

August 2019



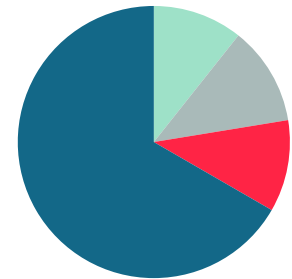
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	76	90	18.42%
Pending Listings	83	99	19.28%
New Listings	172	146	-15.12%
Average List Price	126,034	171,012	35.69%
Average Sale Price	117,475	161,598	37.56%
Average Percent of Selling Price to List Price	93.26%	93.45%	0.20%
Average Days on Market to Sale	56.41	53.10	-5.86%
End of Month Inventory	697	562	-19.37%
Months Supply of Inventory	9.98	7.61	-23.74%



■ Closed (10.68%)
■ Pending (11.74%)
■ Other OffMarket (10.91%)
■ Active (66.67%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of August 31, 2019 = **562**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **19.37%** to 562 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **7.61** 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 **37.56%** in August 2019 to \$161,598 versus the previous year at \$117,475.

Average Days on Market Shortens

The average number of **53.10** days that homes spent on the market before selling decreased by 3.31 days or **5.86%** in August 2019 compared to last year's same month at **56.41** DOM.

Sales Success for August 2019 is Positive

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

There were 146 New Listings in August 2019, down **15.12%** from last year at 172. Furthermore, there were 90 Closed Listings this month versus last year at 76, a **18.42%** increase.

Closed versus Listed trends yielded a **61.6%** ratio, up from previous year's, August 2018, at **44.2%**, a **39.51%** 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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Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

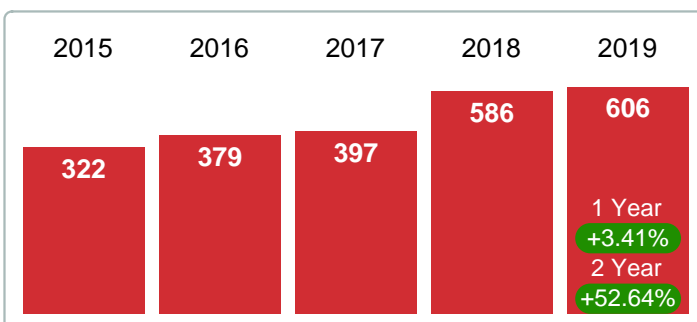
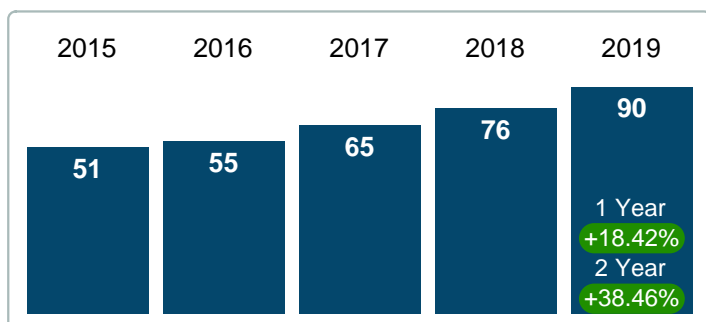


CLOSED LISTINGS

Report produced on Sep 11, 2019 for MLS Technology Inc.

AUGUST

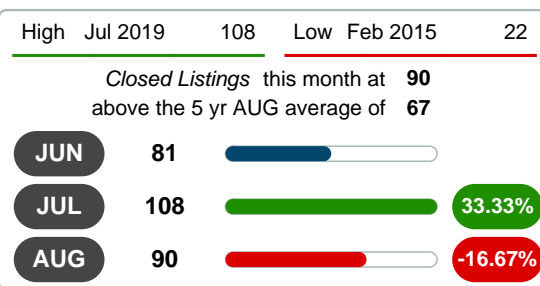
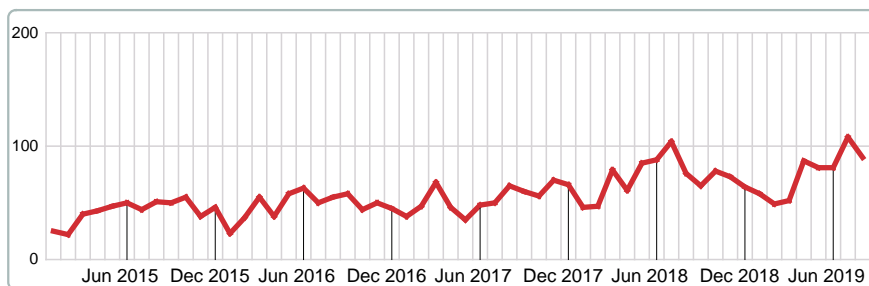
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year AUG AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.22%	65.5	2	0	0	0
\$25,001 - \$50,000	9	10.00%	63.0	5	4	0	0
\$50,001 - \$100,000	18	20.00%	47.2	5	13	0	0
\$100,001 - \$150,000	20	22.22%	46.4	6	12	2	0
\$150,001 - \$200,000	20	22.22%	42.3	1	15	4	0
\$200,001 - \$325,000	11	12.22%	62.9	2	5	4	0
\$325,001 and up	10	11.11%	76.6	1	5	3	1
Total Closed Units	90			22	54	13	1
Total Closed Volume	14,543,849	100%	53.1	2.23M	8.56M	3.30M	460.00K
Average Closed Price	\$161,598			\$101,241	\$158,484	\$253,723	\$460,000

