

June 2020



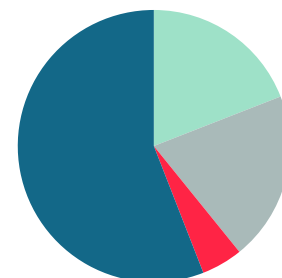
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential
Property Type



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%
Median List Price	164,900	172,500	4.61%
Median Sale Price	159,500	170,750	7.05%
Median Percent of Selling Price to List Price	98.91%	97.36%	-1.57%
Median Days on Market to Sale	34.00	22.00	-35.29%
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.

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 **7.05%** in June 2020 to \$170,750 versus the previous year at \$159,500.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 12.00 days or **35.29%** in June 2020 compared to last year's same month at **34.00** DOM.

Sales Success for June 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 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 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 2020



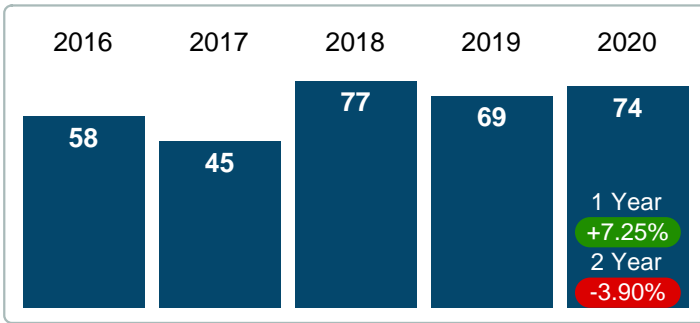
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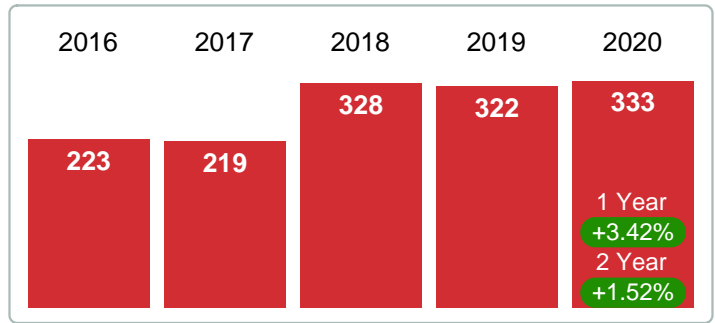
CLOSED LISTINGS

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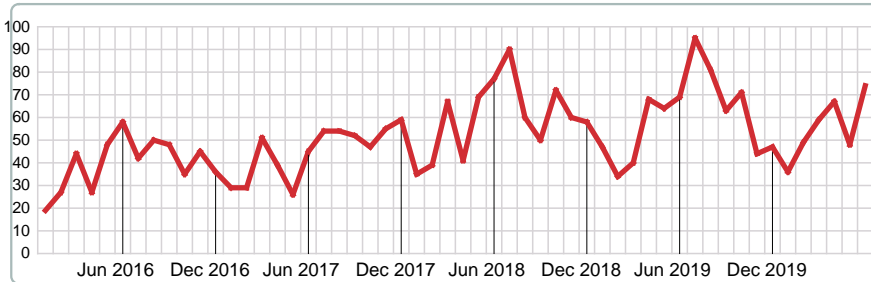
JUNE



YEAR TO DATE (YTD)

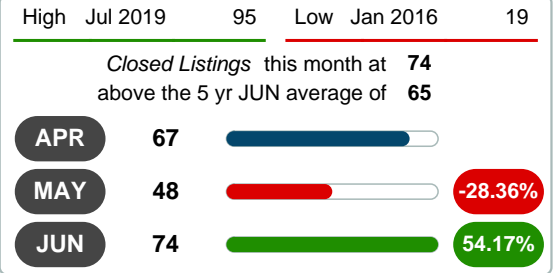


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



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	6	8.11%	44.0	3	3	0	0
\$75,001 - \$100,000	10	13.51%	25.0	5	4	1	0
\$100,001 - \$125,000	5	6.76%	8.0	3	1	1	0
\$125,001 - \$200,000	24	32.43%	8.0	3	18	3	0
\$200,001 - \$275,000	12	16.22%	62.0	1	5	6	0
\$275,001 - \$375,000	7	9.46%	16.0	1	1	5	0
\$375,001 and up	10	13.51%	64.5	0	3	4	3
Total Closed Units	74			16	35	20	3
Total Closed Volume	16,069,550	100%	22.0	1.88M	6.71M	6.27M	1.21M
Median Closed Price	\$170,750			\$101,250	\$169,050	\$244,000	\$408,000

