

July 2019



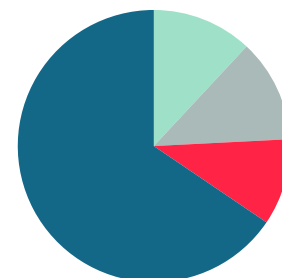
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	155,900	169,950	9.01%
Median Sale Price	152,650	160,000	4.81%
Median Percent of Selling Price to List Price	97.62%	96.51%	-1.14%
Median Days on Market to Sale	28.00	28.50	1.79%
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.

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 **4.81%** in July 2019 to \$160,000 versus the previous year at \$152,650.

Median Days on Market Lengthens

The median number of **28.50** days that homes spent on the market before selling increased by 0.50 days or **1.79%** in July 2019 compared to last year's same month at **28.00** DOM.

Sales Success for July 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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

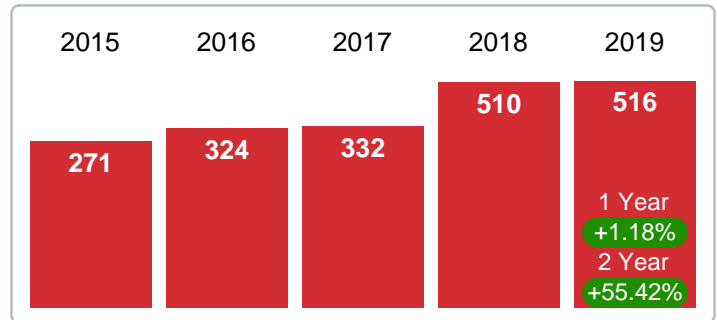
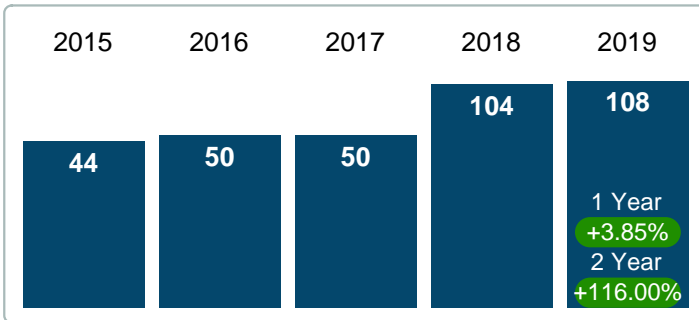


CLOSED LISTINGS

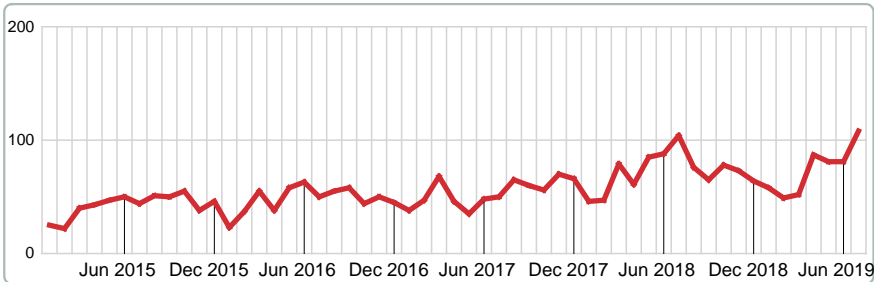
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JULY

YEAR TO DATE (YTD)

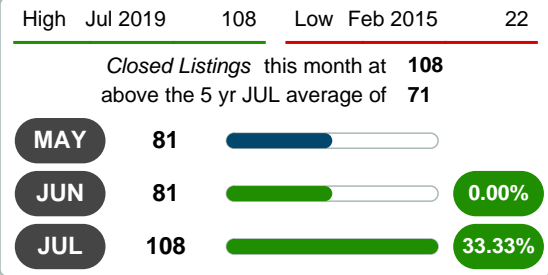


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 71



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	4.63%	4.0	4	1	0	0
\$25,001 - \$75,000	15	13.89%	30.0	9	6	0	0
\$75,001 - \$100,000	13	12.04%	28.0	5	8	0	0
\$100,001 - \$200,000	34	31.48%	12.5	7	22	4	1
\$200,001 - \$225,000	11	10.19%	15.0	0	9	2	0
\$225,001 - \$400,000	19	17.59%	61.0	2	8	7	2
\$400,001 and up	11	10.19%	40.0	3	1	6	1
Total Closed Units	108			30	55	19	4
Total Closed Volume	27,394,188	100%	28.5	9.97M	9.07M	7.17M	1.18M
Median Closed Price	\$160,000			\$85,750	\$160,000	\$277,000	\$280,000