August 2019



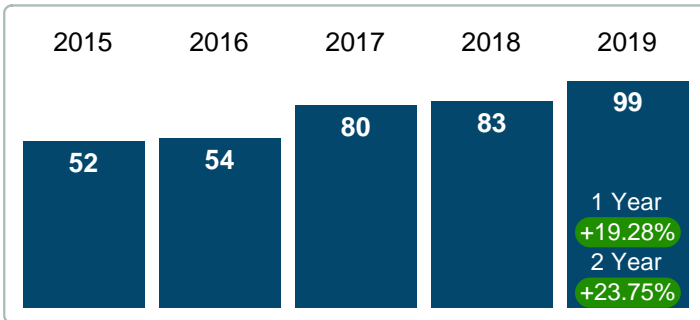
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



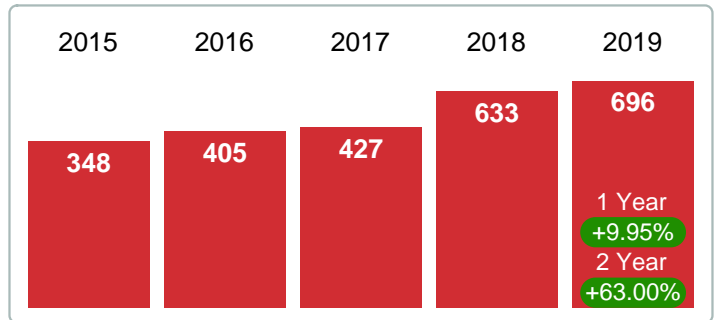
PENDING LISTINGS

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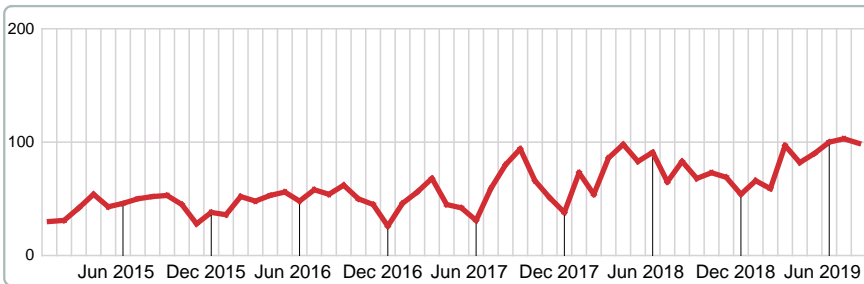
AUGUST



YEAR TO DATE (YTD)

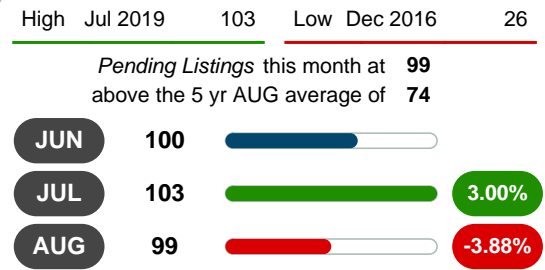


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.05%	38.4	5	0	0	0
\$25,001 - \$75,000	17	17.17%	80.8	11	5	0	1
\$75,001 - \$100,000	10	10.10%	55.4	2	7	0	1
\$100,001 - \$150,000	23	23.23%	69.8	10	12	1	0
\$150,001 - \$225,000	23	23.23%	84.0	5	17	1	0
\$225,001 - \$325,000	12	12.12%	80.9	3	7	2	0
\$325,001 and up	9	9.09%	92.9	1	5	3	0
Total Pending Units	99			37	53	7	2
Total Pending Volume	17,316,510	100%	121.7	5.77M	9.30M	2.07M	169.00K
Average Listing Price	\$165,950			\$156,049	\$175,502	\$296,014	\$84,500