June 2020



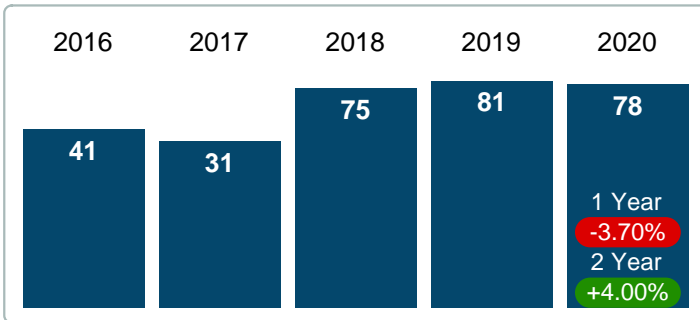
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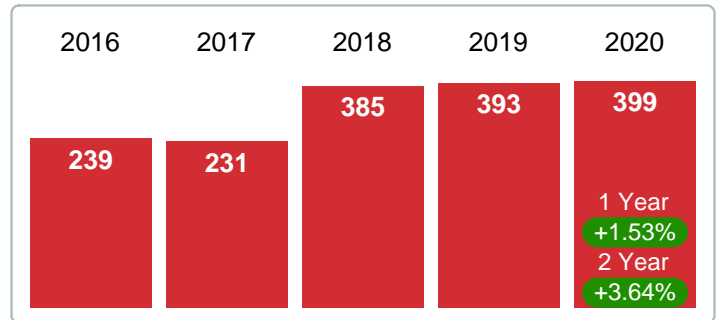
PENDING LISTINGS

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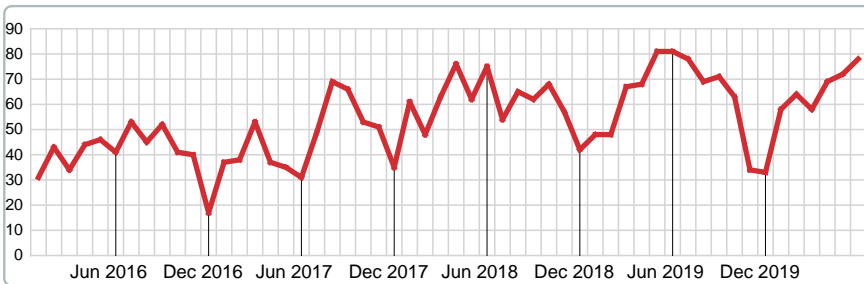
JUNE



YEAR TO DATE (YTD)

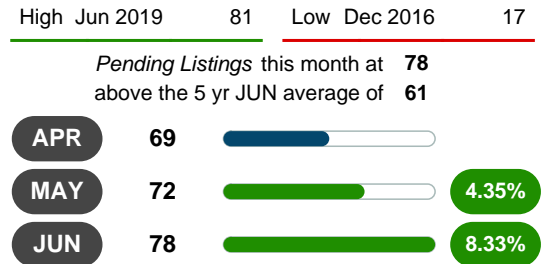


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 61



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	4	5.13%	14.0	2	1	1	0
\$50,001 - \$75,000	8	10.26%	93.0	3	5	0	0
\$75,001 - \$125,000	14	17.95%	21.0	6	7	1	0
\$125,001 - \$175,000	18	23.08%	19.0	3	13	2	0
\$175,001 - \$225,000	13	16.67%	6.0	0	11	1	1
\$225,001 - \$425,000	13	16.67%	26.0	1	8	4	0
\$425,001 and up	8	10.26%	65.5	0	3	4	1
Total Pending Units	78			15	48	13	2
Total Pending Volume	16,429,250	100%	26.5	1.64M	9.03M	5.09M	668.90K
Median Listing Price	\$166,250			\$89,900	\$168,500	\$243,900	\$334,450

