

# August 2019



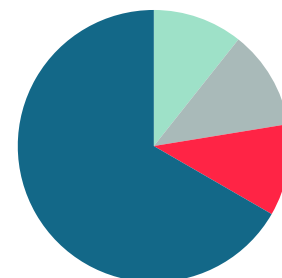
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## 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%
Median List Price	129,700	149,250	15.07%
Median Sale Price	110,500	145,000	31.22%
Median Percent of Selling Price to List Price	95.03%	96.58%	1.64%
Median Days on Market to Sale	41.50	37.50	-9.64%
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.

#### 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 **31.22%** in August 2019 to \$145,000 versus the previous year at \$110,500.

#### Median Days on Market Shortens

The median number of **37.50** days that homes spent on the market before selling decreased by 4.00 days or **9.64%** in August 2019 compared to last year's same month at **41.50** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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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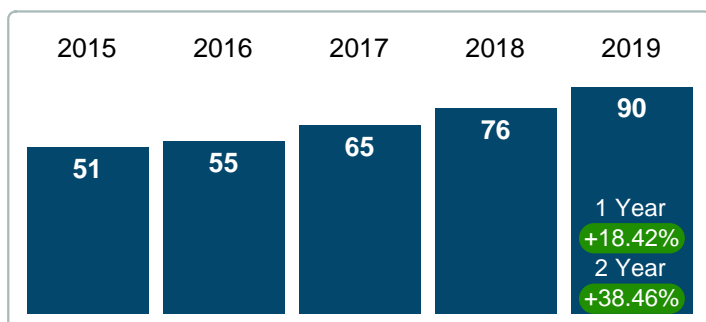
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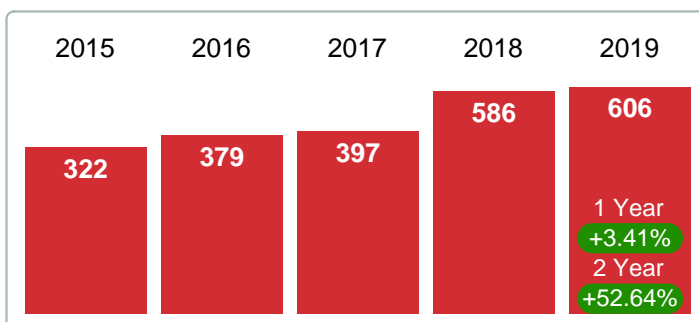
## CLOSED LISTINGS

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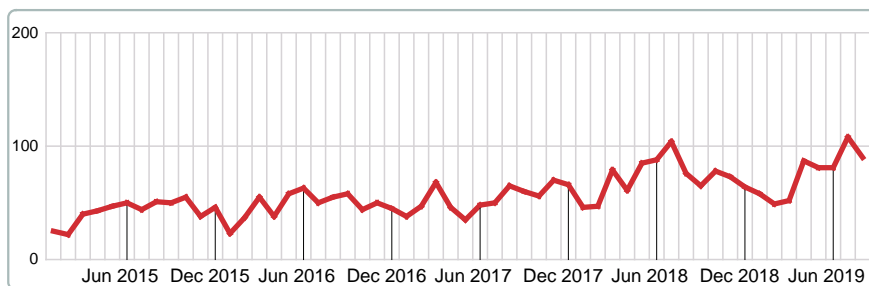
### AUGUST



### YEAR TO DATE (YTD)

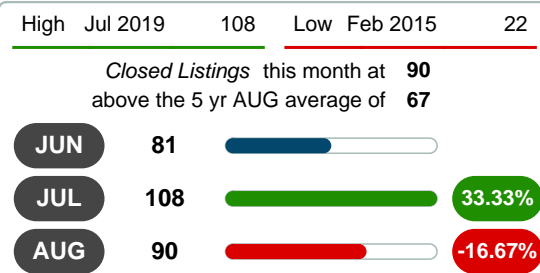


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	6.67%	41.5	5	1	0	0
\$40,001 - \$70,000	13	14.44%	39.0	5	8	0	0
\$70,001 - \$110,000	14	15.56%	58.5	5	9	0	0
\$110,001 - \$160,000	23	25.56%	9.0	4	16	3	0
\$160,001 - \$210,000	13	14.44%	8.0	0	10	3	0
\$210,001 - \$330,000	13	14.44%	49.0	2	6	5	0
\$330,001 and up	8	8.89%	67.5	1	4	2	1
<b>Total Closed Units</b>	<b>90</b>			<b>22</b>	<b>54</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,543,849</b>	<b>100%</b>	<b>37.5</b>	<b>2.23M</b>	<b>8.56M</b>	<b>3.30M</b>	<b>460.00K</b>
<b>Median Closed Price</b>	<b>\$145,000</b>			<b>\$84,750</b>	<b>\$146,500</b>	<b>\$210,500</b>	<b>\$460,000</b>