August 2019



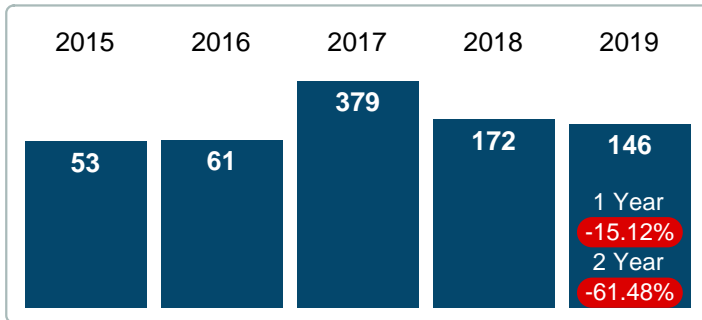
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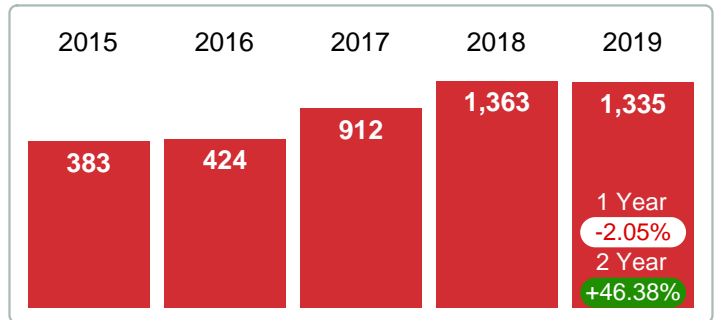
NEW LISTINGS

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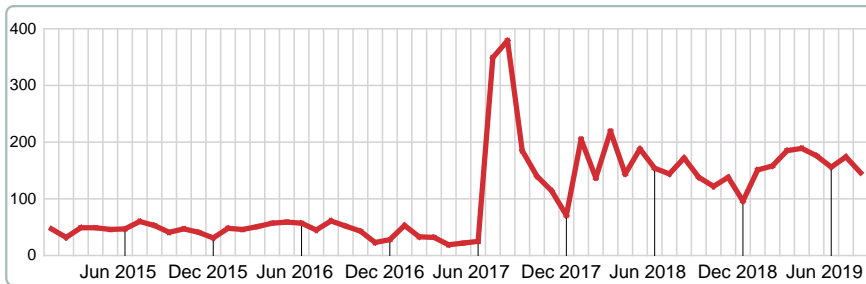
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

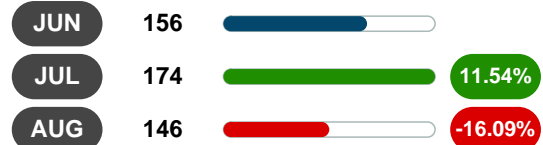


3 MONTHS

5 year AUG AVG = 162

High Aug 2017 379 Low Apr 2017 19

New Listings this month at 146
below the 5 yr AUG average of 162



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	7.53%	11	0	0	0
\$20,001 - \$50,000	17	11.64%	16	1	0	0
\$50,001 - \$120,000	24	16.44%	10	12	1	1
\$120,001 - \$190,000	38	26.03%	12	19	6	1
\$190,001 - \$290,000	21	14.38%	3	15	3	0
\$290,001 - \$520,000	20	13.70%	4	9	4	3
\$520,001 and up	15	10.27%	6	4	4	1
Total New Listed Units	146		62	60	18	6
Total New Listed Volume	33,788,200	100%	10.44M	13.98M	5.56M	3.82M
Average New Listed Listing Price	\$148,000		\$168,394	\$232,932	\$308,694	\$635,900

August 2019



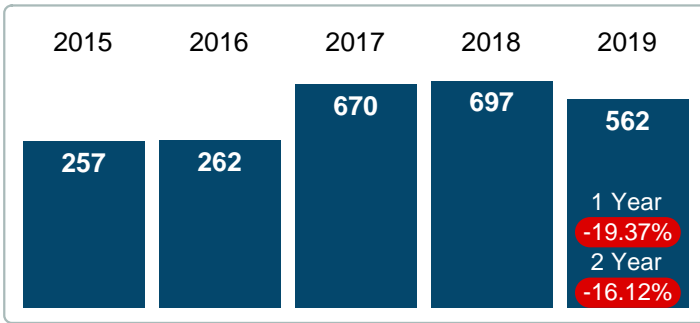
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