June 2020



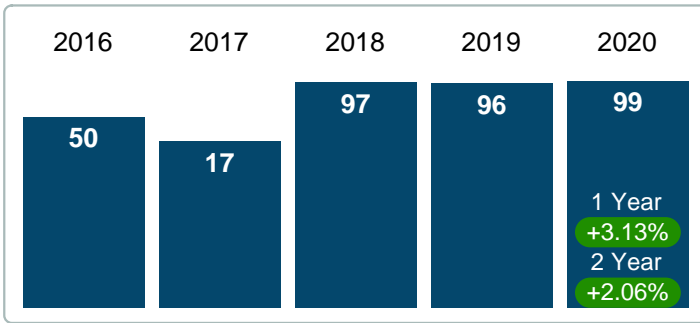
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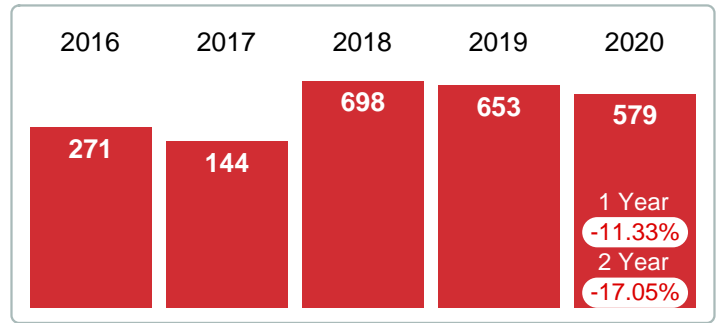
NEW LISTINGS

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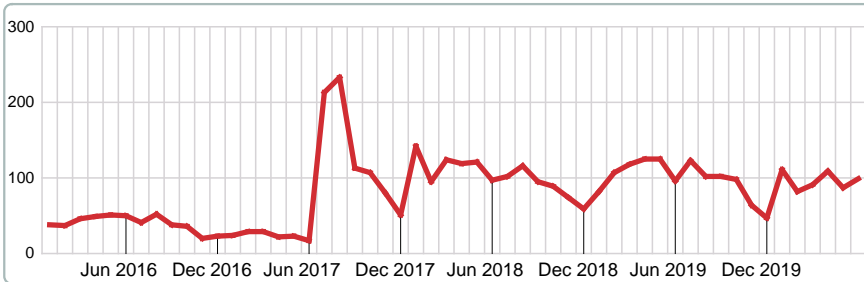
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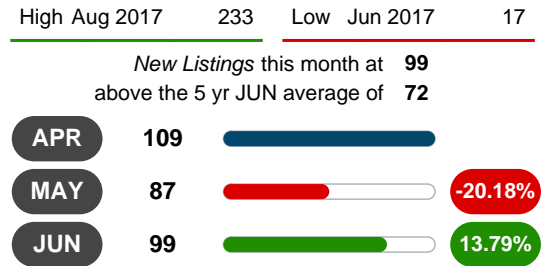


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	99		17	65	13	4
Total New Listed Volume	22,528,550	100%	2.14M	12.69M	5.15M	2.55M
Median New Listed Listing Price	\$179,500		\$99,000	\$176,000	\$221,000	\$450,000

June 2020



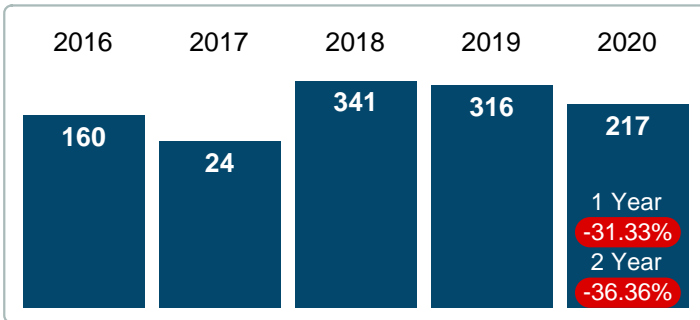
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



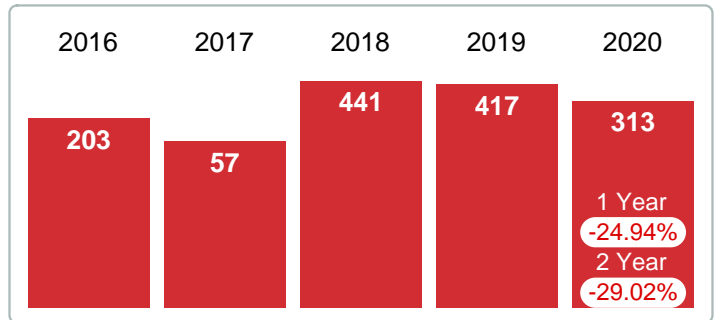
ACTIVE INVENTORY

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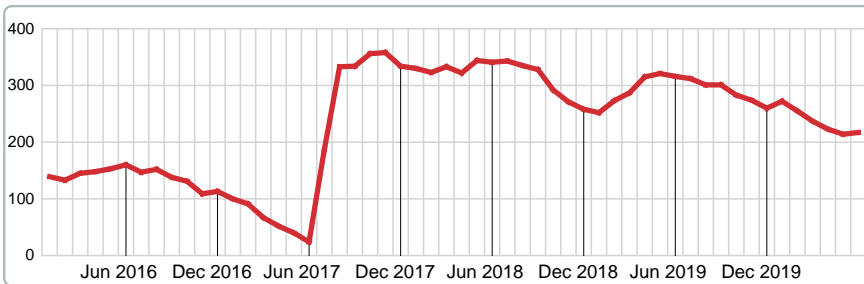
END OF JUNE



