

July 2019



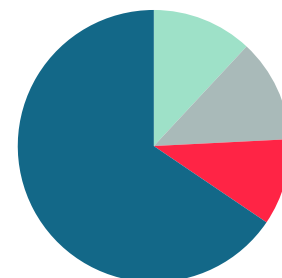
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	104	108	3.85%
Pending Listings	65	111	70.77%
New Listings	144	174	20.83%
Average List Price	161,485	263,015	62.87%
Average Sale Price	153,745	253,650	64.98%
Average Percent of Selling Price to List Price	95.14%	94.54%	-0.63%
Average Days on Market to Sale	43.27	41.69	-3.64%
End of Month Inventory	697	593	-14.92%
Months Supply of Inventory	10.11	8.16	-19.31%



■ Closed (11.93%)
■ Pending (12.27%)
■ Other OffMarket (10.28%)
■ Active (65.52%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of July 31, 2019 = **593**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **14.92%** to 593 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **8.16** 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 **64.98%** in July 2019 to \$253,650 versus the previous year at \$153,745.

Average Days on Market Shortens

The average number of **41.69** days that homes spent on the market before selling decreased by 1.57 days or **3.64%** in July 2019 compared to last year's same month at **43.27** DOM.

Sales Success for July 2019 is Positive

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

There were 174 New Listings in July 2019, up **20.83%** from last year at 144. Furthermore, there were 108 Closed Listings this month versus last year at 104, a **3.85%** increase.

Closed versus Listed trends yielded a **62.1%** ratio, down from previous year's, July 2018, at **72.2%**, a **14.06%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

July 2019



Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall

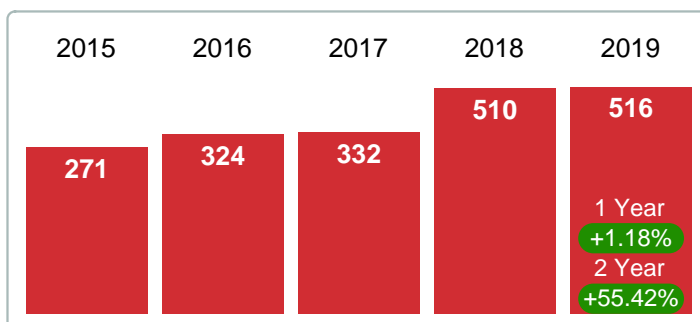
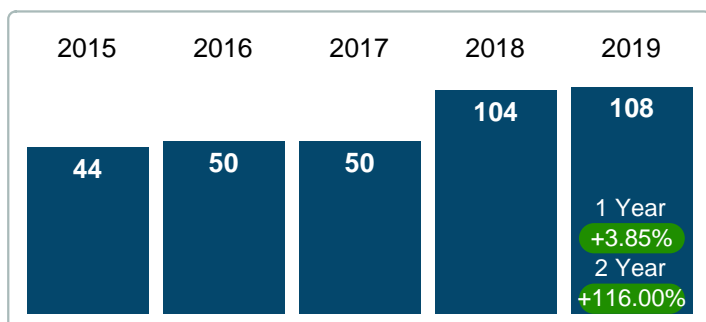


CLOSED LISTINGS

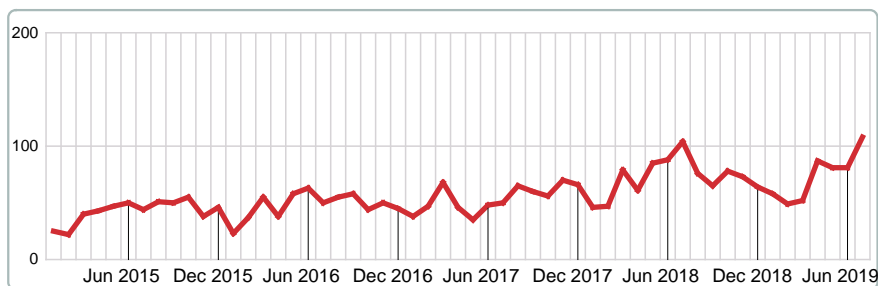
Report produced on Aug 12, 2019 for MLS Technology Inc.

JULY

YEAR TO DATE (YTD)

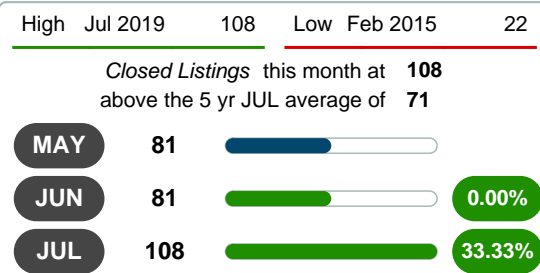


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 71



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	5	4.63%	47.0	4	1	0	0
\$25,001 - \$75,000	15	13.89%	31.7	9	6	0	0
\$75,001 - \$100,000	13	12.04%	47.5	5	8	0	0
\$100,001 - \$200,000	34	31.48%	36.6	7	22	4	1
\$200,001 - \$225,000	11	10.19%	34.9	0	9	2	0
\$225,001 - \$400,000	19	17.59%	54.7	2	8	7	2
\$400,001 and up	11	10.19%	46.3	3	1	6	1
Total Closed Units	108			30	55	19	4
Total Closed Volume	27,394,188	100%	41.7	9.97M	9.07M	7.17M	1.18M
Average Closed Price	\$253,650			\$332,285	\$164,893	\$377,500	\$296,000