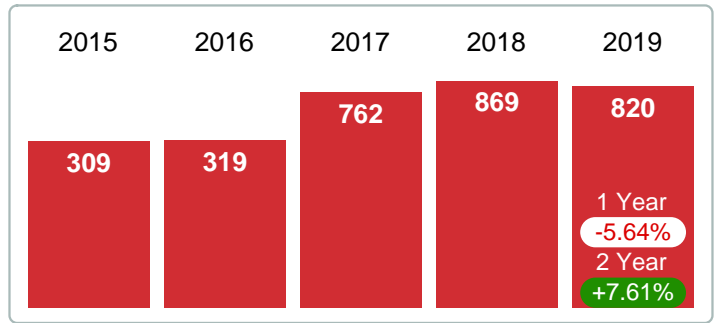
ACTIVE INVENTORY

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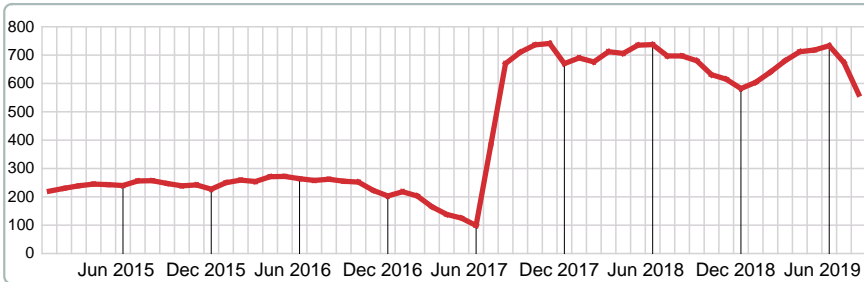
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

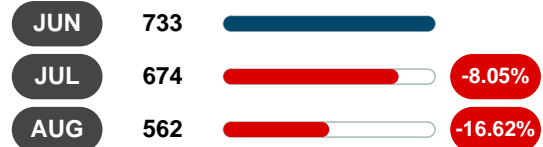


3 MONTHS

5 year AUG AVG = 490

High Nov 2017 741 Low Jun 2017 99

Inventory this month at **562**
above the 5 yr AUG average of **490**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	56	9.96%	133.4	56	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	129	22.95%	144.6	117	12	0	0
\$75,001 - \$175,000	145	25.80%	82.8	64	62	16	3
\$175,001 - \$275,000	88	15.66%	81.5	24	43	19	2
\$275,001 - \$500,000	86	15.30%	86.5	26	31	17	12
\$500,001 and up	58	10.32%	85.5	28	10	13	7
Total Active Inventory by Units	562			315	158	65	24
Total Active Inventory by Volume	129,042,618	100%	102.7	58.31M	35.35M	22.06M	13.31M
Average Active Inventory Listing Price	\$229,613			\$185,111	\$223,759	\$339,453	\$554,767

August 2019



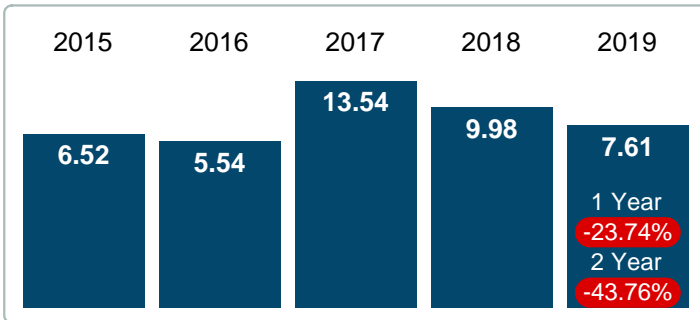
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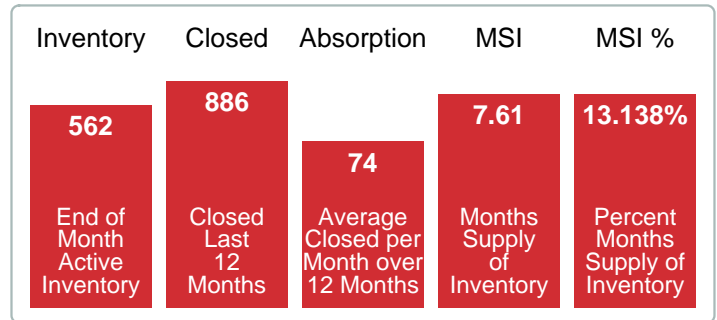
MONTHS SUPPLY of INVENTORY (MSI)

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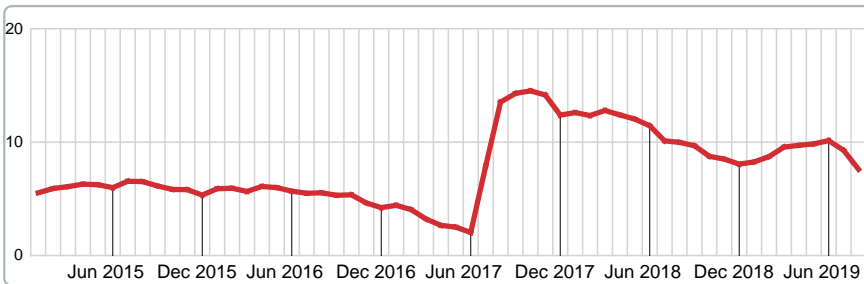
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