# August 2019



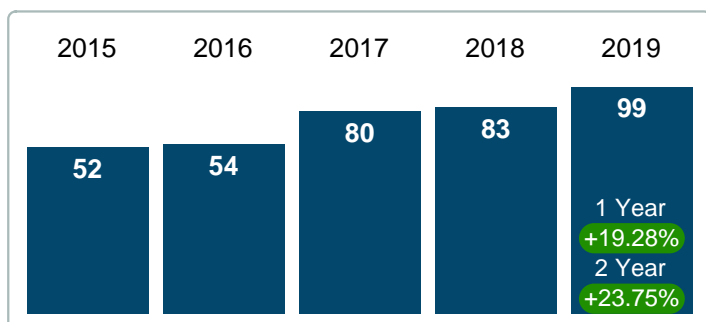
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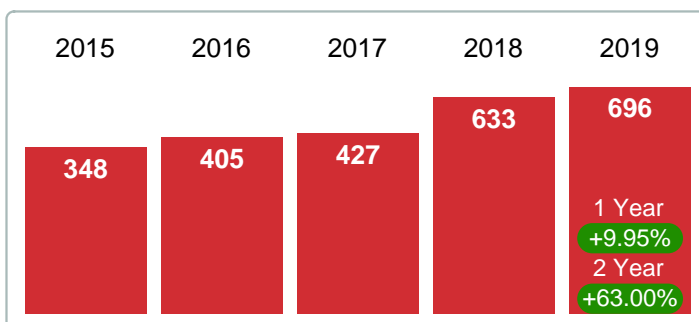
## PENDING LISTINGS

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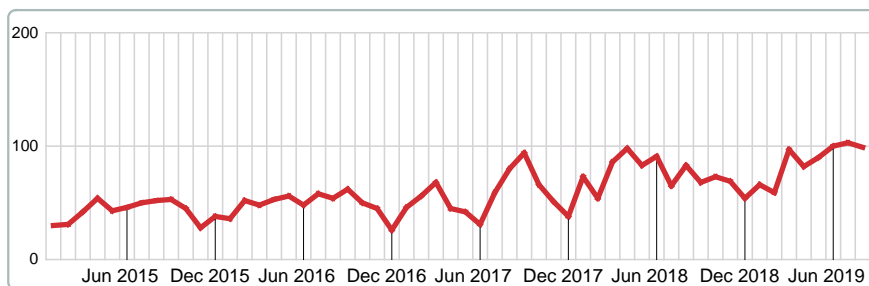
### AUGUST



### YEAR TO DATE (YTD)

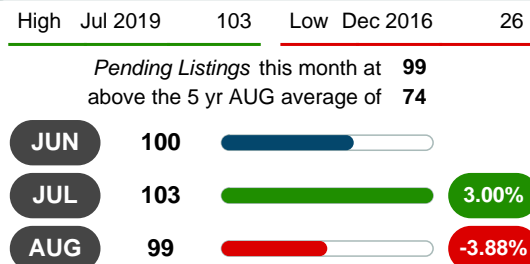


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 74



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<b>9</b>	9.09%	12.0	9	0	0	0
\$40,001 - \$70,000	<b>10</b>	10.10%	70.0	5	4	0	1
\$70,001 - \$110,000	<b>17</b>	17.17%	50.0	5	11	0	1
\$110,001 - \$170,000	<b>25</b>	25.25%	56.0	10	14	1	0
\$170,001 - \$220,000	<b>15</b>	15.15%	36.0	4	10	1	0
\$220,001 - \$320,000	<b>13</b>	13.13%	77.0	3	8	2	0
\$320,001 and up	<b>10</b>	10.10%	105.5	1	6	3	0
<b>Total Pending Units</b>	<b>99</b>			<b>37</b>	<b>53</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,316,510</b>	<b>100%</b>	<b>66.0</b>	<b>5.77M</b>	<b>9.30M</b>	<b>2.07M</b>	<b>169.00K</b>
<b>Median Listing Price</b>	<b>\$139,900</b>			<b>\$109,900</b>	<b>\$159,900</b>	<b>\$299,900</b>	<b>\$84,500</b>

# August 2019



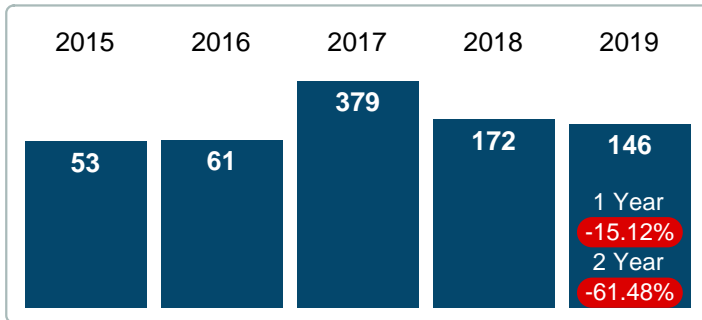
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