July 2019



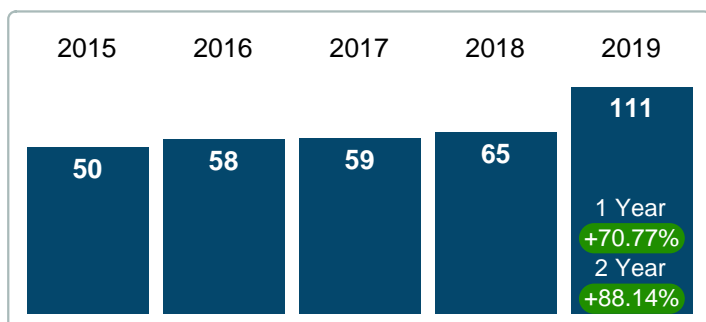
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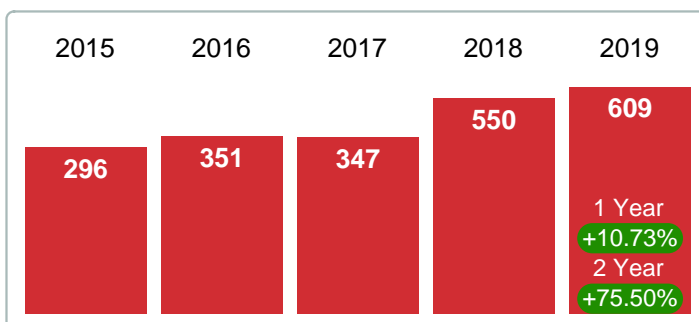
PENDING LISTINGS

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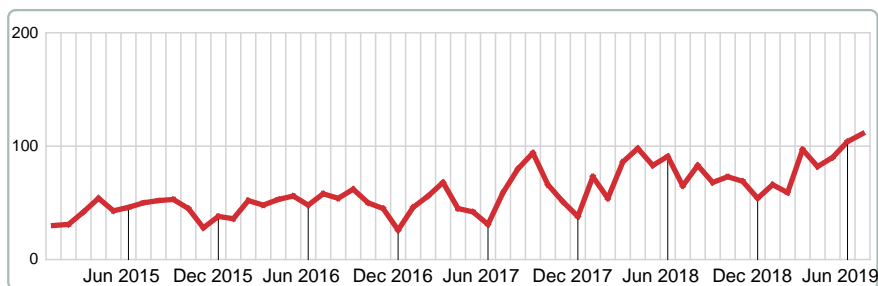
JULY



YEAR TO DATE (YTD)

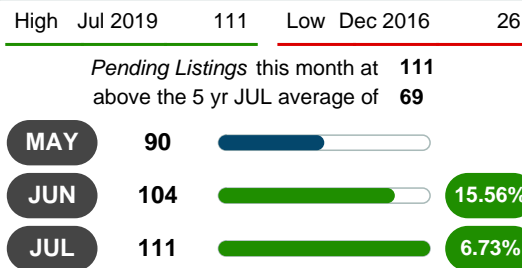


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	7.21%	60.5	7	1	0	0
\$25,001 - \$75,000	13	11.71%	36.0	5	8	0	0
\$75,001 - \$100,000	11	9.91%	35.0	6	5	0	0
\$100,001 - \$175,000	37	33.33%	14.0	12	18	6	1
\$175,001 - \$250,000	17	15.32%	40.0	3	8	5	1
\$250,001 - \$350,000	14	12.61%	51.5	1	7	6	0
\$350,001 and up	11	9.91%	74.0	6	2	3	0
Total Pending Units	111			40	49	20	2
Total Pending Volume	22,021,399	100%	36.0	6.89M	8.12M	6.71M	297.90K
Median Listing Price	\$152,500			\$114,766	\$154,980	\$234,500	\$148,950