ACTIVE DURING JUNE

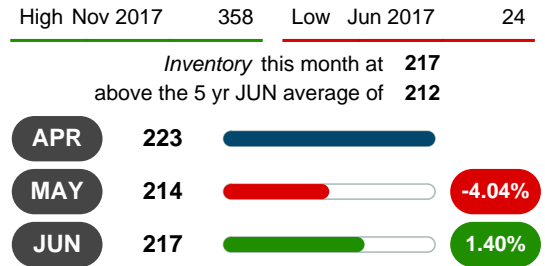


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 212



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	6.91%	92.0	6	7	1	1
\$50,001 - \$75,000	18	8.29%	60.0	9	8	1	0
\$75,001 - \$150,000	48	22.12%	49.5	13	29	5	1
\$150,001 - \$275,000	54	24.88%	38.5	5	41	6	2
\$275,001 - \$400,000	35	16.13%	78.0	2	19	12	2
\$400,001 - \$600,000	26	11.98%	64.0	1	11	5	9
\$600,001 and up	21	9.68%	67.0	0	6	10	5
Total Active Inventory by Units	217			36	121	40	20
Total Active Inventory by Volume	62,799,296	100%	56.0	4.69M	29.35M	17.38M	11.38M
Median Active Inventory Listing Price	\$199,000			\$95,750	\$189,900	\$339,500	\$469,500

June 2020



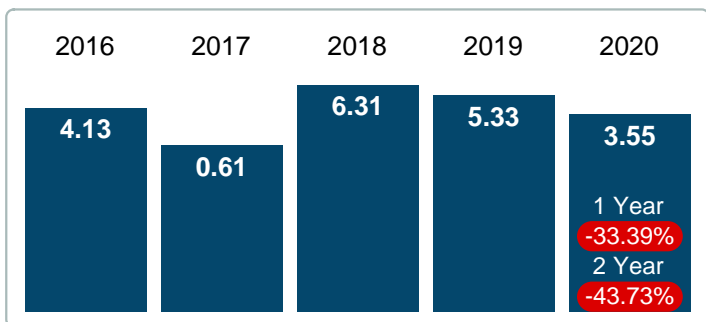
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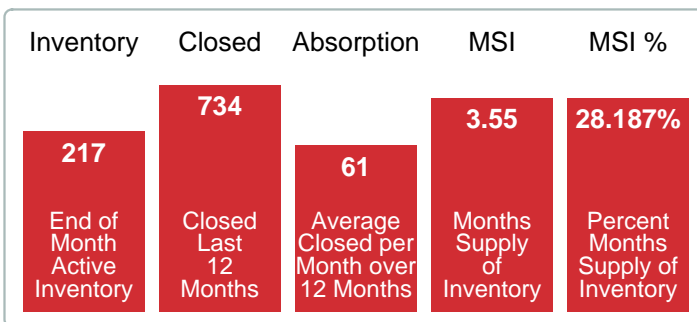
MONTHS SUPPLY of INVENTORY (MSI)

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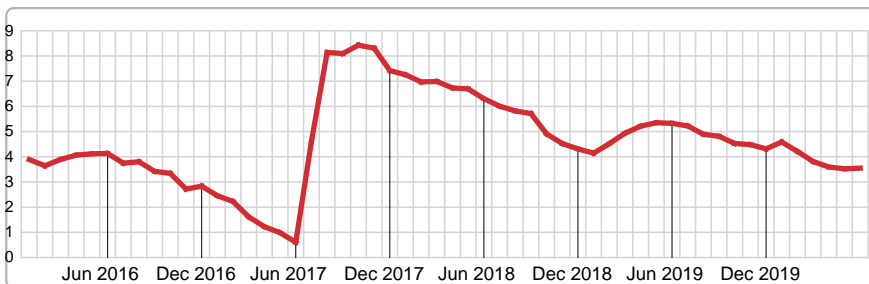
MSI FOR JUNE