July 2019



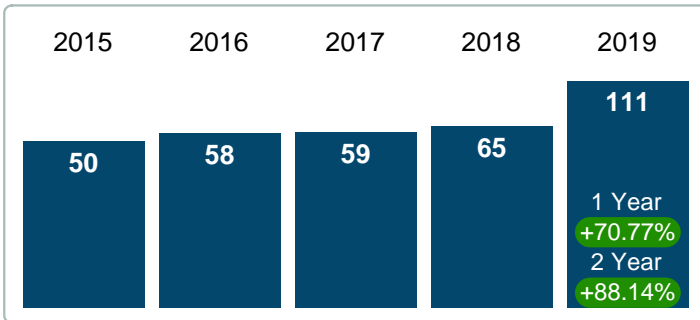
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



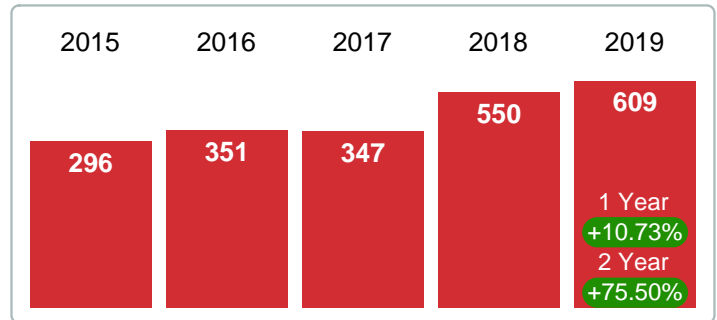
PENDING LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

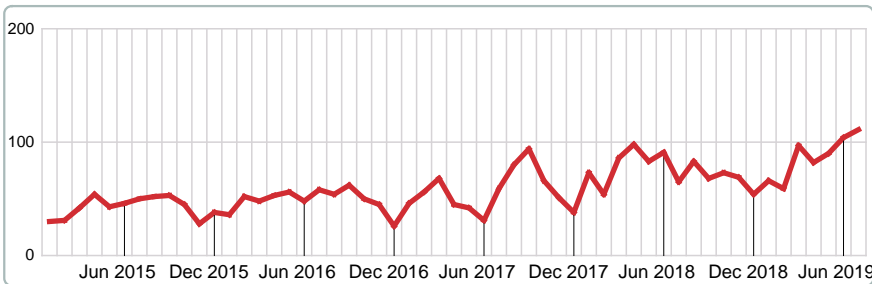
JULY



YEAR TO DATE (YTD)

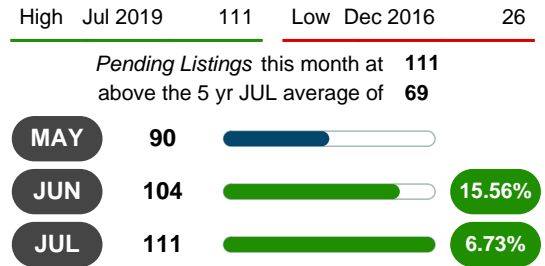


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69



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	8	7.21%	67.9	7	1	0	0
\$25,001 - \$75,000	13	11.71%	34.6	5	8	0	0
\$75,001 - \$100,000	11	9.91%	39.7	6	5	0	0
\$100,001 - \$175,000	37	33.33%	35.9	12	18	6	1
\$175,001 - \$250,000	17	15.32%	53.9	3	8	5	1
\$250,001 - \$350,000	14	12.61%	62.4	1	7	6	0
\$350,001 and up	11	9.91%	63.4	6	2	3	0
Total Pending Units	111			40	49	20	2
Total Pending Volume	22,021,399	100%	35.2	6.89M	8.12M	6.71M	297.90K
Average Listing Price	\$316,222			\$172,331	\$165,804	\$335,295	\$148,950

July 2019



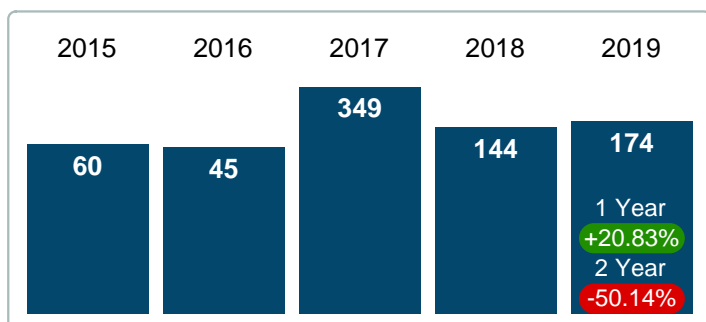
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