July 2019



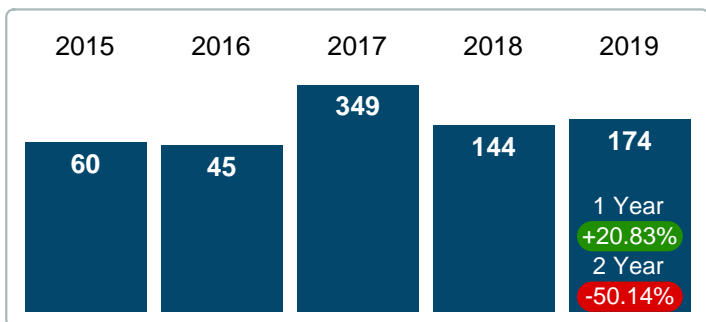
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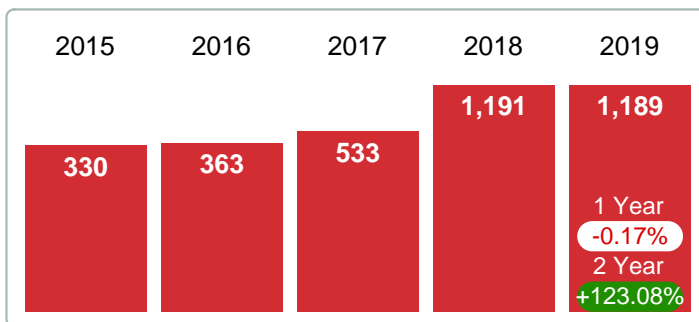
NEW LISTINGS

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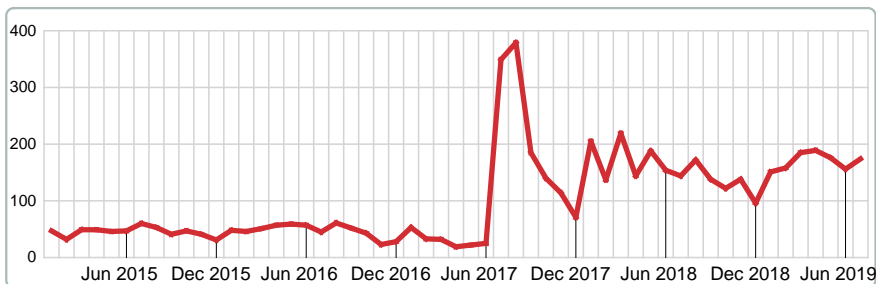
JULY



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
\$30,000 and less	15	8.62%	14	1	0	0
\$30,001 - \$70,000	22	12.64%	16	6	0	0
\$70,001 - \$110,000	27	15.52%	10	15	1	1
\$110,001 - \$170,000	44	25.29%	15	25	4	0
\$170,001 - \$250,000	27	15.52%	4	16	6	1
\$250,001 - \$490,000	21	12.07%	5	11	4	1
\$490,001 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
Median New Listed Listing Price	\$146,500		\$90,000	\$159,200	\$228,000	\$515,000

July 2019



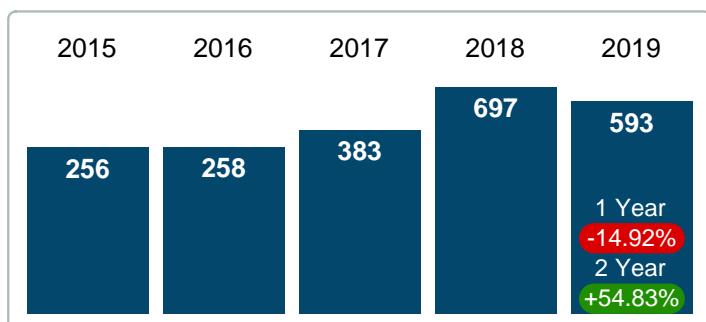
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



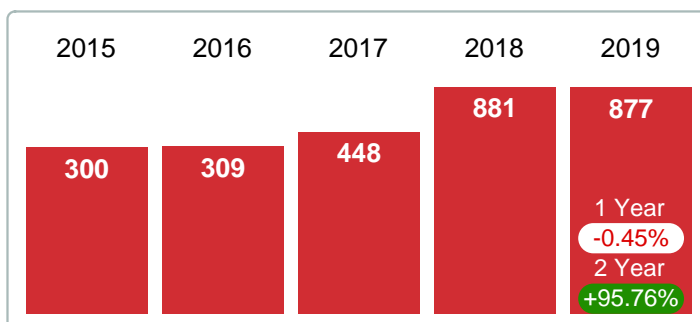
ACTIVE INVENTORY

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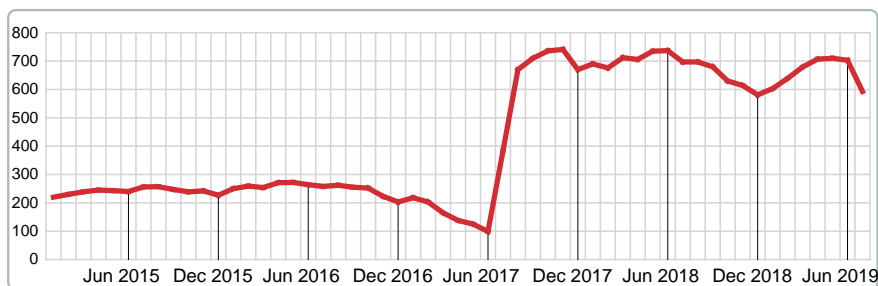
END OF JULY



