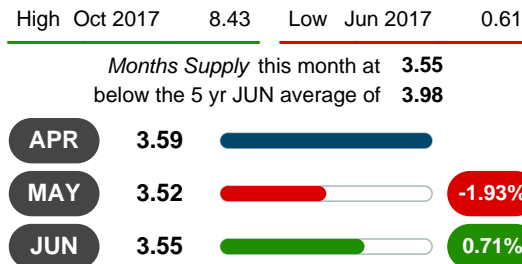


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 3.98



### 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	15	6.91%	3.40	3.00	3.11	6.00	0.00
\$50,001 - \$75,000	18	8.29%	4.24	6.75	2.91	12.00	0.00
\$75,001 - \$150,000	48	22.12%	2.44	3.25	2.19	2.40	3.00
\$150,001 - \$275,000	54	24.88%	2.29	4.00	2.45	1.13	8.00
\$275,001 - \$400,000	35	16.13%	5.92	4.80	8.14	4.80	3.00
\$400,001 - \$600,000	26	11.98%	12.00	0.00	13.20	5.45	21.60
\$600,001 and up	21	9.68%	18.00	0.00	14.40	17.14	30.00
Market Supply of Inventory (MSI)	3.55			4.00	3.14	3.43	10.43
Total Active Inventory by Units	217	100%	3.55	36	121	40	20

# June 2020



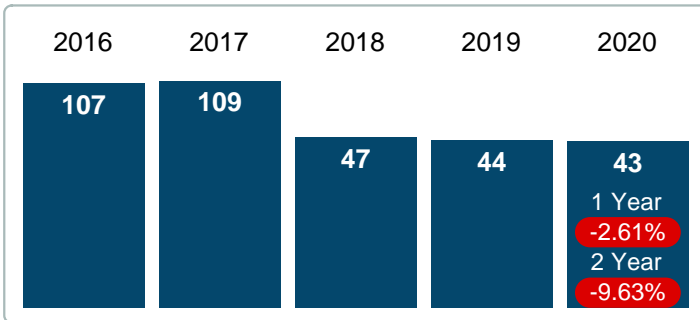
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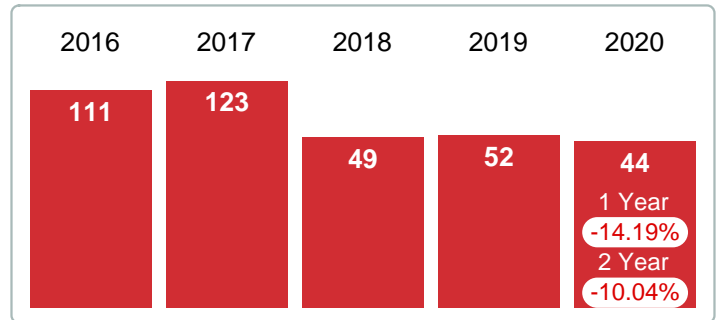
## AVERAGE DAYS ON MARKET TO SALE

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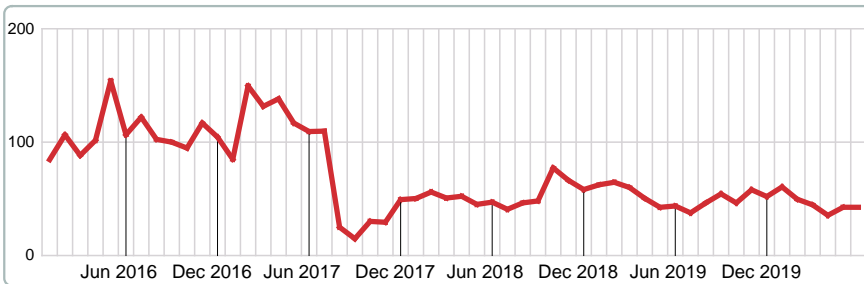
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