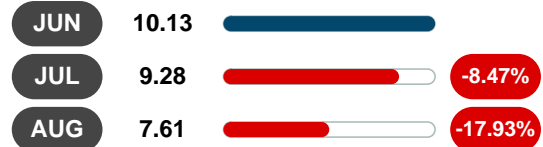


3 MONTHS

5 year AUG AVG = 8.64

High Oct 2017 14.53 Low Jun 2017 2.03

Months Supply this month at 7.61 below the 5 yr AUG average of 8.64



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
\$20,000 and less	36	6.41%	13.94	13.94	0.00	0.00	0.00
\$20,001 - \$40,000	82	14.59%	15.14	20.50	0.00	0.00	0.00
\$40,001 - \$80,000	78	13.88%	7.15	10.26	3.93	0.00	0.00
\$80,001 - \$190,000	147	26.16%	4.43	8.82	3.13	3.80	4.00
\$190,001 - \$290,000	82	14.59%	6.00	15.79	4.61	4.98	4.80
\$290,001 - \$520,000	81	14.41%	13.50	21.43	12.46	8.73	15.60
\$520,001 and up	56	9.96%	26.88	27.00	24.00	26.00	36.00
Market Supply of Inventory (MSI)			7.61	13.70	4.20	5.74	12.52
Total Active Inventory by Units		100%	7.61	315	158	65	24

August 2019



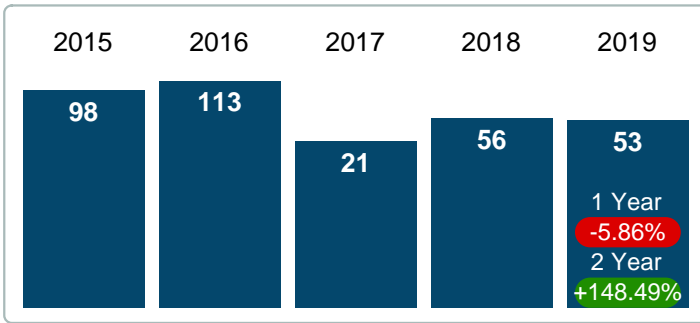
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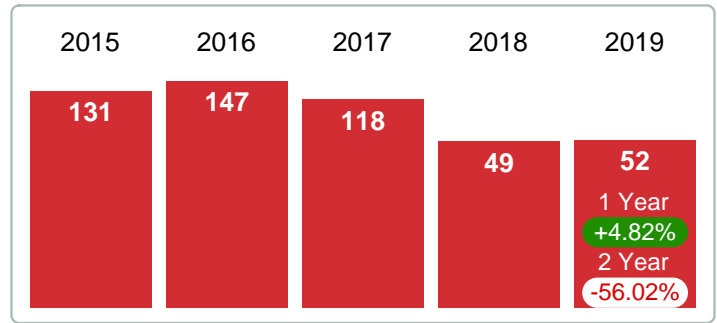
AVERAGE DAYS ON MARKET TO SALE

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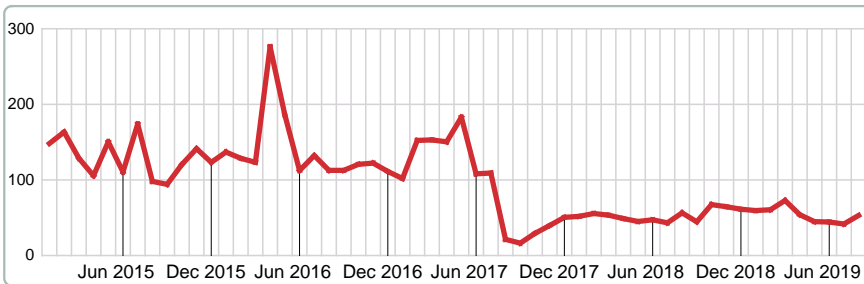
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 68

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 53 below the 5 yr AUG average of 68



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
\$25,000 and less	2.22%	66	66	0	0	0
\$25,001 - \$50,000	10.00%	63	85	36	0	0
\$50,001 - \$100,000	20.00%	47	47	47	0	0
\$100,001 - \$150,000	22.22%	46	90	27	35	0
\$150,001 - \$200,000	22.22%	42	34	43	43	0
\$200,001 - \$325,000	12.22%	63	71	69	52	0
\$325,001 and up	11.11%	77	61	63	128	6
Average Closed DOM		53	71	44	64	6
Total Closed Units	100%	53	22	54	13	1
Total Closed Volume		14,543,849	2.23M	8.56M	3.30M	460.00K