INDICATORS FOR JUNE 2020

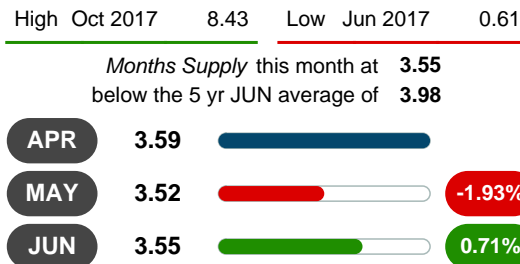


5 YEAR MARKET ACTIVITY TRENDS



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



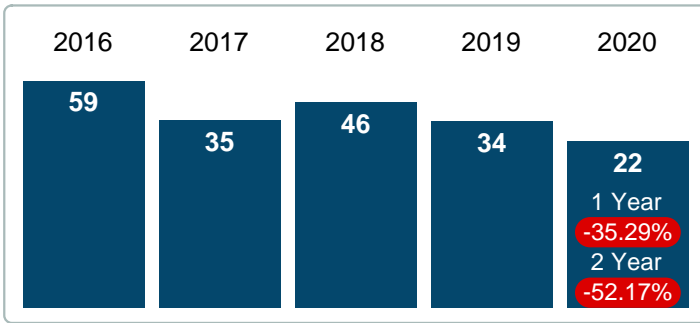
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



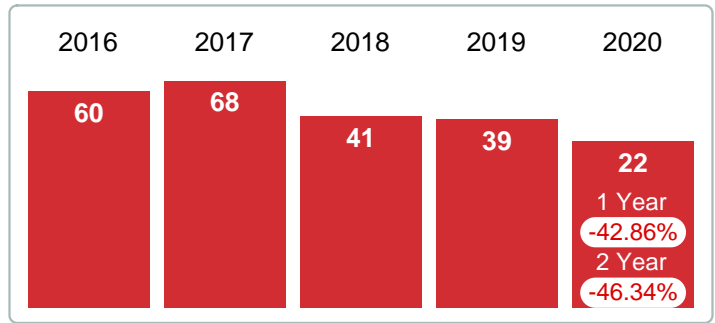
MEDIAN DAYS ON MARKET TO SALE

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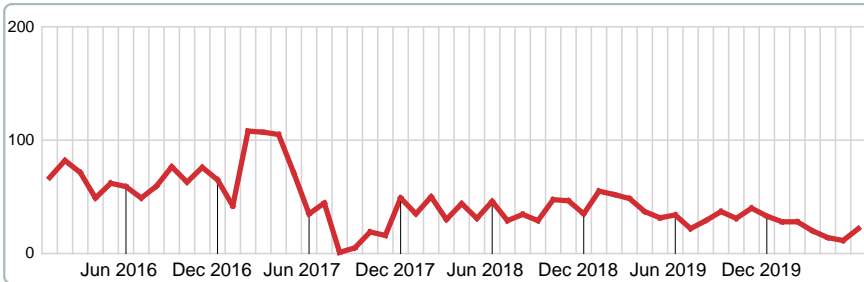
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 39

High Feb 2017 108 Low Aug 2017 1

Median Days on Market to Sale this month at 22 below the 5 yr JUN average of 39



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	6	8.11%	44	16	109	0	0
\$75,001 - \$100,000	10	13.51%	25	18	41	59	0
\$100,001 - \$125,000	5	6.76%	8	15	4	6	0
\$125,001 - \$200,000	24	32.43%	8	71	5	14	0
\$200,001 - \$275,000	12	16.22%	62	15	95	50	0
\$275,001 - \$375,000	7	9.46%	16	140	14	16	0
\$375,001 and up	10	13.51%	65	0	76	49	100
Median Closed DOM	22			17	14	23	100
Total Closed Units	74	100%	22.0	16	35	20	3
Total Closed Volume	16,069,550			1.88M	6.71M	6.27M	1.21M

June 2020



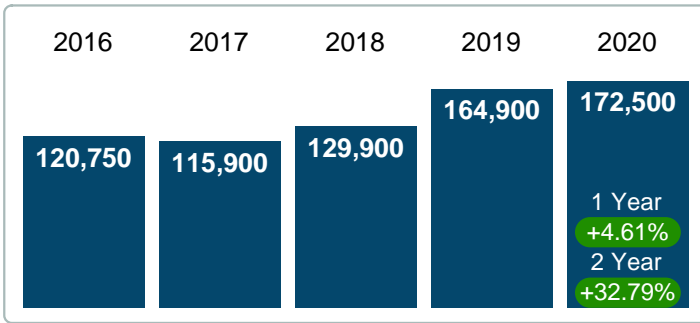
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