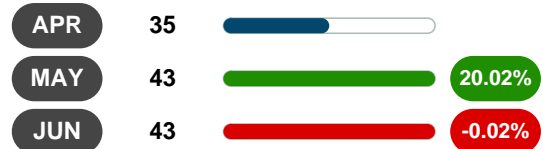


### 3 MONTHS

5 year JUN AVG = 70

High May 2016 154 Low Sep 2017 15

Average Days on Market to Sale this month at 43 below the 5 yr JUN average of 70



### 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	8.11%	63	13	113	0	0
\$75,001 - \$100,000	13.51%	42	27	57	59	0
\$100,001 - \$125,000	6.76%	14	20	4	6	0
\$125,001 - \$200,000	32.43%	27	71	21	15	0
\$200,001 - \$275,000	16.22%	61	15	82	51	0
\$275,001 - \$375,000	9.46%	40	140	14	25	0
\$375,001 and up	13.51%	63	0	53	38	107
<b>Average Closed DOM</b>		<b>43</b>	<b>38</b>	<b>44</b>	<b>35</b>	<b>107</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>16</b>	<b>35</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,069,550</b>	<b>1.88M</b>	<b>6.71M</b>	<b>6.27M</b>	<b>1.21M</b>

# June 2020



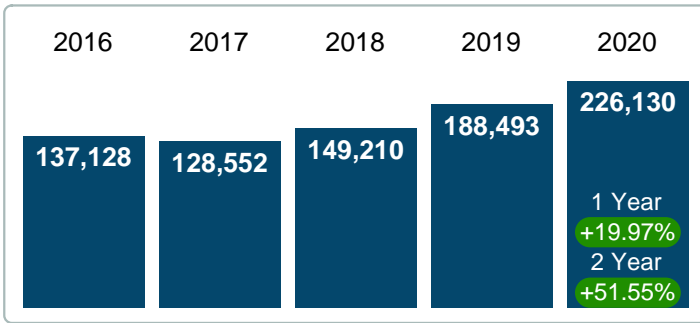
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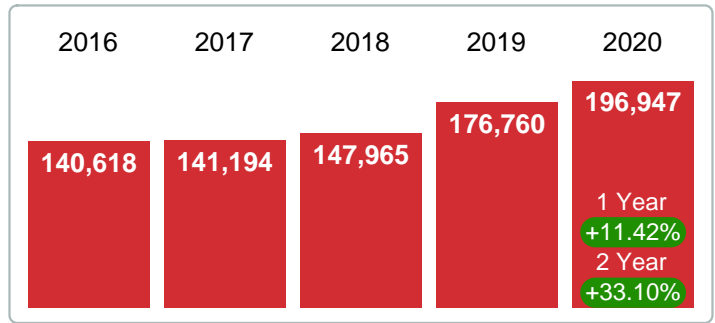
## AVERAGE LIST PRICE AT CLOSING

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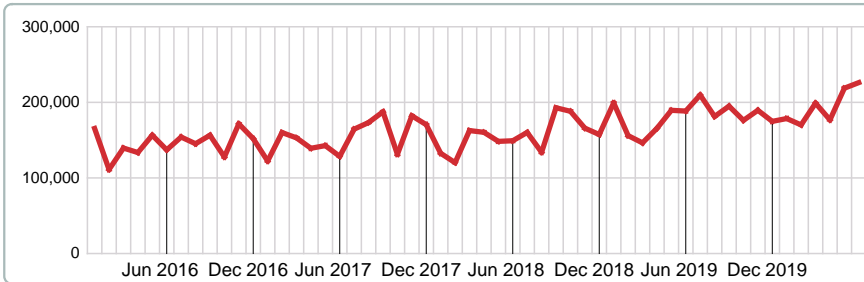
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

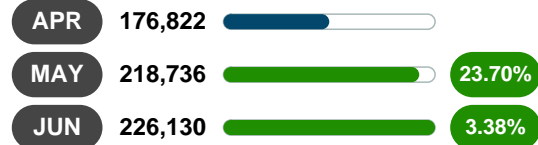


### 3 MONTHS

5 year JUN AVG = 165,903

High Jun 2020 226,130 Low Feb 2016 111,161

Average List Price at Closing this month at **226,130** above the 5 yr JUN average of **165,903**