ACTIVE DURING JULY

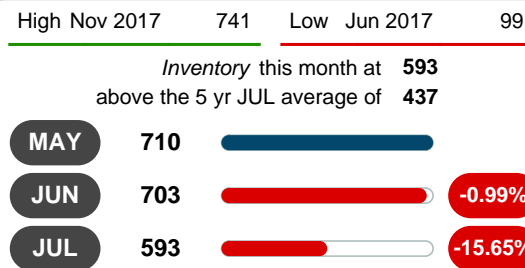


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 437



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	38	6.41%	84.5	38	0	0	0
\$20,001 - \$40,000	77	12.98%	124.0	77	0	0	0
\$40,001 - \$90,000	108	18.21%	86.0	76	28	2	2
\$90,001 - \$190,000	143	24.11%	70.0	64	69	10	0
\$190,001 - \$290,000	84	14.17%	82.5	27	35	20	2
\$290,001 - \$520,000	83	14.00%	86.0	23	32	17	11
\$520,001 and up	60	10.12%	106.0	30	13	11	6
Total Active Inventory by Units	593			335	177	60	21
Total Active Inventory by Volume	142,238,316	100%	85.0	63.99M	45.51M	20.91M	11.83M
Median Active Inventory Listing Price	\$140,000			\$69,900	\$179,900	\$269,900	\$449,500

July 2019



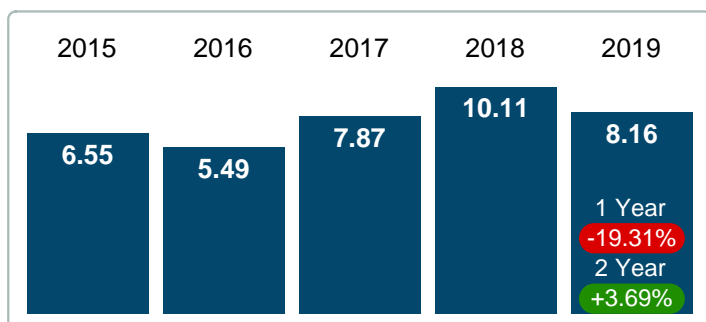
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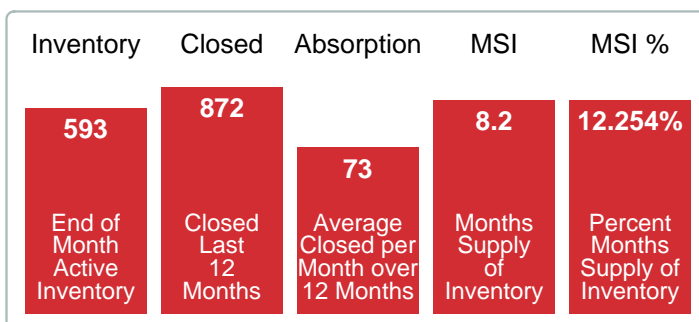
MONTHS SUPPLY of INVENTORY (MSI)

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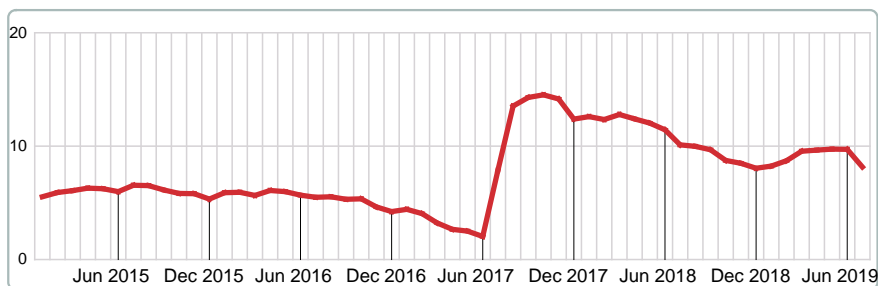
MSI FOR JULY