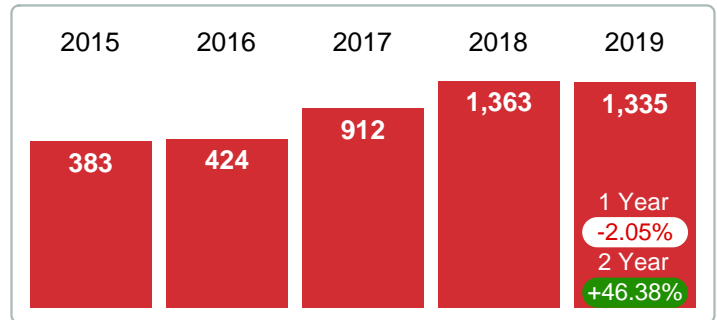
## NEW LISTINGS

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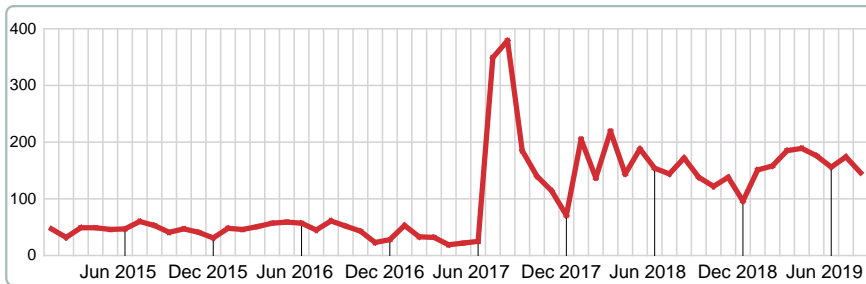
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

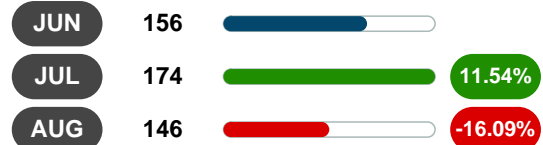


### 3 MONTHS

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
\$25,000 and less	18	12.33%	18	0	0	0
\$25,001 - \$50,000	10	6.85%	9	1	0	0
\$50,001 - \$125,000	29	19.86%	11	15	2	1
\$125,001 - \$175,000	28	19.18%	11	13	3	1
\$175,001 - \$275,000	25	17.12%	3	17	5	0
\$275,001 - \$525,000	22	15.07%	5	10	4	3
\$525,001 and up	14	9.59%	5	4	4	1
<b>Total New Listed Units</b>	<b>146</b>		<b>62</b>	<b>60</b>	<b>18</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>33,788,200</b>	<b>100%</b>	<b>10.44M</b>	<b>13.98M</b>	<b>5.56M</b>	<b>3.82M</b>
<b>Median New Listed Listing Price</b>	<b>\$155,000</b>		<b>\$57,450</b>	<b>\$182,250</b>	<b>\$248,950</b>	<b>\$434,450</b>

# August 2019



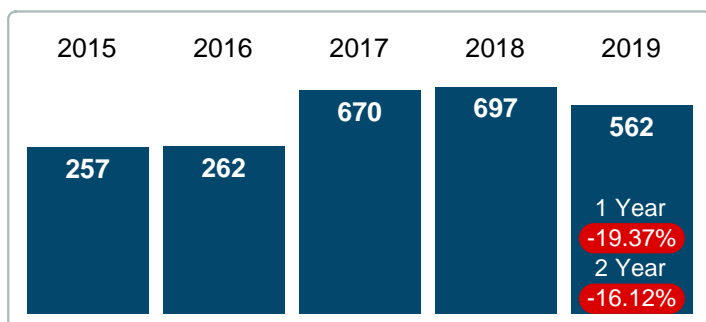
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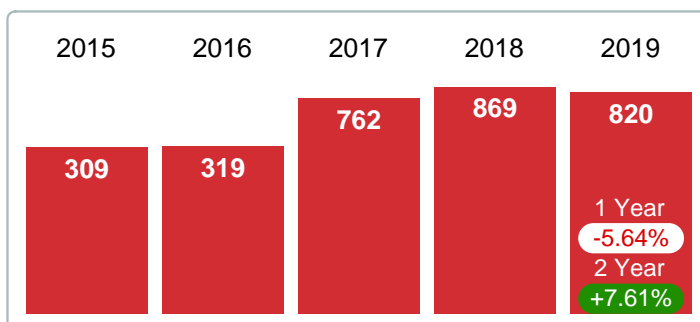
## ACTIVE INVENTORY