### 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	8.11%	49,300	42,000	56,600	0	0
\$75,001 - \$100,000	13.51%	92,145	93,300	94,413	89,999	0
\$100,001 - \$125,000	5.41%	113,475	123,000	97,200	110,000	0
\$125,001 - \$200,000	31.08%	161,361	154,300	169,133	163,000	0
\$200,001 - \$275,000	17.57%	226,308	275,000	228,440	231,617	0
\$275,001 - \$375,000	10.81%	316,425	339,000	360,000	309,500	0
\$375,001 and up	13.51%	587,780	0	594,667	703,500	426,600
<b>Average List Price</b>		<b>226,130</b>	<b>127,400</b>	<b>199,293</b>	<b>322,010</b>	<b>426,600</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>226,130</b>	<b>16</b>	<b>35</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,733,649</b>	<b>2.04M</b>	<b>6.98M</b>	<b>6.44M</b>	<b>1.28M</b>



# June 2020



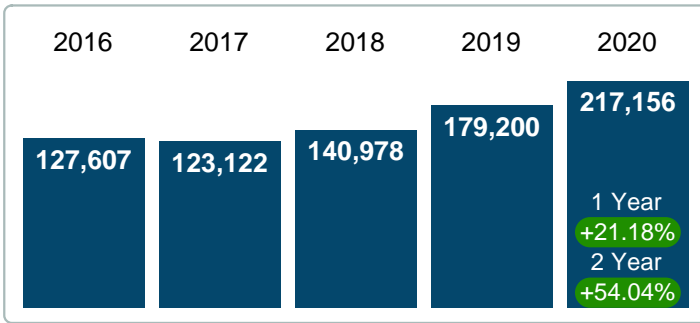
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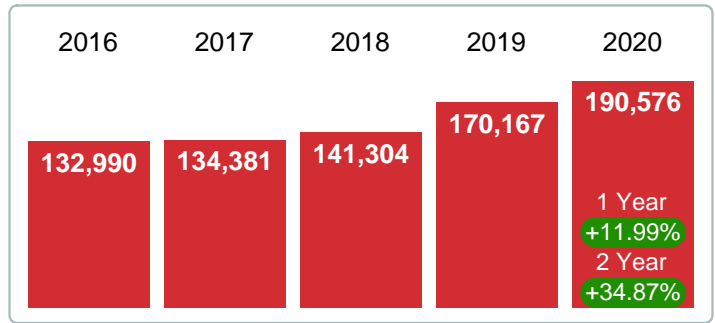
## AVERAGE SOLD PRICE AT CLOSING

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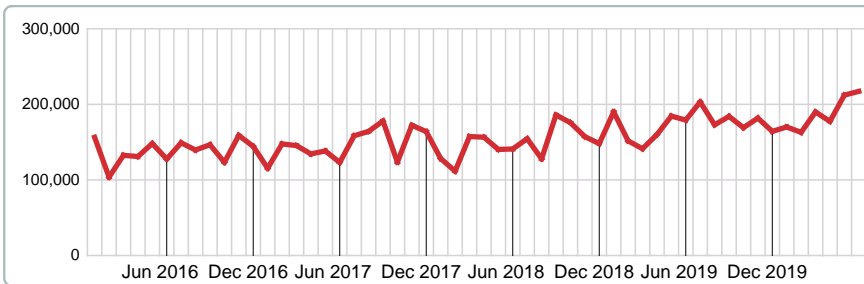
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

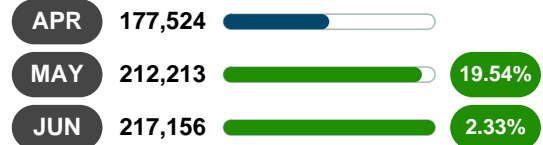


### 3 MONTHS

5 year JUN AVG = 157,613

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

Average Sold Price at Closing this month at 217,156 above the 5 yr JUN average of 157,613