INDICATORS FOR JULY 2019

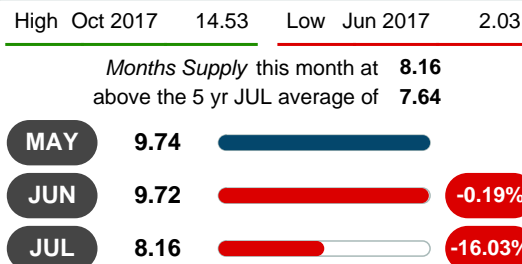


5 YEAR MARKET ACTIVITY TRENDS



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



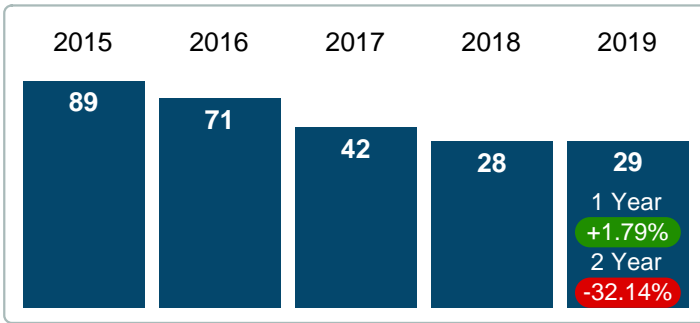
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



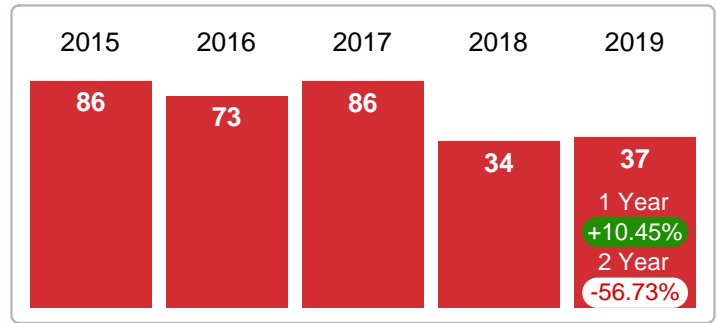
MEDIAN DAYS ON MARKET TO SALE

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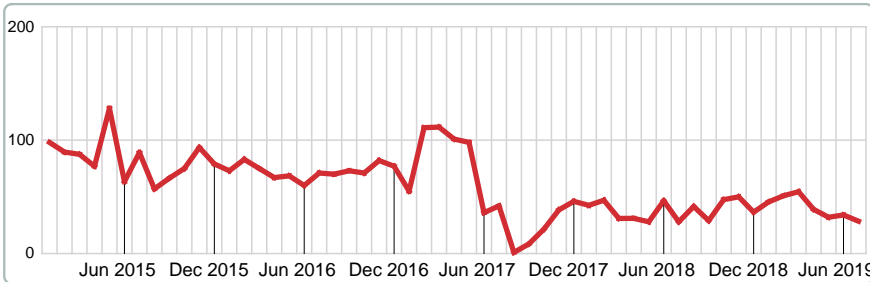
JULY



YEAR TO DATE (YTD)

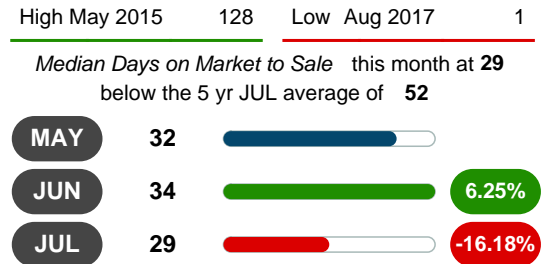


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 52



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
\$25,000 and less	5	4.63%	4	35	1	0	0
\$25,001 - \$75,000	15	13.89%	30	30	15	0	0
\$75,001 - \$100,000	13	12.04%	28	58	13	0	0
\$100,001 - \$200,000	34	31.48%	13	47	13	20	2
\$200,001 - \$225,000	11	10.19%	15	0	15	75	0
\$225,001 - \$400,000	19	17.59%	61	77	63	48	18
\$400,001 and up	11	10.19%	40	4	83	37	40
Median Closed DOM			29	46	17	34	18
Total Closed Units		100%	28.5	30	55	19	4
Total Closed Volume			27,394,188	9.97M	9.07M	7.17M	1.18M

July 2019



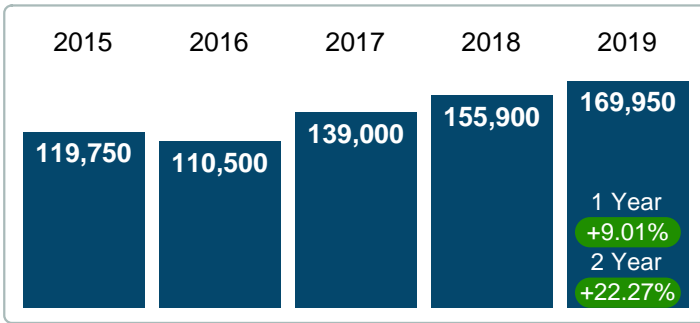
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