August 2019



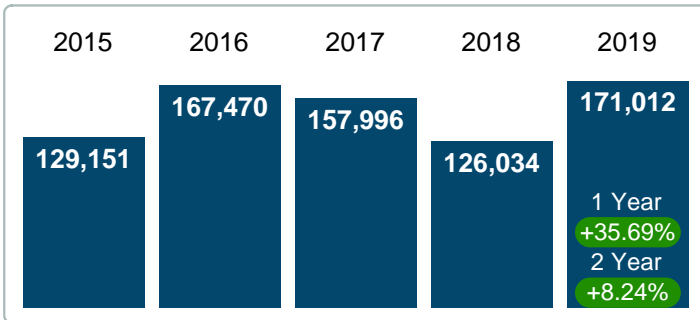
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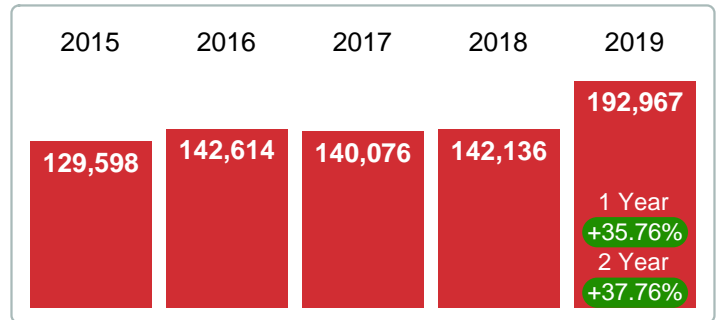
AVERAGE LIST PRICE AT CLOSING

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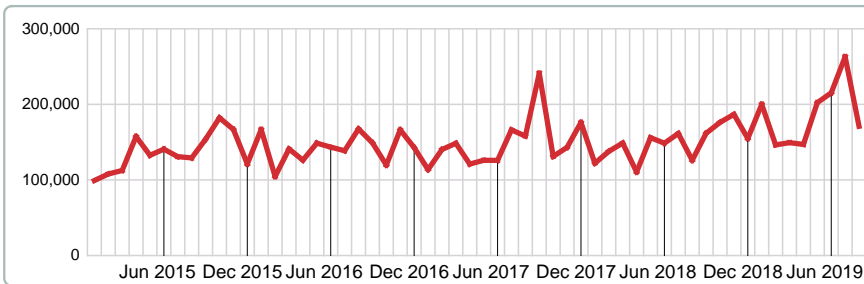
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

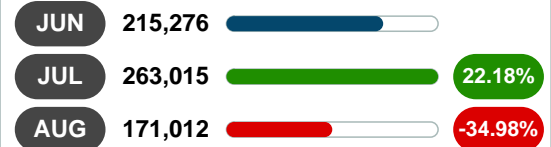


3 MONTHS

5 year AUG AVG = 150,333

High Jul 2019 263,015 Low Jan 2015 99,190

Average List Price at Closing this month at **171,012** above the 5 yr AUG average of **150,333**



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
\$25,000 and less	2	2.22%	10,000	10,000	0	0	0
\$25,001 - \$50,000	6	6.67%	41,175	43,130	53,425	0	0
\$50,001 - \$100,000	19	21.11%	73,263	75,861	81,108	0	0
\$100,001 - \$150,000	20	22.22%	130,480	134,983	136,308	147,250	0
\$150,001 - \$200,000	20	22.22%	173,550	155,000	176,140	189,850	0
\$200,001 - \$325,000	12	13.33%	259,500	279,100	282,760	263,000	0
\$325,001 and up	11	12.22%	412,491	369,500	412,000	446,300	419,000
Average List Price			171,012	113,980	167,031	264,985	419,000
Total Closed Units		100%	171,012	22	54	13	1
Total Closed Volume			15,391,054	2.51M	9.02M	3.44M	419.00K

August 2019



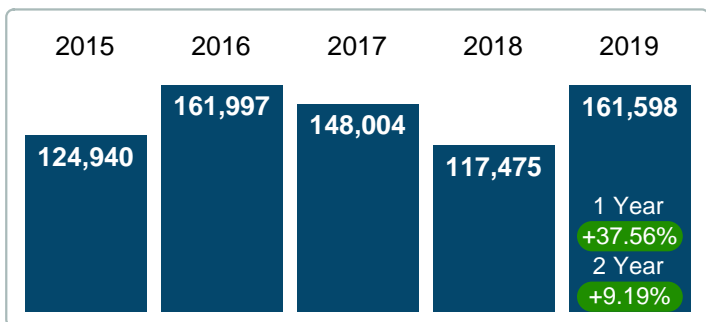
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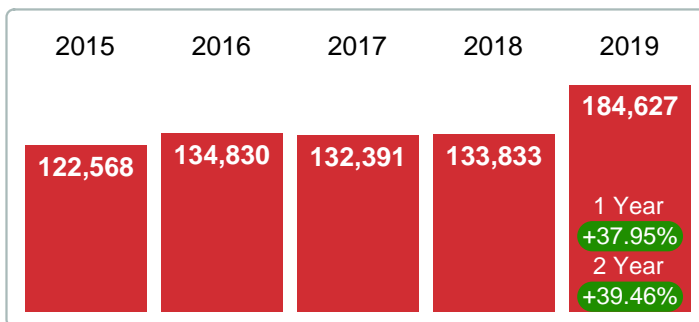
AVERAGE SOLD PRICE AT CLOSING