### 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	8.11%	44,617	39,167	50,067	0	0
\$75,001 - \$100,000	13.51%	88,365	89,400	88,913	81,000	0
\$100,001 - \$125,000	6.76%	109,440	110,667	105,200	110,000	0
\$125,001 - \$200,000	32.43%	161,396	137,667	165,556	160,167	0
\$200,001 - \$275,000	16.22%	226,625	255,000	222,500	225,333	0
\$275,001 - \$375,000	9.46%	313,571	315,500	345,000	306,900	0
\$375,001 and up	13.51%	558,300	0	555,000	676,875	403,500
<b>Average Sold Price</b>		<b>217,156</b>	<b>117,500</b>	<b>191,816</b>	<b>313,275</b>	<b>403,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>217,156</b>	<b>16</b>	<b>35</b>	<b>20</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,069,550</b>	<b>1.88M</b>	<b>6.71M</b>	<b>6.27M</b>	<b>1.21M</b>

# June 2020



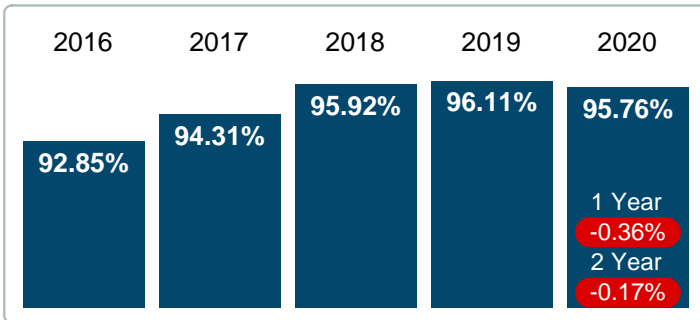
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



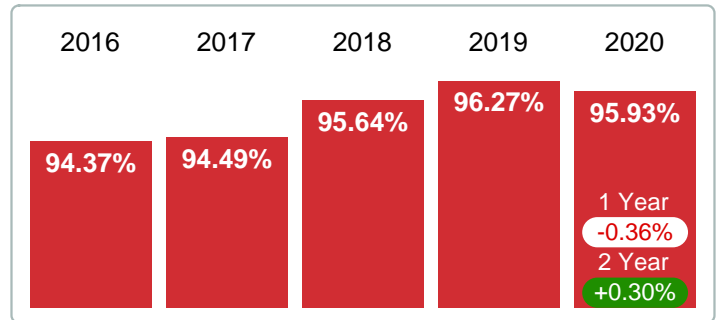
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

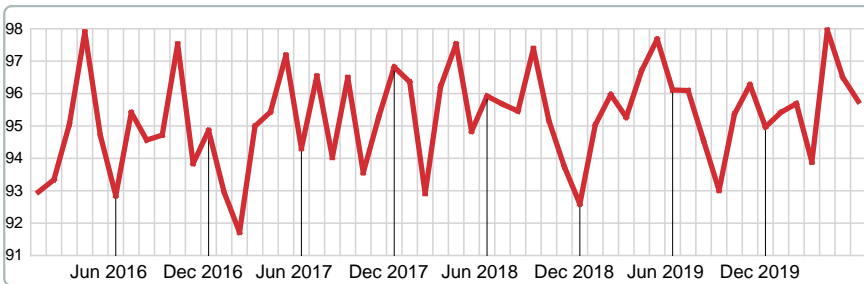
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

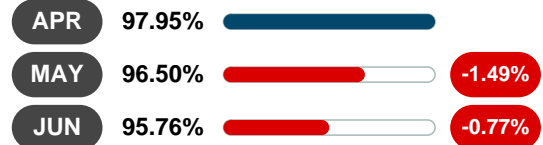


### 3 MONTHS

5 year JUN AVG = 94.99%

High Apr 2020 97.95% Low Feb 2017 91.72%

Average Sold/List Ratio this month at **95.76%** above the 5 yr JUN average of **94.99%**