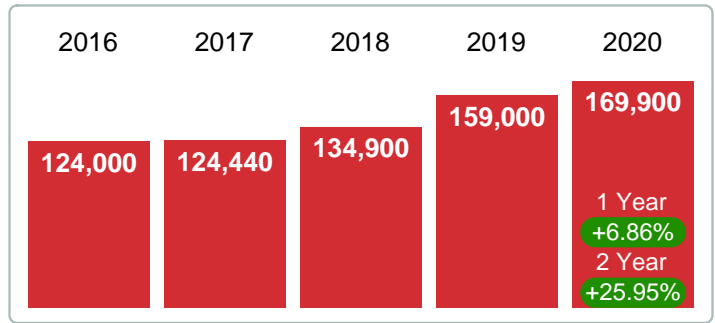
MEDIAN LIST PRICE AT CLOSING

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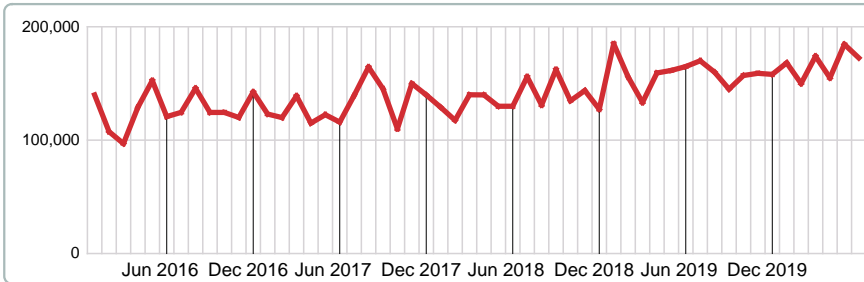
JUNE



YEAR TO DATE (YTD)

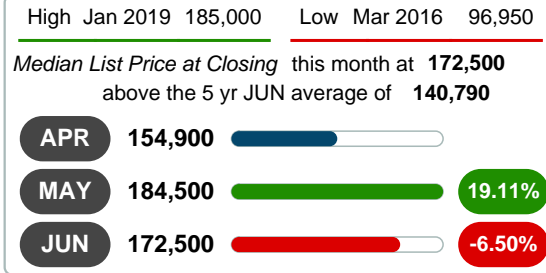


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 140,790



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	6	8.11%	52,400	42,000	54,900	0	0
\$75,001 - \$100,000	10	13.51%	92,750	93,500	93,100	89,999	0
\$100,001 - \$125,000	4	5.41%	112,500	117,000	109,900	110,000	0
\$125,001 - \$200,000	23	31.08%	165,000	151,450	168,825	165,000	0
\$200,001 - \$275,000	13	17.57%	216,900	275,000	214,950	225,500	0
\$275,001 - \$375,000	8	10.81%	307,000	339,000	322,450	299,000	0
\$375,001 and up	10	13.51%	430,000	0	650,000	424,500	424,900
Median List Price			172,500	106,750	169,050	254,450	424,900
Total Closed Units		100%	172,500	16	35	20	3
Total Closed Volume			16,733,649	2.04M	6.98M	6.44M	1.28M

June 2020



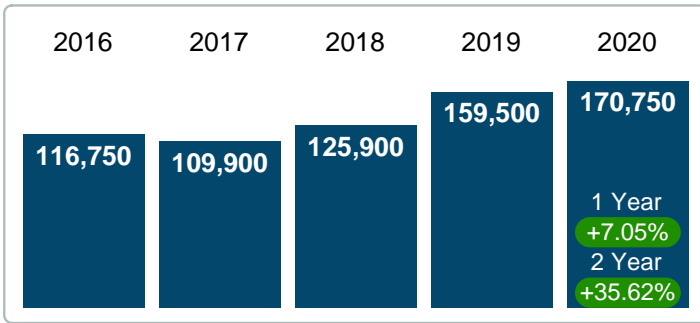
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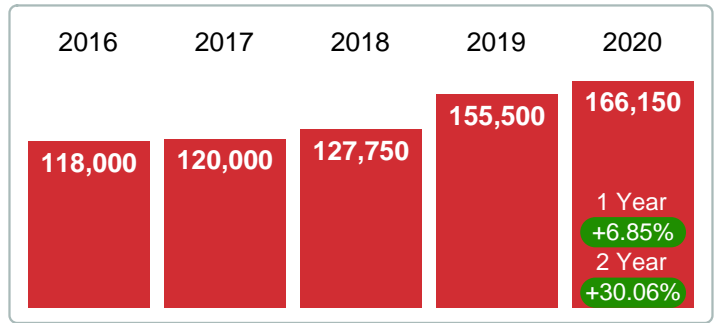
MEDIAN SOLD PRICE AT CLOSING