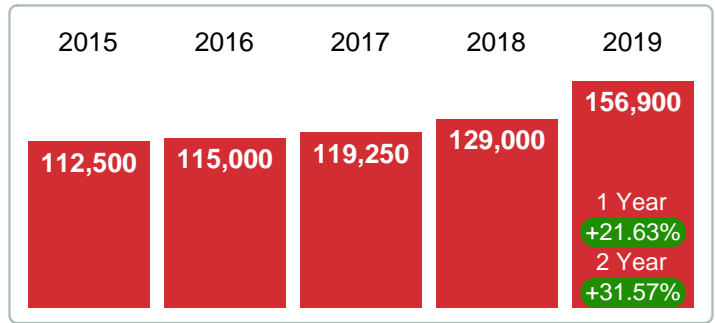
MEDIAN LIST PRICE AT CLOSING

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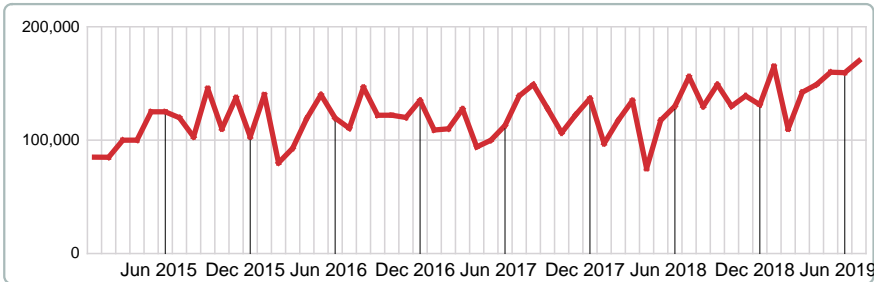
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

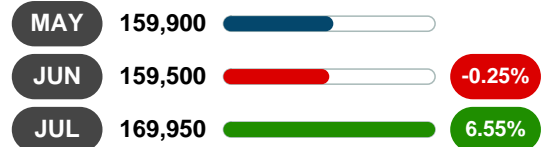


3 MONTHS

5 year JUL AVG = 139,020

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

Median List Price at Closing this month at **169,950**
above the 5 yr JUL average of **139,020**



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
\$25,000 and less	4.63%	22,500	18,250	25,000	0	0
\$25,001 - \$75,000	13.89%	55,500	54,900	62,400	0	0
\$75,001 - \$100,000	8.33%	89,000	86,500	91,450	0	0
\$100,001 - \$200,000	34.26%	154,980	119,500	162,750	159,950	179,900
\$200,001 - \$225,000	9.26%	215,000	215,000	215,000	214,840	0
\$225,001 - \$400,000	19.44%	280,000	362,500	262,250	280,000	312,000
\$400,001 and up	10.19%	475,000	800,000	424,900	472,250	439,000
Median List Price		169,950	108,000	164,900	280,000	312,000
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



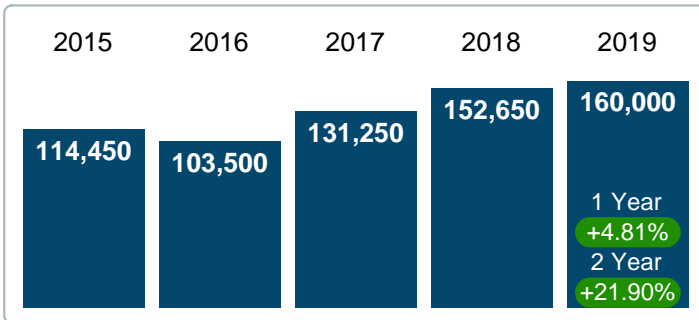
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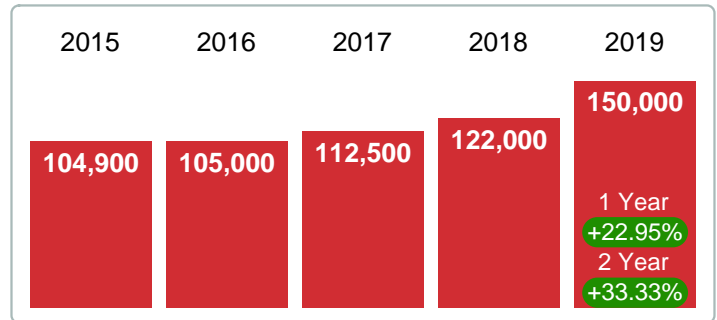
MEDIAN SOLD PRICE AT CLOSING