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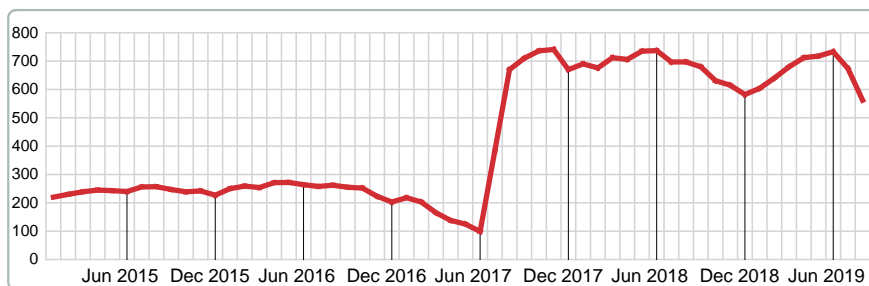
### END OF AUGUST



### ACTIVE DURING AUGUST

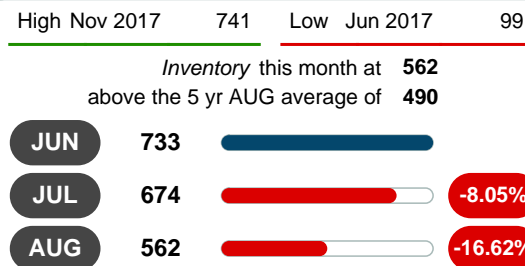


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 490



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	6.41%	77.0	36	0	0	0
\$20,001 - \$40,000	82	14.59%	124.0	82	0	0	0
\$40,001 - \$80,000	78	13.88%	80.0	59	18	0	1
\$80,001 - \$190,000	147	26.16%	62.0	61	65	19	2
\$190,001 - \$290,000	82	14.59%	76.5	25	38	17	2
\$290,001 - \$520,000	81	14.41%	87.0	25	27	16	13
\$520,001 and up	56	9.96%	68.0	27	10	13	6
Total Active Inventory by Units		562		315	158	65	24
Total Active Inventory by Volume		129,042,618	100%	58.31M	35.35M	22.06M	13.31M
Median Active Inventory Listing Price		\$140,200		\$55,700	\$180,200	\$259,900	\$456,750

# August 2019



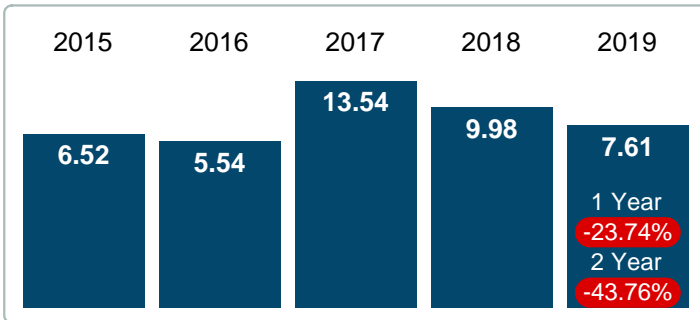
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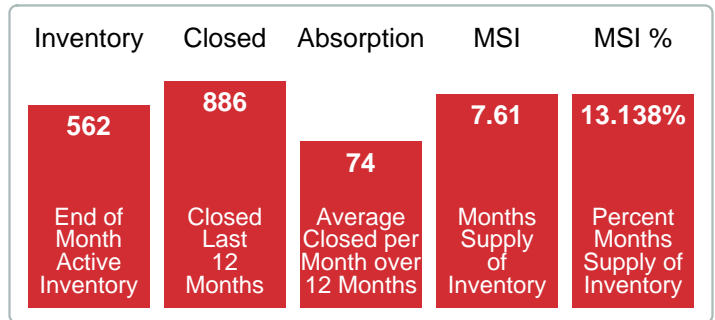
## MONTHS SUPPLY of INVENTORY (MSI)

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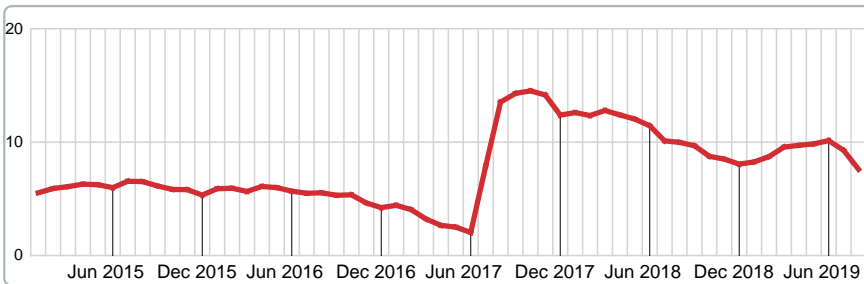
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019