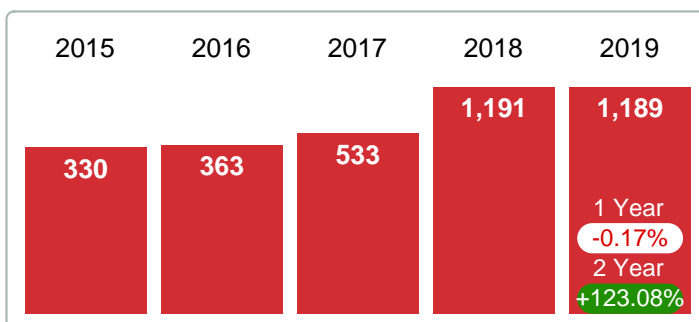
NEW LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

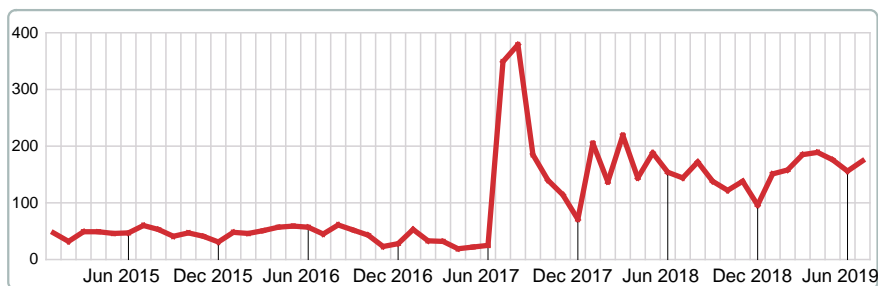
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

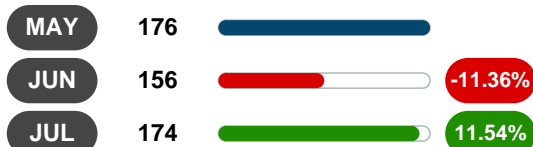


3 MONTHS

5 year JUL AVG = 154

High Aug 2017 379 Low Apr 2017 19

New Listings this month at 174
above the 5 yr JUL average of 154



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	10	5.75%	9	1	0	0
\$25,001 - \$75,000	31	17.82%	23	8	0	0
\$75,001 - \$100,000	21	12.07%	8	11	1	1
\$100,001 - \$150,000	30	17.24%	11	16	3	0
\$150,001 - \$250,000	43	24.71%	8	27	7	1
\$250,001 - \$475,000	21	12.07%	5	11	4	1
\$475,001 and up	18	10.34%	5	4	5	4
Total New Listed Units	174		69	78	20	7
Total New Listed Volume	38,059,327	100%	10.25M	14.45M	9.21M	4.15M
Average New Listed Listing Price	\$376,065		\$148,496	\$185,275	\$460,443	\$593,257

July 2019



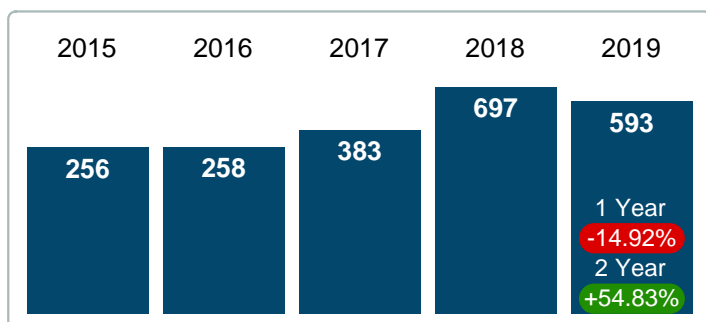
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



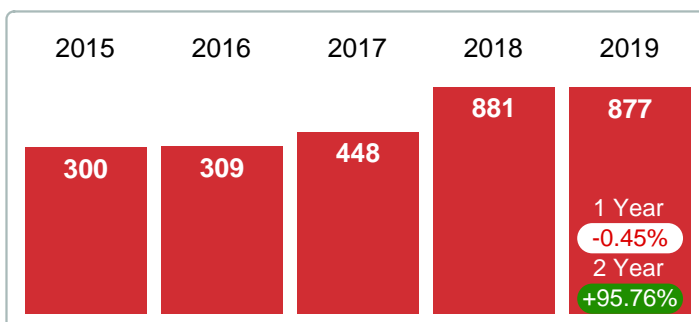
ACTIVE INVENTORY

Report produced on Aug 12, 2019 for MLS Technology Inc.