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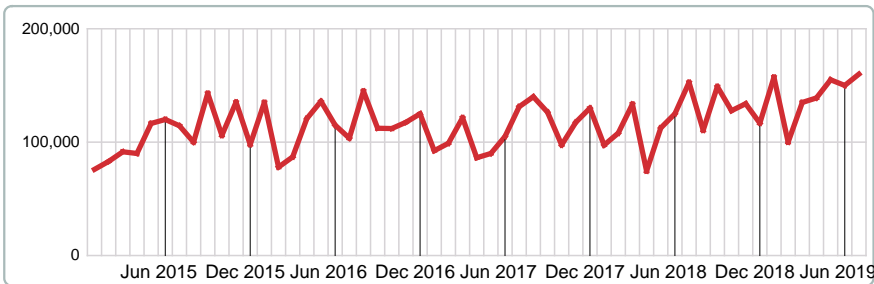
JULY



YEAR TO DATE (YTD)

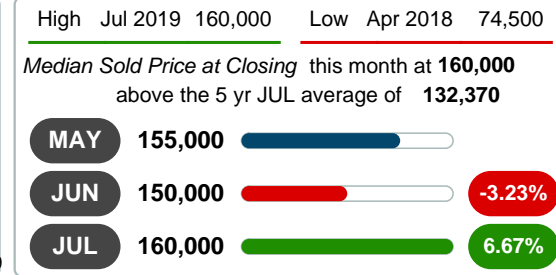


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132,370



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
\$25,000 and less	4.63%	15,000	14,500	25,000	0	0
\$25,001 - \$75,000	13.89%	50,000	45,000	54,000	0	0
\$75,001 - \$100,000	12.04%	85,000	86,500	85,000	0	0
\$100,001 - \$200,000	31.48%	155,000	125,000	158,500	152,500	195,000
\$200,001 - \$225,000	10.19%	212,000	0	215,000	209,750	0
\$225,001 - \$400,000	17.59%	290,000	341,250	282,500	277,000	280,000
\$400,001 and up	10.19%	460,800	800,000	455,000	460,400	429,000
Median Sold Price		160,000	85,750	160,000	277,000	280,000
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



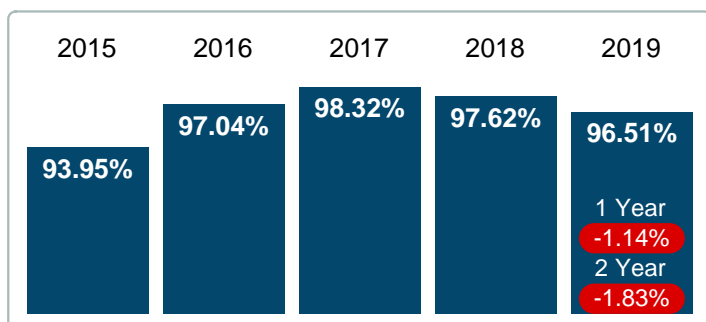
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



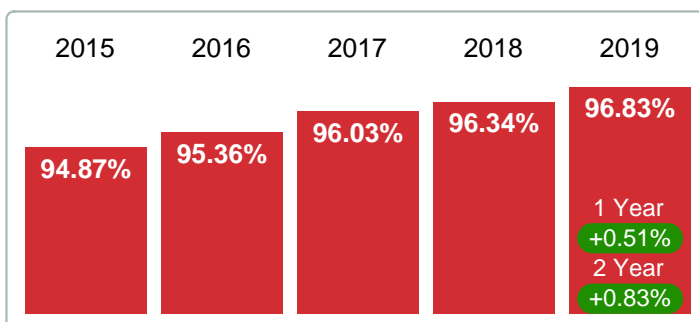
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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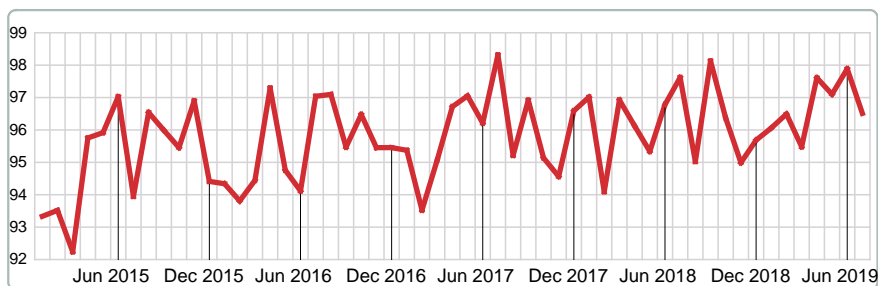
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