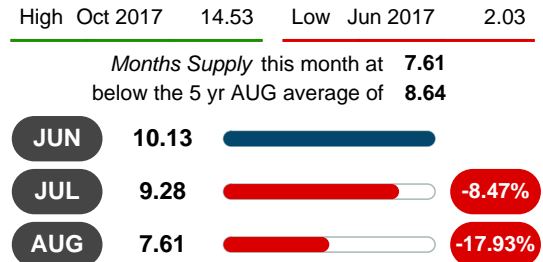


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 8.64



### 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



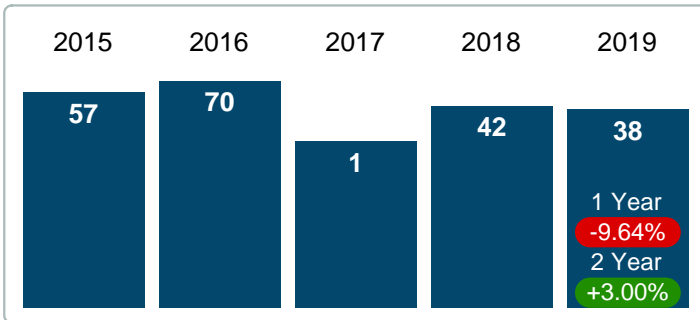
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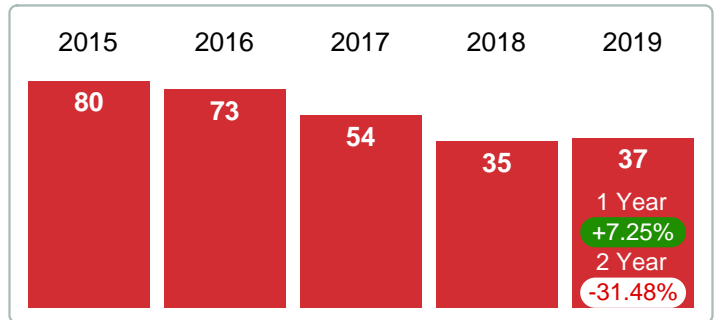
## MEDIAN DAYS ON MARKET TO SALE

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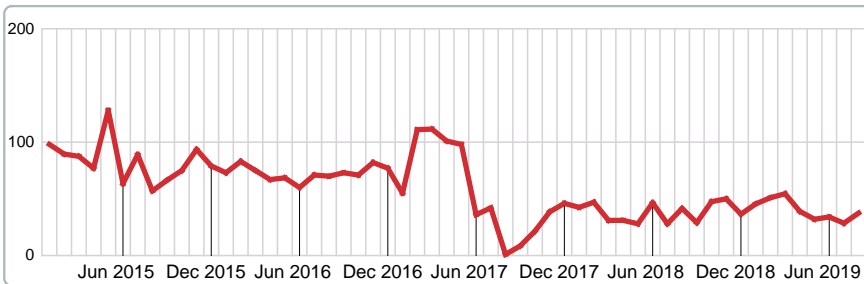
### AUGUST



### YEAR TO DATE (YTD)

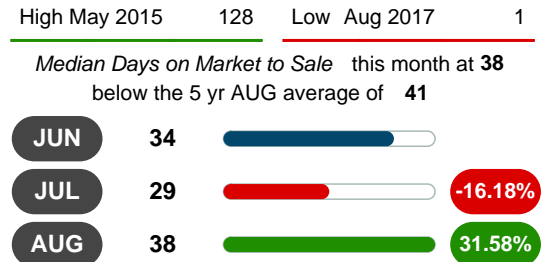


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 41



### 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
\$40,000 and less	6.67%	42	42	29	0	0
\$40,001 - \$70,000	14.44%	39	39	38	0	0
\$70,001 - \$110,000	15.56%	59	84	30	0	0
\$110,001 - \$160,000	25.56%	9	49	8	44	0
\$160,001 - \$210,000	14.44%	8	0	11	2	0
\$210,001 - \$330,000	14.44%	49	71	32	49	0
\$330,001 and up	8.89%	68	61	60	143	6
Median Closed DOM		38	62	22	49	6
Total Closed Units	100%	90	22	54	13	1
Total Closed Volume		14,543,849	2.23M	8.56M	3.30M	460.00K