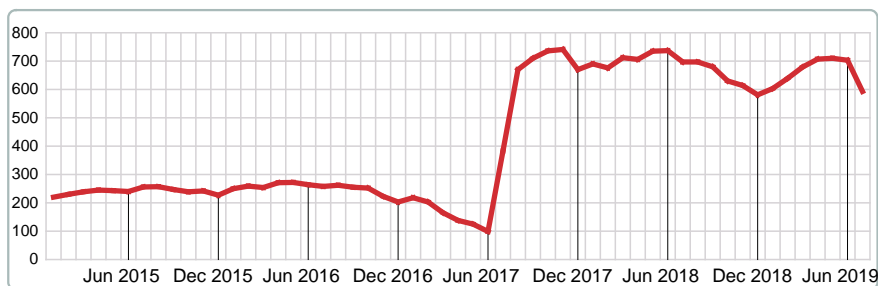
END OF JULY



ACTIVE DURING JULY

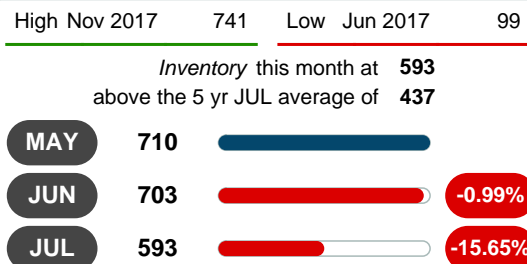


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 437



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	51	8.60%	143.8	51	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	140	23.61%	127.7	125	14	0	1
\$75,001 - \$175,000	157	26.48%	81.5	76	70	10	1
\$175,001 - \$275,000	94	15.85%	84.0	26	45	21	2
\$275,001 - \$525,000	93	15.68%	85.8	28	36	18	11
\$525,001 and up	58	9.78%	98.8	29	12	11	6
Total Active Inventory by Units	593			335	177	60	21
Total Active Inventory by Volume	142,238,316	100%	100.5	63.99M	45.51M	20.91M	11.83M
Average Active Inventory Listing Price	\$239,862			\$191,022	\$257,126	\$348,439	\$563,257

July 2019



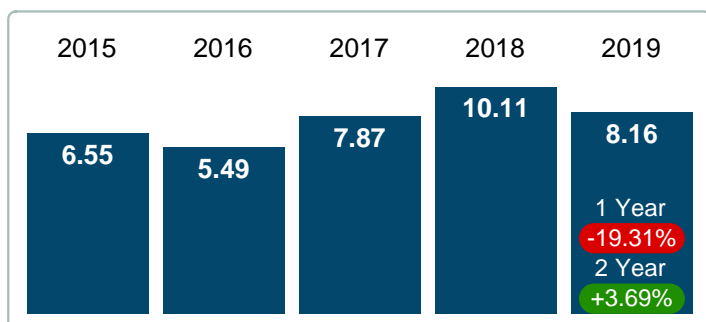
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



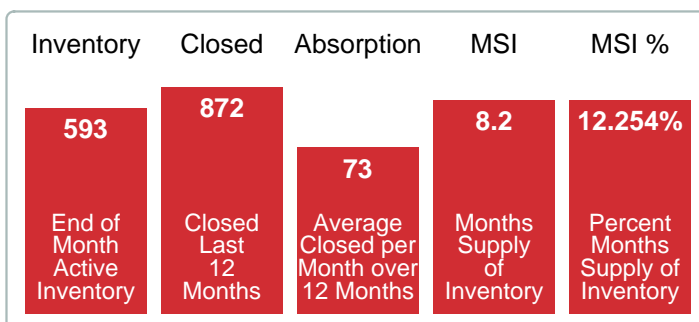
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