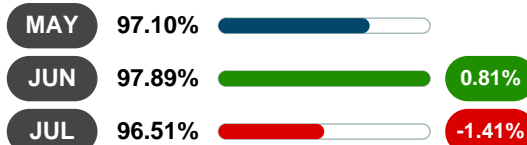


3 MONTHS

5 year JUL AVG = 96.69%

High Jul 2017 98.32% Low Mar 2015 92.24%

Median Sold/List Ratio this month at **96.51%**
equal to 5 yr JUL average of **96.69%**



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
\$25,000 and less	5	4.63%	100.00%	85.00%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	15	13.89%	93.33%	93.33%	91.35%	0.00%	0.00%
\$75,001 - \$100,000	13	12.04%	94.38%	86.36%	98.24%	0.00%	0.00%
\$100,001 - \$200,000	34	31.48%	98.45%	97.02%	98.98%	98.26%	108.39%
\$200,001 - \$225,000	11	10.19%	98.76%	0.00%	98.76%	97.66%	0.00%
\$225,001 - \$400,000	19	17.59%	95.00%	93.87%	93.70%	97.66%	90.13%
\$400,001 and up	11	10.19%	98.79%	100.00%	107.08%	98.57%	97.72%
Median Sold/List Ratio		96.51%		93.77%	96.74%	98.35%	95.33%
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



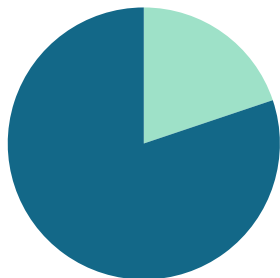
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

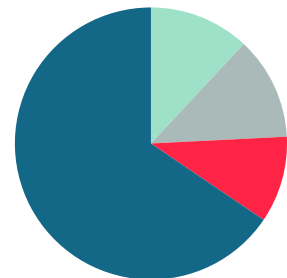


Inventory
 New Listings
174 = 19.84%
 Start Inventory
703
 Total Inventory Units
877
 Volume
\$208,389,684

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%
Median List Price	155,900	169,950	9.01%	129,000	156,900	21.63%
Median Sale Price	152,650	160,000	4.81%	122,000	150,000	22.95%
Median Percent of Selling Price to List Price	97.62%	96.51%	-1.14%	96.34%	96.83%	0.51%
Median Days on Market to Sale	28.00	28.50	1.79%	33.50	37.00	10.45%
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%

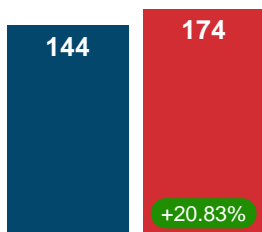
Absorption: Last 12 months, an Average of **73** Sales/Month

Inventory on July 31, 2019 = 593

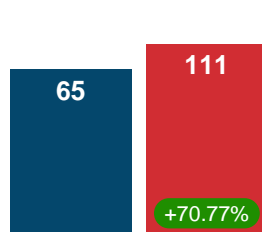
2018 **2019**

JULY MARKET

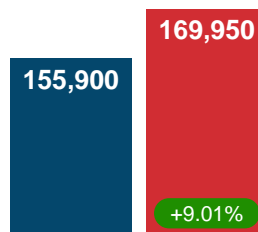
New Listings



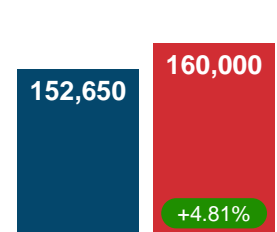
Pending Listings



List Price

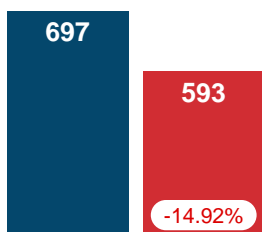


Sale Price

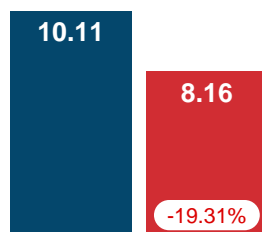


INVENTORY

Active Inventory

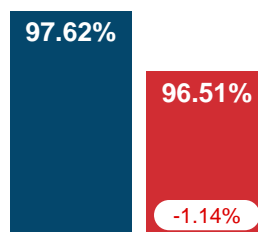


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