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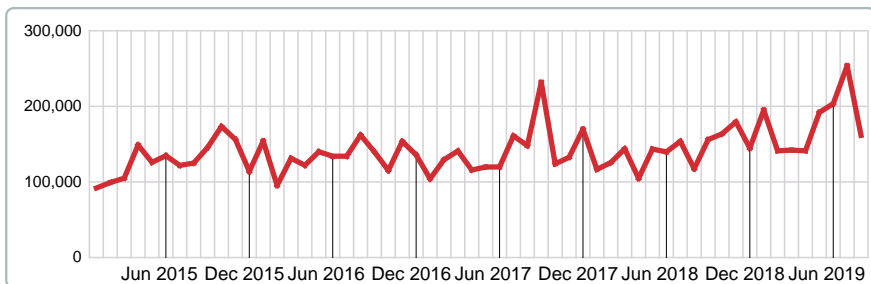
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

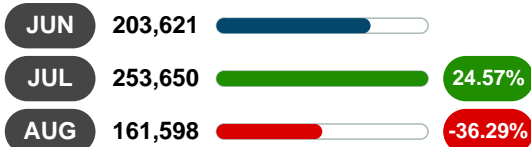


3 MONTHS

5 year AUG AVG = 142,803

High Jul 2019 253,650 Low Jan 2015 91,928

Average Sold Price at Closing this month at **161,598** above the 5 yr AUG average of **142,803**



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
\$25,000 and less	2.22%	6,750	6,750	0	0	0
\$25,001 - \$50,000	10.00%	41,222	39,200	43,750	0	0
\$50,001 - \$100,000	20.00%	73,672	70,800	74,777	0	0
\$100,001 - \$150,000	22.22%	128,440	117,250	132,158	139,700	0
\$150,001 - \$200,000	22.22%	171,238	155,000	170,283	178,875	0
\$200,001 - \$325,000	12.22%	253,291	234,150	263,380	250,250	0
\$325,001 and up	11.11%	405,350	337,000	390,800	434,167	460,000
Average Sold Price		161,598	101,241	158,484	253,723	460,000
Total Closed Units	100%	90	22	54	13	1
Total Closed Volume		14,543,849	2.23M	8.56M	3.30M	460.00K

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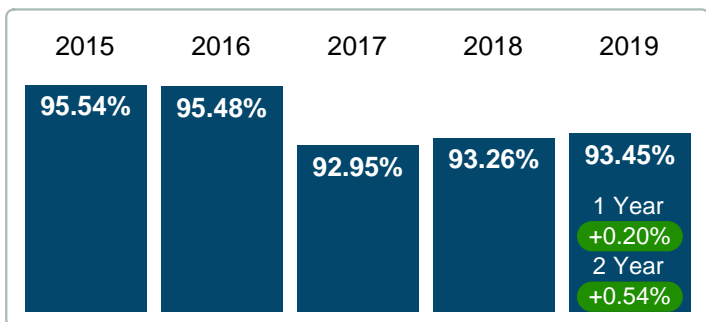
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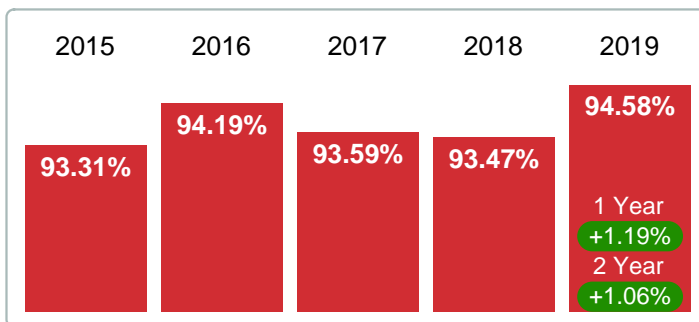
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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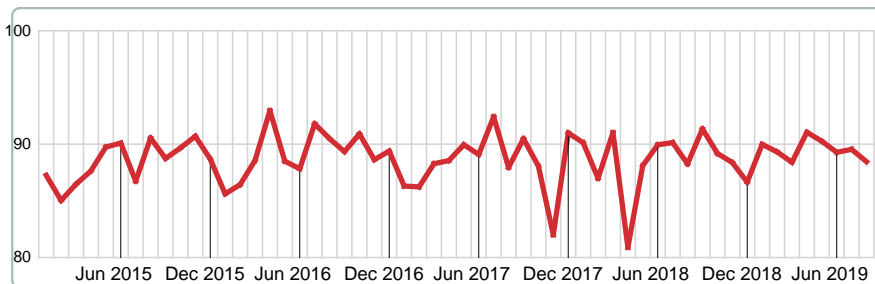
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