# August 2019



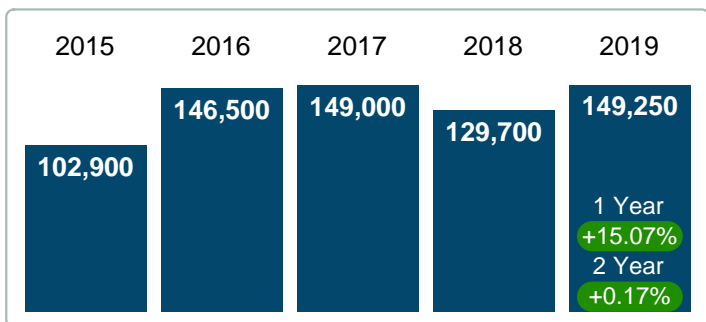
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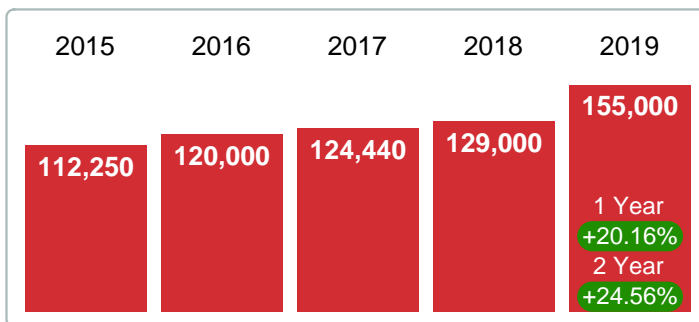
## MEDIAN LIST PRICE AT CLOSING

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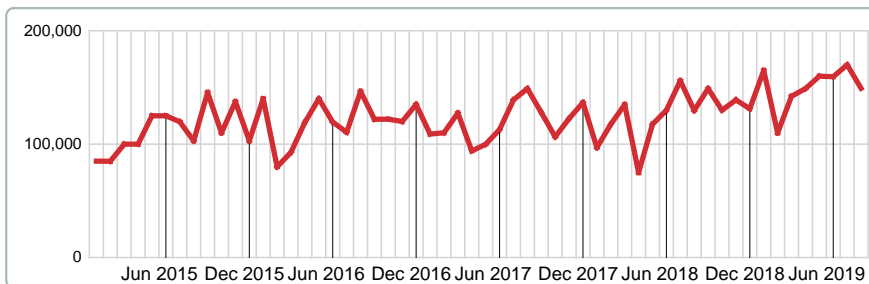
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

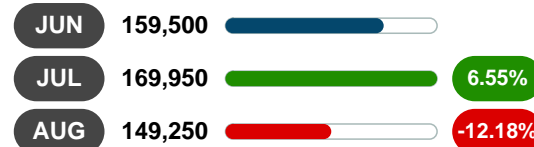


### 3 MONTHS

5 year AUG AVG = 135,470

High Jul 2019 169,950 Low Apr 2018 75,000

Median List Price at Closing this month at **149,250** above the 5 yr AUG average of **135,470**



### 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
\$40,000 and less	5.56%	34,900	26,250	34,900	0	0
\$40,001 - \$70,000	13.33%	57,450	52,500	62,000	0	0
\$70,001 - \$110,000	14.44%	87,500	88,950	87,500	0	0
\$110,001 - \$160,000	24.44%	139,000	135,000	146,500	129,500	0
\$160,001 - \$210,000	16.67%	174,500	180,000	169,000	190,000	0
\$210,001 - \$330,000	13.33%	255,750	279,100	234,900	260,750	0
\$330,001 and up	12.22%	369,500	369,500	391,500	350,000	419,000
<b>Median List Price</b>		<b>149,250</b>	<b>88,950</b>	<b>149,250</b>	<b>210,500</b>	<b>419,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,250</b>	<b>22</b>	<b>54</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>15,391,054</b>	<b>2.51M</b>	<b>9.02M</b>	<b>3.44M</b>	<b>419.00K</b>



# August 2019



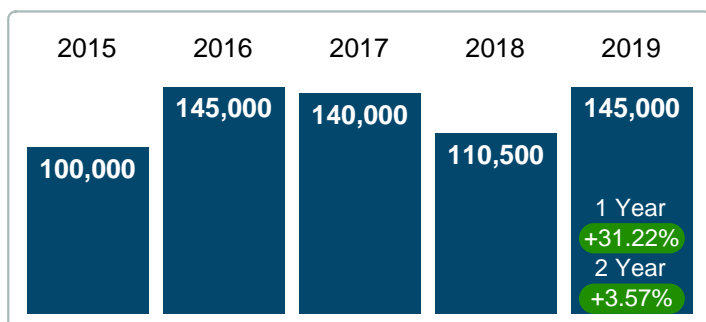
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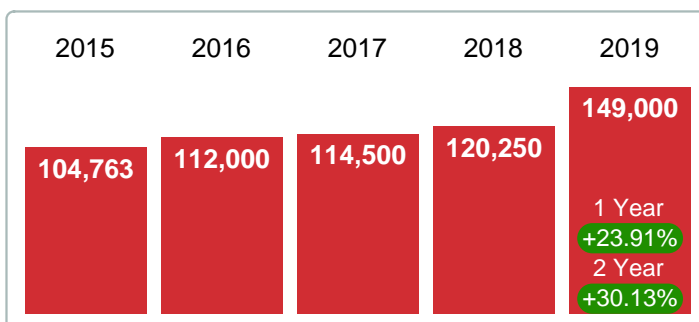
## MEDIAN SOLD PRICE AT CLOSING