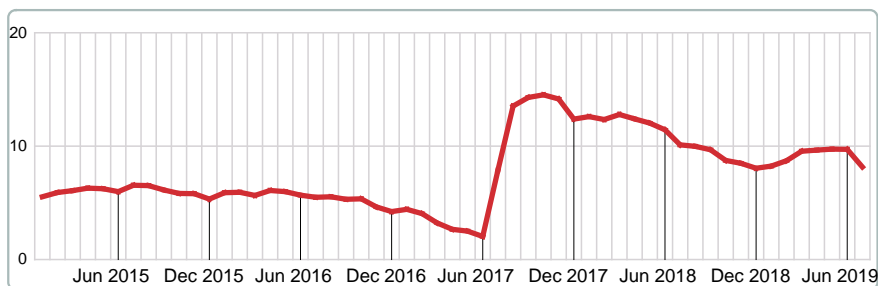
MSI FOR JULY



INDICATORS FOR JULY 2019

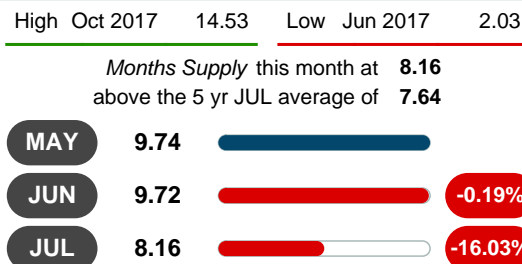


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.64



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	38	6.41%	12.67	13.03	0.00	0.00	0.00
\$20,001 - \$40,000	77	12.98%	13.79	18.86	0.00	0.00	0.00
\$40,001 - \$90,000	108	18.21%	7.49	10.99	4.54	1.50	0.00
\$90,001 - \$190,000	143	24.11%	4.93	10.82	3.87	2.11	0.00
\$190,001 - \$290,000	84	14.17%	6.26	18.00	4.33	6.00	4.00
\$290,001 - \$520,000	83	14.00%	15.81	19.71	19.20	10.20	14.67
\$520,001 and up	60	10.12%	30.00	30.00	31.20	26.40	36.00
Market Supply of Inventory (MSI)			8.16	14.26	4.95	5.22	10.96
Total Active Inventory by Units		100%	8.16	335	177	60	21

July 2019



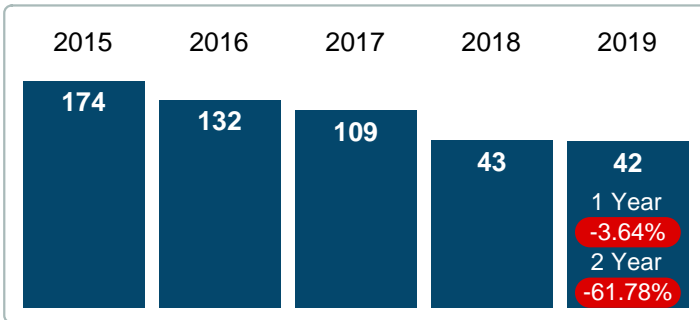
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



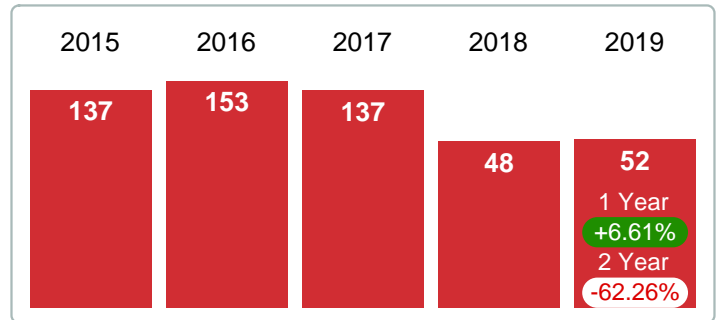
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 12, 2019 for MLS Technology Inc.

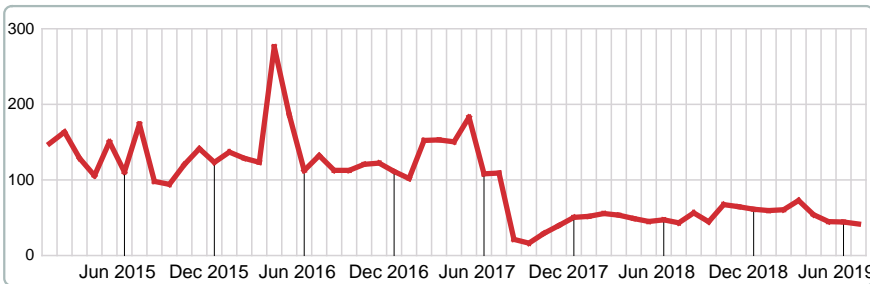
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

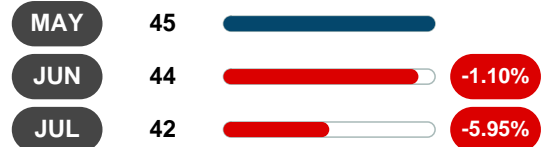


3 MONTHS

5 year JUL AVG = 100

High Apr 2016 276 Low Sep 2017 16

Average Days on Market to Sale this month at 42 below the 5 yr JUL average of 100



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	4.63%	47	59	1	0	0
\$25,001 - \$75,000	13.89%	32	32	31	0	0
\$75,001 - \$100,000	12.04%	47	94	18	0	0
\$100,001 - \$200,000	31.48%	37	59	30	41	2
\$200,001 - \$225,000	10.19%	35	0	26	75	0
\$225,001 - \$400,000	17.59%	55	77	59	54	18
\$400,001 and up	10.19%	46	36	83	46	40
Average Closed DOM		42	56	32	51	19
Total Closed Units	108	100%	30	55	19	4
Total Closed Volume	27,394,188		9.97M	9.07M	7.17M	1.18M