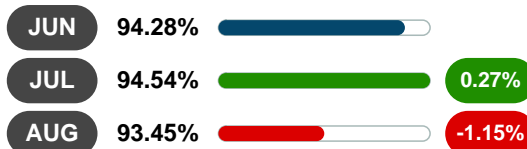


3 MONTHS

5 year AUG AVG = 94.14%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **93.45%**
below the 5 yr AUG average of **94.14%**



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
\$25,000 and less	2	2.22%	68.33%	68.33%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	9	10.00%	87.89%	91.16%	83.80%	0.00%	0.00%
\$50,001 - \$100,000	18	20.00%	92.97%	93.59%	92.73%	0.00%	0.00%
\$100,001 - \$150,000	20	22.22%	94.43%	88.90%	97.04%	95.42%	0.00%
\$150,001 - \$200,000	20	22.22%	96.66%	100.00%	97.03%	94.44%	0.00%
\$200,001 - \$325,000	11	12.22%	92.68%	83.91%	94.02%	95.40%	0.00%
\$325,001 and up	10	11.11%	96.80%	91.20%	94.85%	97.57%	109.79%
Average Sold/List Ratio		93.50%		88.76%	94.54%	95.61%	109.79%
Total Closed Units		90	100%	22	54	13	1
Total Closed Volume		14,543,849		2.23M	8.56M	3.30M	460.00K

August 2019



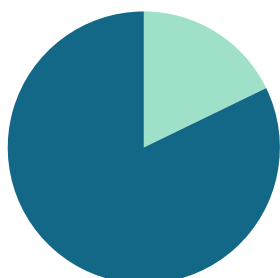
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

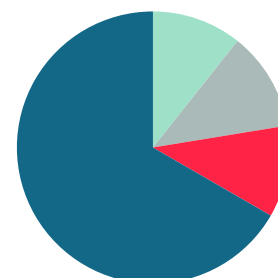


Inventory
 New Listings
146 = 17.80%
 Start Inventory
674
 Total Inventory Units
820
 Volume
\$190,406,270

Market Activity

Closed Sales
90 = 10.68%
 Pending Sales
99 = 11.74%
 Other Off Market
92 = 10.91%
 Active Inventory
562 = 66.67%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	76	90	18.42%	586	606	3.41%
Pending Sales	83	99	19.28%	633	696	9.95%
New Listings	172	146	-15.12%	1,363	1,335	-2.05%
Average List Price	126,034	171,012	35.69%	142,136	192,967	35.76%
Average Sale Price	117,475	161,598	37.56%	133,833	184,627	37.95%
Average Percent of Selling Price to List Price	93.26%	93.45%	0.20%	93.47%	94.58%	1.19%
Average Days on Market to Sale	56.41	53.10	-5.86%	49.44	51.83	4.82%
Monthly Inventory	697	562	-19.37%	697	562	-19.37%
Months Supply of Inventory	9.98	7.61	-23.74%	9.98	7.61	-23.74%

Absorption: Last 12 months, an Average of **74** Sales/Month

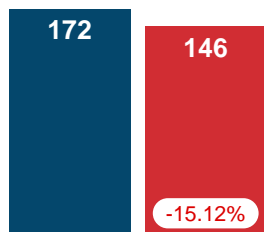
Inventory on August 31, 2019 = **562**

2018 **2019**

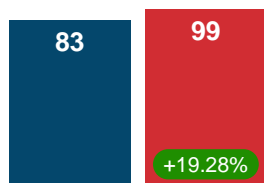
AUGUST MARKET

AVERAGE PRICES

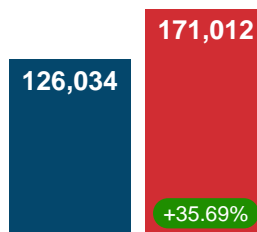
New Listings



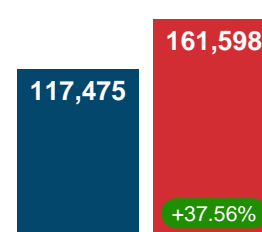
Pending Listings



List Price



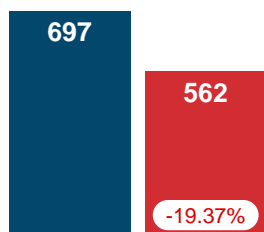
Sale Price



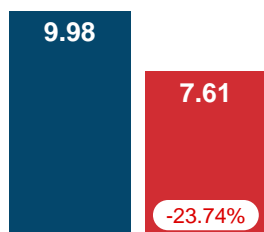
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

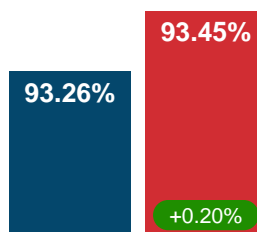
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