### 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	6	8.11%	90.71%	93.60%	87.81%	0.00%	0.00%
\$75,001 - \$100,000	10	13.51%	94.72%	95.77%	94.60%	90.00%	0.00%
\$100,001 - \$125,000	5	6.76%	95.93%	90.47%	108.23%	100.00%	0.00%
\$125,001 - \$200,000	24	32.43%	96.90%	89.47%	97.92%	98.24%	0.00%
\$200,001 - \$275,000	12	16.22%	97.15%	92.73%	97.76%	97.38%	0.00%
\$275,001 - \$375,000	7	9.46%	97.77%	93.07%	95.83%	99.10%	0.00%
\$375,001 and up	10	13.51%	93.93%	0.00%	93.55%	93.68%	94.64%
Average Sold/List Ratio		95.80%		92.83%	96.51%	96.96%	94.64%
Total Closed Units		74	100%	16	35	20	3
Total Closed Volume		16,069,550		1.88M	6.71M	6.27M	1.21M

# June 2020



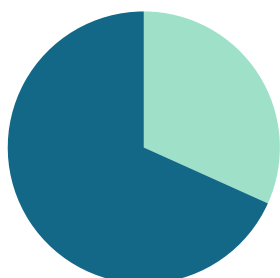
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

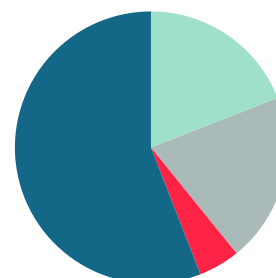


**Inventory**  
 New Listings **99 = 31.73%**  
 Start Inventory **213**  
 Total Inventory Units **312**  
 Volume **\$83,474,045**

### Market Activity

Closed Sales **74 = 19.07%**  
 Pending Sales **78 = 20.10%**  
 Other Off Market **19 = 4.90%**  
 Active Inventory **217 = 55.93%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	69	74	7.25%	322	333	3.42%
Pending Sales	81	78	-3.70%	393	399	1.53%
New Listings	96	99	3.13%	653	579	-11.33%
Average List Price	188,493	226,130	19.97%	176,760	196,947	11.42%
Average Sale Price	179,200	217,156	21.18%	170,167	190,576	11.99%
Average Percent of Selling Price to List Price	96.11%	95.76%	-0.36%	96.27%	95.93%	-0.36%
Average Days on Market to Sale	43.70	42.55	-2.61%	51.85	44.49	-14.19%
Monthly Inventory	315	217	-31.11%	315	217	-31.11%
Months Supply of Inventory	5.31	3.55	-33.18%	5.31	3.55	-33.18%

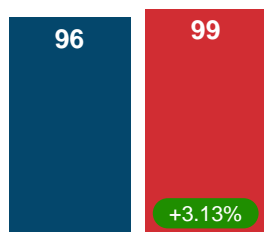
**Absorption:** Last 12 months, an Average of **61** Sales/Month

**Inventory** on June 30, 2020 = **217**

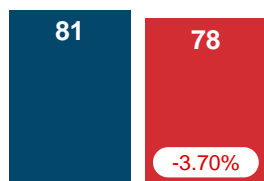
**2019** **2020**

### JUNE MARKET

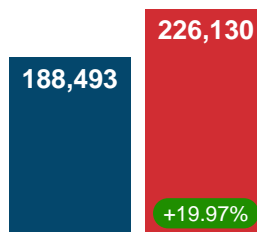
#### New Listings



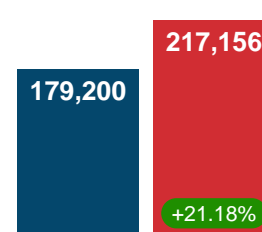
#### Pending Listings



#### List Price

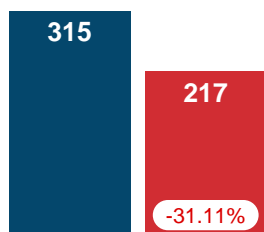


#### Sale Price

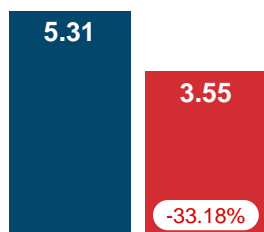


### INVENTORY

#### Active Inventory

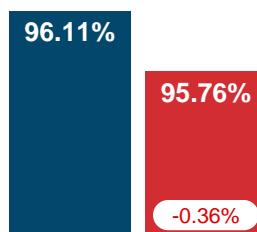


#### Monthly Supply of Inventory



### AVERAGE SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