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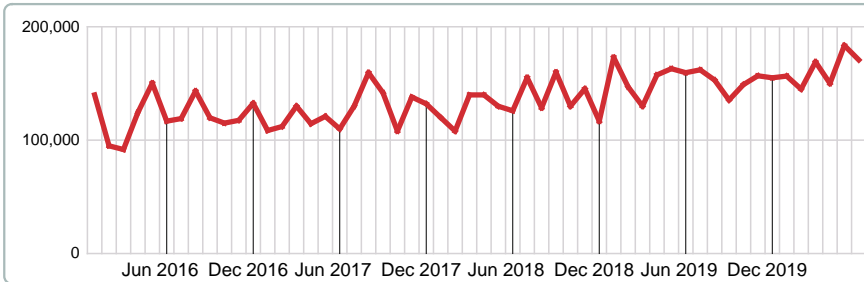
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

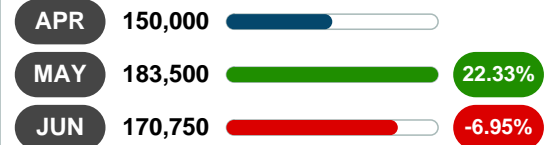


3 MONTHS

5 year JUN AVG = 136,560

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

Median Sold Price at Closing this month at **170,750** above the 5 yr JUN average of **136,560**



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	6	8.11%	42,600	35,000	45,200	0	0
\$75,001 - \$100,000	10	13.51%	91,000	93,000	92,000	81,000	0
\$100,001 - \$125,000	5	6.76%	110,000	110,000	105,200	110,000	0
\$125,001 - \$200,000	24	32.43%	165,000	135,000	169,050	165,000	0
\$200,001 - \$275,000	12	16.22%	218,000	255,000	215,000	225,500	0
\$275,001 - \$375,000	7	9.46%	315,500	315,500	345,000	299,000	0
\$375,001 and up	10	13.51%	410,250	0	600,000	387,500	408,000
Median Sold Price			170,750	101,250	169,050	244,000	408,000
Total Closed Units		100%	170,750	16	35	20	3
Total Closed Volume			16,069,550	1.88M	6.71M	6.27M	1.21M

June 2020



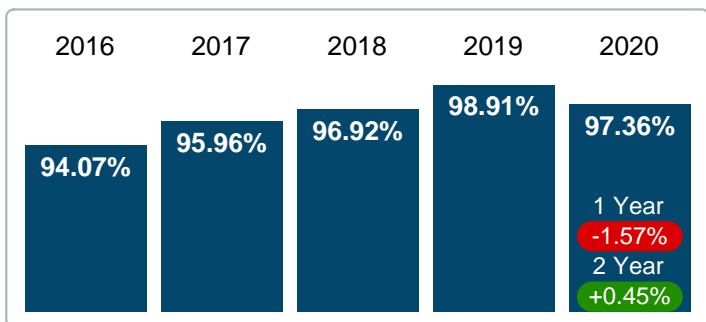
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



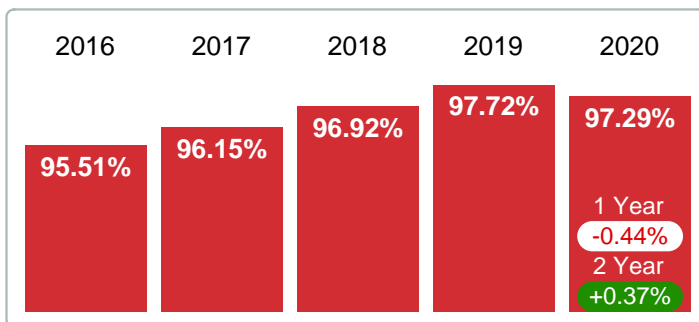
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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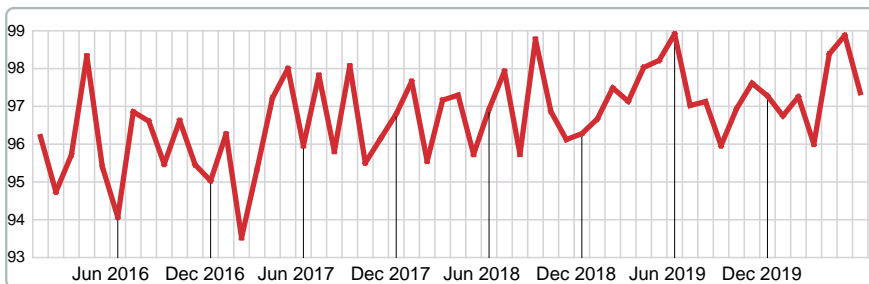
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