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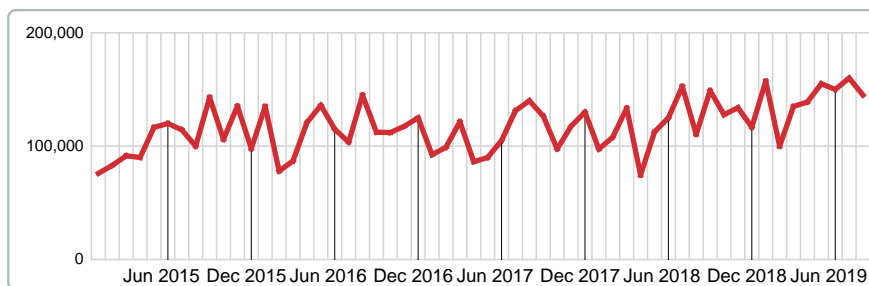
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

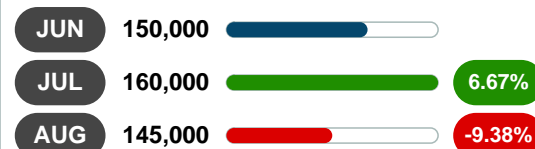


### 3 MONTHS

5 year AUG AVG = 128,100

High Jul 2019 160,000 Low Apr 2018 74,500

Median Sold Price at Closing this month at **145,000** above the 5 yr AUG average of **128,100**



### 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
\$40,000 and less	6.67%	32,250	32,500	32,000	0	0
\$40,001 - \$70,000	14.44%	54,500	56,000	54,050	0	0
\$70,001 - \$110,000	15.56%	93,500	108,500	85,000	0	0
\$110,001 - \$160,000	25.56%	145,000	127,500	145,000	149,900	0
\$160,001 - \$210,000	14.44%	179,000	0	173,750	188,000	0
\$210,001 - \$330,000	14.44%	248,300	234,150	267,000	240,500	0
\$330,001 and up	8.89%	400,000	337,000	400,000	487,250	460,000
<b>Median Sold Price</b>		<b>145,000</b>	<b>84,750</b>	<b>146,500</b>	<b>210,500</b>	<b>460,000</b>
<b>Total Closed Units</b>		<b>90</b>	<b>22</b>	<b>54</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,543,849</b>	<b>2.23M</b>	<b>8.56M</b>	<b>3.30M</b>	<b>460.00K</b>

# August 2019



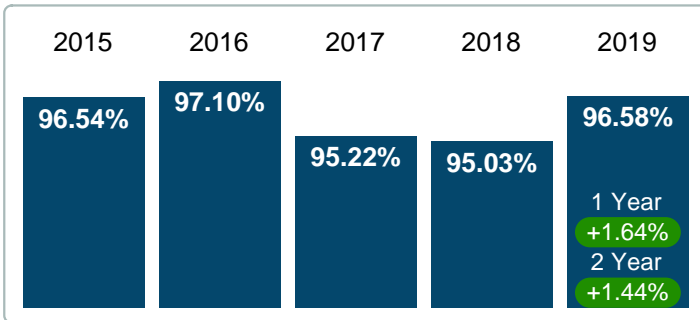
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



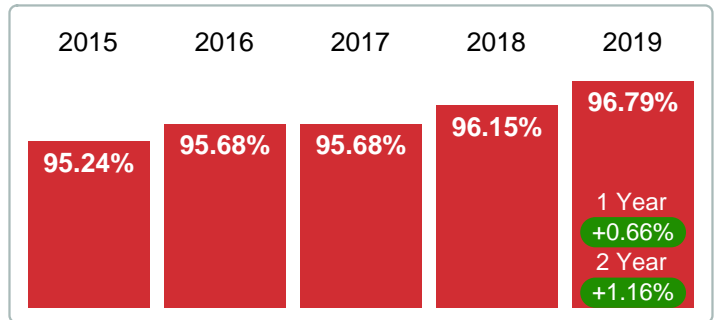
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

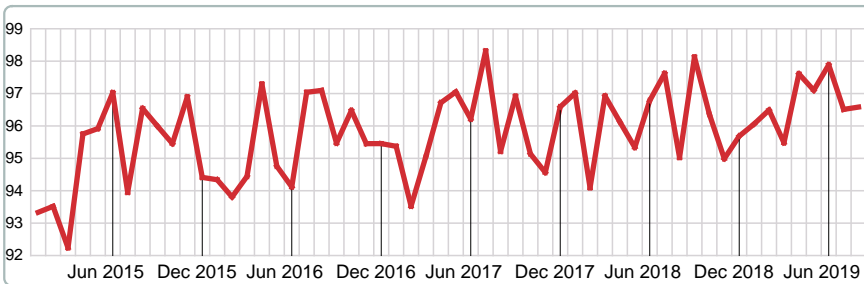
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