July 2019



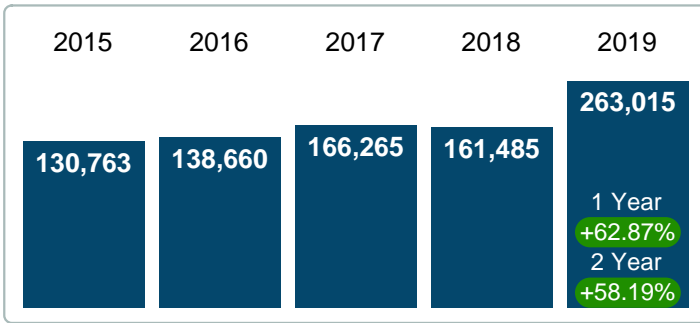
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



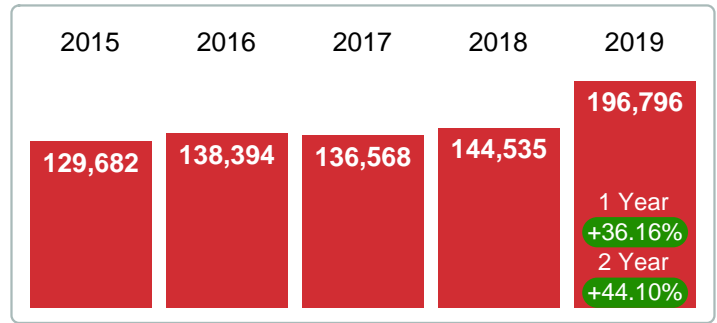
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

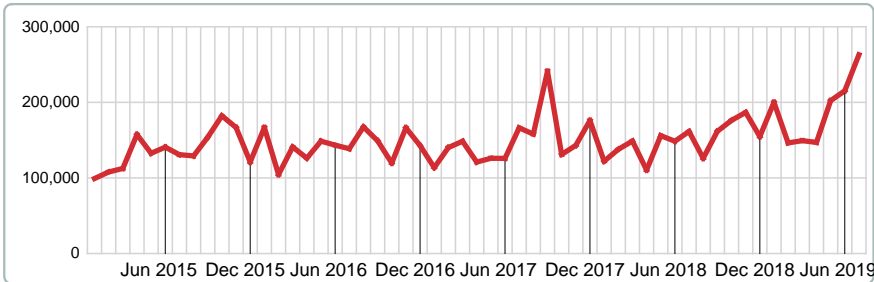
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

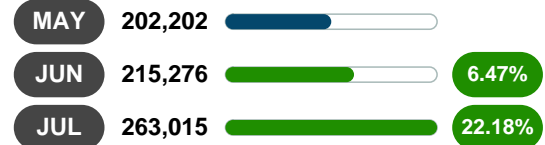


3 MONTHS

5 year JUL AVG = 172,037

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

Average List Price at Closing this month at **263,015**
above the 5 yr JUL average of **172,037**



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	4.63%	19,300	17,875	25,000	0	0
\$25,001 - \$75,000	13.89%	57,247	55,044	60,550	0	0
\$75,001 - \$100,000	8.33%	90,356	106,900	91,588	0	0
\$100,001 - \$200,000	34.26%	151,635	149,843	160,855	153,700	179,900
\$200,001 - \$225,000	9.26%	215,827	0	219,065	214,840	0
\$225,001 - \$400,000	19.44%	300,467	362,500	290,313	309,914	312,000
\$400,001 and up	10.19%	1,141,692	2,525,436	424,900	686,400	439,000
Average List Price		263,015	348,387	170,523	385,909	310,725
Total Closed Units	108	100%	30	55	19	4
Total Closed Volume	28,405,578		10.45M	9.38M	7.33M	1.24M

July 2019



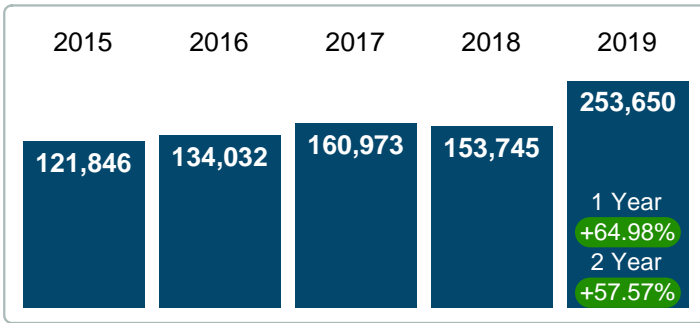
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



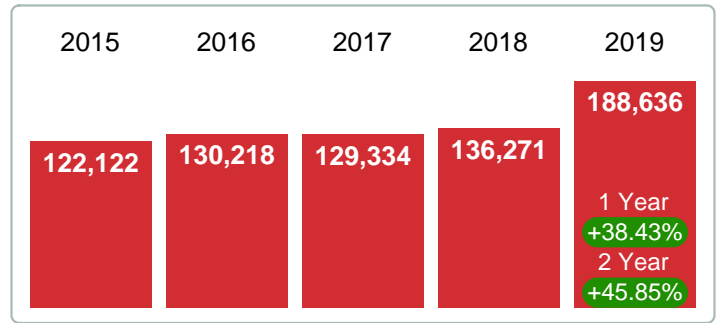
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