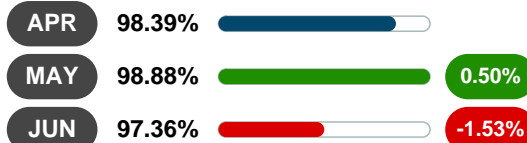


3 MONTHS

5 year JUN AVG = 96.65%

High Jun 2019 98.91% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **97.36%**
equal to 5 yr JUN average of **96.65%**



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	6	8.11%	94.02%	97.46%	90.58%	0.00%	0.00%
\$75,001 - \$100,000	10	13.51%	95.82%	95.90%	95.85%	90.00%	0.00%
\$100,001 - \$125,000	5	6.76%	100.00%	89.92%	108.23%	100.00%	0.00%
\$125,001 - \$200,000	24	32.43%	97.91%	87.15%	98.67%	97.44%	0.00%
\$200,001 - \$275,000	12	16.22%	99.07%	92.73%	99.05%	99.55%	0.00%
\$275,001 - \$375,000	7	9.46%	100.00%	93.07%	95.83%	100.00%	0.00%
\$375,001 and up	10	13.51%	92.44%	0.00%	92.56%	92.07%	96.02%
Median Sold/List Ratio		97.36%		93.59%	97.71%	99.55%	96.02%
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



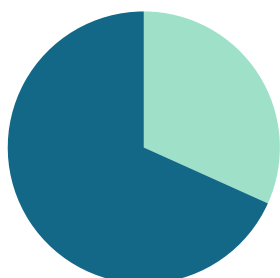
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

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

INVENTORY

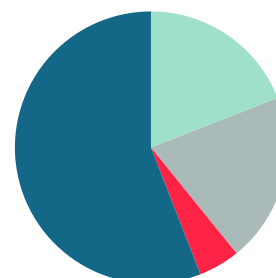


Inventory
 New Listings
99 = 31.73%
 Start Inventory
213
 Total Inventory Units
312
 Volume
\$83,474,045

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%
Median List Price	164,900	172,500	4.61%	159,000	169,900	6.86%
Median Sale Price	159,500	170,750	7.05%	155,500	166,150	6.85%
Median Percent of Selling Price to List Price	98.91%	97.36%	-1.57%	97.72%	97.29%	-0.44%
Median Days on Market to Sale	34.00	22.00	-35.29%	38.50	22.00	-42.86%
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

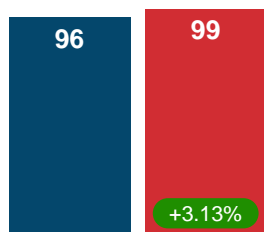
Inventory on June 30, 2020 = **217**

2019 **2020**

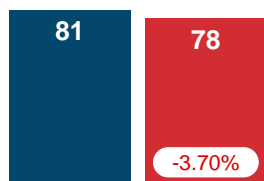
JUNE MARKET

MEDIAN PRICES

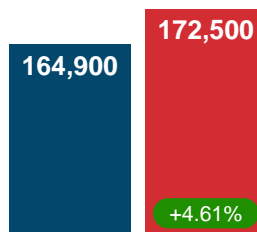
New Listings



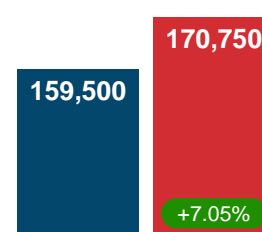
Pending Listings



List Price



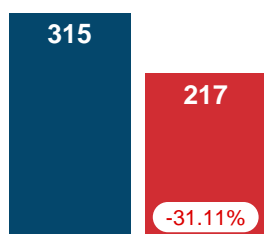
Sale Price



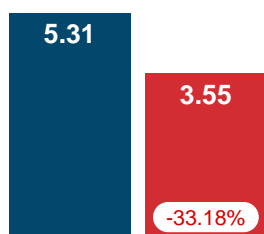
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

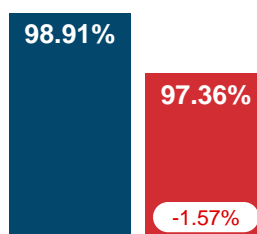
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