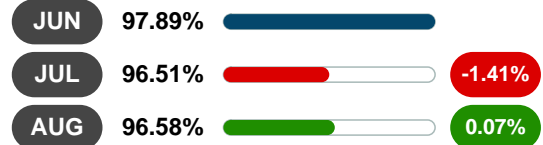


### 3 MONTHS

5 year AUG AVG = 96.09%

High Jul 2017 98.32% Low Mar 2015 92.24%

Median Sold/List Ratio this month at **96.58%**  
above the 5 yr AUG average of **96.09%**



### 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
\$40,000 and less	6	6.67%	87.78%	86.67%	91.69%	0.00%	0.00%
\$40,001 - \$70,000	13	14.44%	87.90%	98.71%	87.43%	0.00%	0.00%
\$70,001 - \$110,000	14	15.56%	95.45%	92.34%	96.67%	0.00%	0.00%
\$110,001 - \$160,000	23	25.56%	98.35%	96.30%	99.13%	90.85%	0.00%
\$160,001 - \$210,000	13	14.44%	98.95%	0.00%	98.19%	98.95%	0.00%
\$210,001 - \$330,000	13	14.44%	97.12%	83.91%	97.23%	99.18%	0.00%
\$330,001 and up	8	8.89%	96.52%	91.20%	95.86%	98.11%	109.79%
Median Sold/List Ratio		96.58%		90.63%	96.97%	98.95%	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



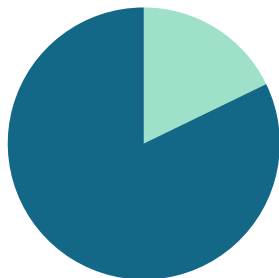
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

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

### INVENTORY

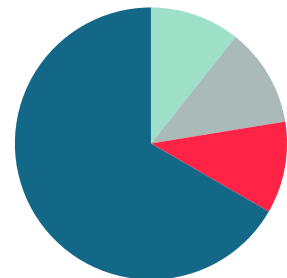


**Inventory**  
 New Listings  
**146 = 17.80%**  
 Start Inventory  
**674**  
 Total Inventory Units  
**820**  
 Volume  
**\$190,406,270**

### 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%
Median List Price	129,700	149,250	15.07%	129,000	155,000	20.16%
Median Sale Price	110,500	145,000	31.22%	120,250	149,000	23.91%
Median Percent of Selling Price to List Price	95.03%	96.58%	1.64%	96.15%	96.79%	0.66%
Median Days on Market to Sale	41.50	37.50	-9.64%	34.50	37.00	7.25%
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

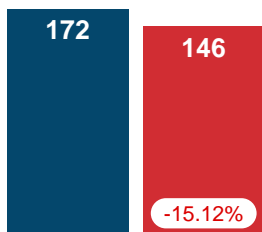
**Inventory on August 31, 2019 = 562**

**2018** **2019**

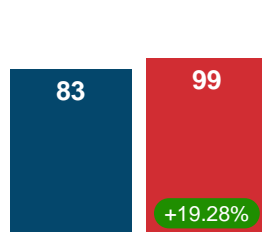
### AUGUST MARKET

### MEDIAN PRICES

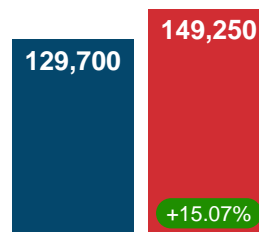
#### New Listings



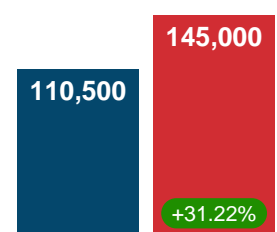
#### Pending Listings



#### List Price



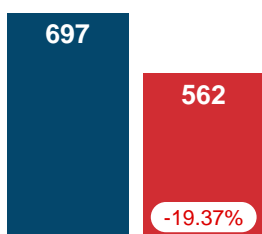
#### Sale Price



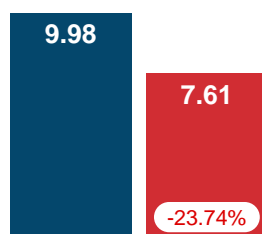
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

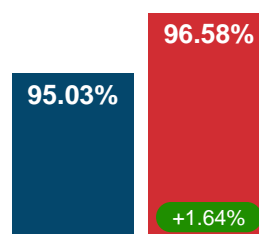
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