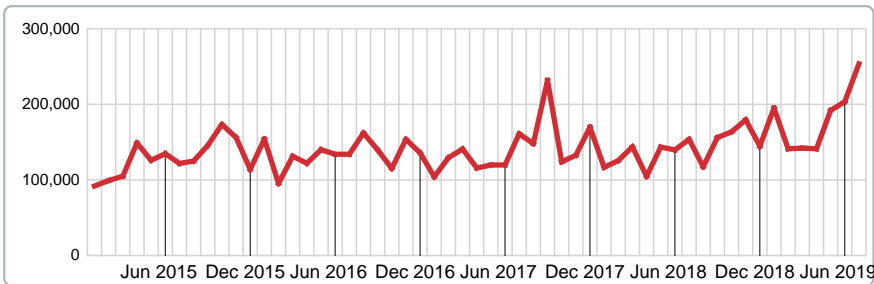
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

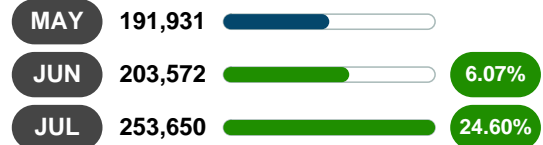


3 MONTHS

5 year JUL AVG = 164,849

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

Average Sold Price at Closing this month at **253,650**
above the 5 yr JUL average of **164,849**



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	5	4.63%	17,200	15,250	25,000	0	0
\$25,001 - \$75,000	15	13.89%	50,700	48,722	53,667	0	0
\$75,001 - \$100,000	13	12.04%	88,408	88,300	88,475	0	0
\$100,001 - \$200,000	34	31.48%	153,144	141,964	155,506	149,250	195,000
\$200,001 - \$225,000	11	10.19%	213,609	0	214,467	209,750	0
\$225,001 - \$400,000	19	17.59%	292,311	341,250	276,000	300,486	280,000
\$400,001 and up	11	10.19%	1,117,083	2,450,436	455,000	675,433	429,000
Average Sold Price			253,650	332,285	164,893	377,500	296,000
Total Closed Units		100%	108	30	55	19	4
Total Closed Volume			27,394,188	9.97M	9.07M	7.17M	1.18M

July 2019



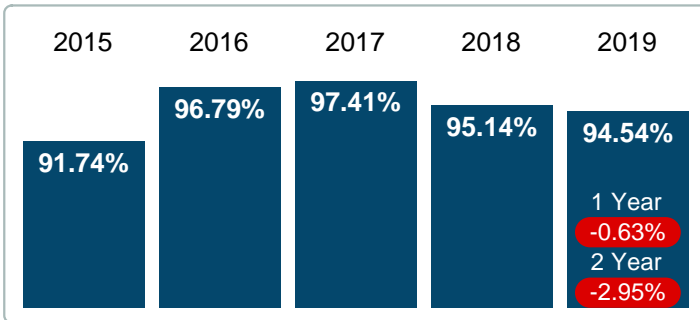
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



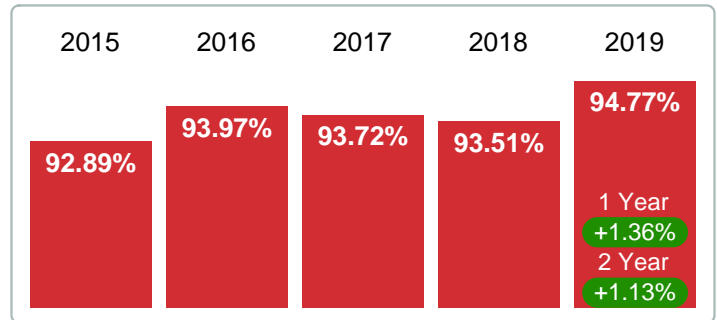
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2019 for MLS Technology Inc.

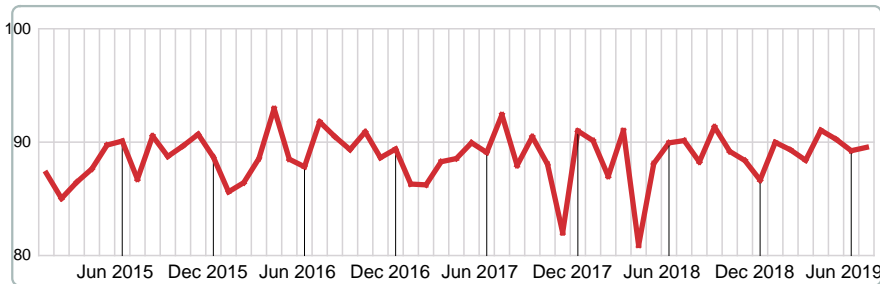
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

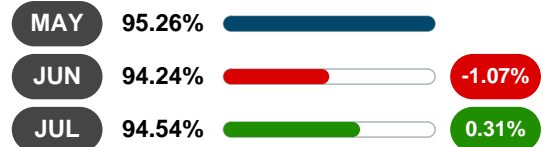


3 MONTHS

5 year JUL AVG = 95.12%

High Apr 2016 97.95% Low Apr 2018 85.90%

Average Sold/List Ratio this month at **94.54%**
equal to 5 yr JUL average of **95.12%**



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	5	4.63%	87.33%	84.17%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	15	13.89%	87.50%	87.43%	87.62%	0.00%	0.00%
\$75,001 - \$100,000	13	12.04%	91.79%	83.72%	96.84%	0.00%	0.00%
\$100,001 - \$200,000	34	31.48%	96.79%	95.26%	96.70%	97.06%	108.39%
\$200,001 - \$225,000	11	10.19%	97.97%	0.00%	98.04%	97.66%	0.00%
\$225,001 - \$400,000	19	17.59%	95.35%	93.87%	95.51%	97.08%	90.13%
\$400,001 and up	11	10.19%	98.86%	98.75%	107.08%	97.73%	97.72%
Average Sold/List Ratio		94.50%		89.76%	96.03%	97.34%	96.59%
Total Closed Units		108	100%	30	55	19	4
Total Closed Volume		27,394,188		9.97M	9.07M	7.17M	1.18M

July 2019



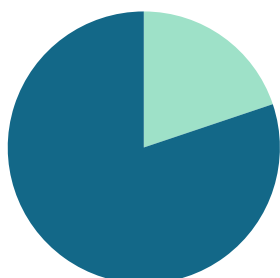
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

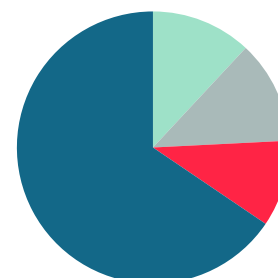


Inventory
 New Listings
174 = 19.84%
 Start Inventory
703
 Total Inventory Units
877
 Volume
\$208,389,684

Market Activity

Closed Sales
108 = 11.93%
 Pending Sales
111 = 12.27%
 Other Off Market
93 = 10.28%
 Active Inventory
593 = 65.52%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	104	108	3.85%	510	516	1.18%
Pending Sales	65	111	70.77%	550	609	10.73%
New Listings	144	174	20.83%	1,191	1,189	-0.17%
Average List Price	161,485	263,015	62.87%	144,535	196,796	36.16%
Average Sale Price	153,745	253,650	64.98%	136,271	188,636	38.43%
Average Percent of Selling Price to List Price	95.14%	94.54%	-0.63%	93.51%	94.77%	1.36%
Average Days on Market to Sale	43.27	41.69	-3.64%	48.40	51.60	6.61%
Monthly Inventory	697	593	-14.92%	697	593	-14.92%
Months Supply of Inventory	10.11	8.16	-19.31%	10.11	8.16	-19.31%

Absorption: Last 12 months, an Average of **73** Sales/Month

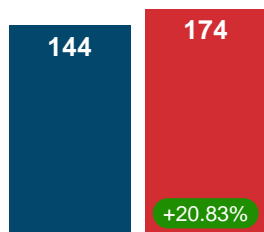
Inventory on July 31, 2019 = **593**

2018 **2019**

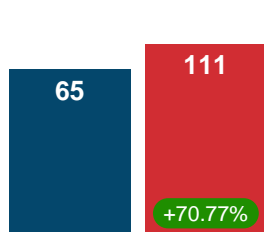
JULY MARKET

AVERAGE PRICES

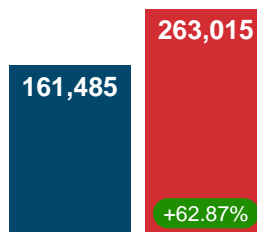
New Listings



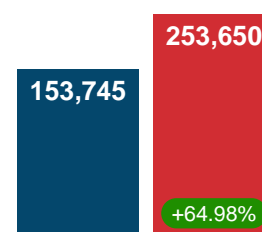
Pending Listings



List Price



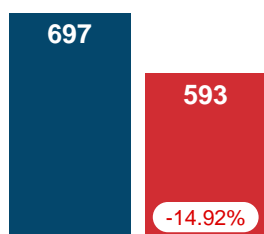
Sale Price



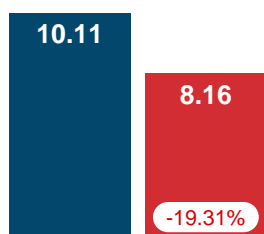
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

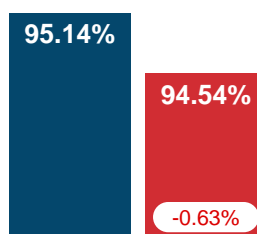
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

