

# July 2020



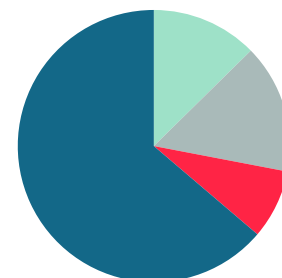
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	July 2020	+/-%
Closed Listings	113	106	-6.19%
Pending Listings	104	129	24.04%
New Listings	180	171	-5.00%
Average List Price	256,166	164,379	-35.83%
Average Sale Price	247,187	156,963	-36.50%
Average Percent of Selling Price to List Price	94.73%	96.03%	1.37%
Average Days on Market to Sale	40.19	42.45	5.62%
End of Month Inventory	733	535	-27.01%
Months Supply of Inventory	9.70	6.89	-28.97%



■ Closed (12.63%)  
■ Pending (15.38%)  
■ Other OffMarket (8.22%)  
■ Active (63.77%)

**Absorption:** Last 12 months, an Average of **78** Sales/Month  
**Active Inventory** as of July 31, 2020 = **535**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **27.01%** to 535 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **6.89** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **36.50%** in July 2020 to \$156,963 versus the previous year at \$247,187.

#### Average Days on Market Lengthens

The average number of **42.45** days that homes spent on the market before selling increased by 2.26 days or **5.62%** in July 2020 compared to last year's same month at **40.19** DOM.

#### Sales Success for July 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 171 New Listings in July 2020, down **5.00%** from last year at 180. Furthermore, there were 106 Closed Listings this month versus last year at 113, a **-6.19%** decrease.

Closed versus Listed trends yielded a **62.0%** ratio, down from previous year's, July 2019, at **62.8%**, a **1.26%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

# July 2020



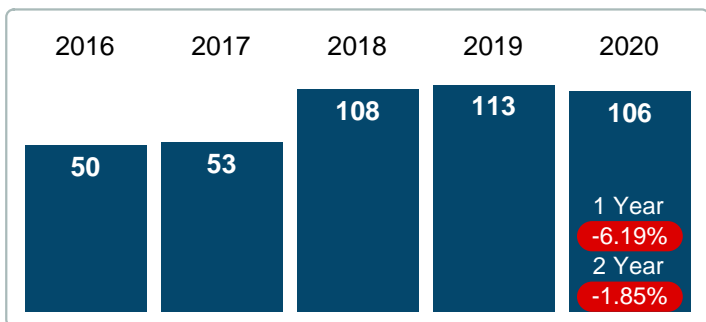
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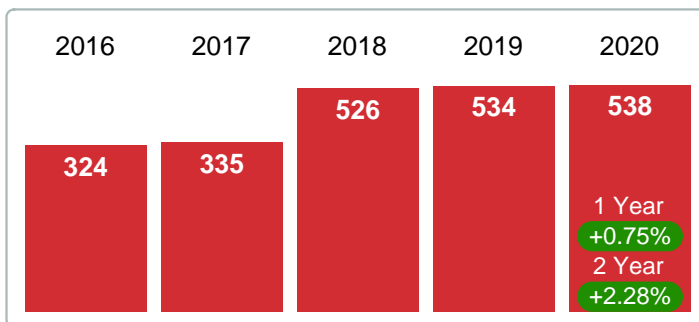
## CLOSED LISTINGS

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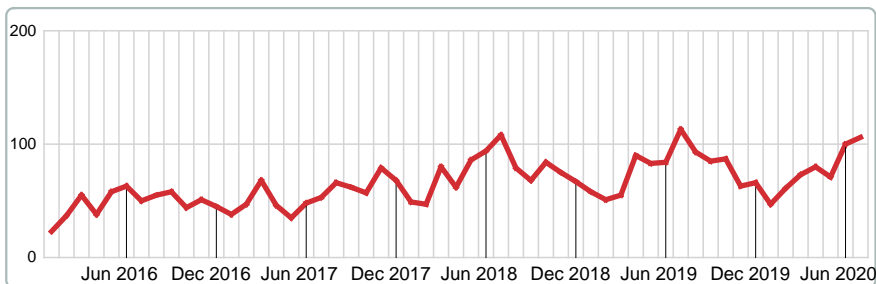
### JULY



### YEAR TO DATE (YTD)

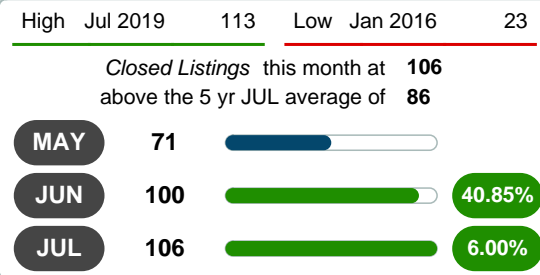


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 86



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	12	11.32%	30.7	11	1	0	0
\$25,001-\$75,000	21	19.81%	43.6	15	4	2	0
\$75,001-\$150,000	32	30.19%	32.8	12	19	1	0
\$150,001-\$225,000	17	16.04%	39.4	2	13	2	0
\$225,001-\$300,000	13	12.26%	52.7	2	6	3	2
\$300,001 and up	11	10.38%	73.6	3	1	6	1
<b>Total Closed Units</b>	<b>106</b>			<b>45</b>	<b>44</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>16,638,079</b>	<b>100%</b>	<b>42.5</b>	<b>4.24M</b>	<b>6.97M</b>	<b>4.42M</b>	<b>1.01M</b>
<b>Average Closed Price</b>	<b>\$156,963</b>			<b>\$94,238</b>	<b>\$158,429</b>	<b>\$315,571</b>	<b>\$336,167</b>

# July 2020



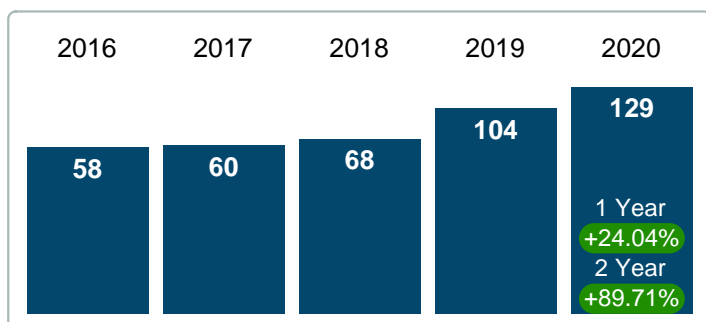
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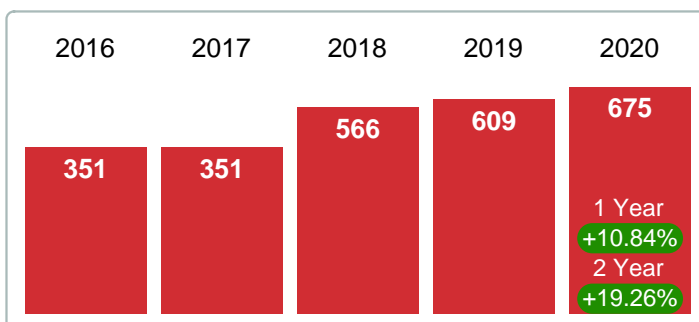
## PENDING LISTINGS

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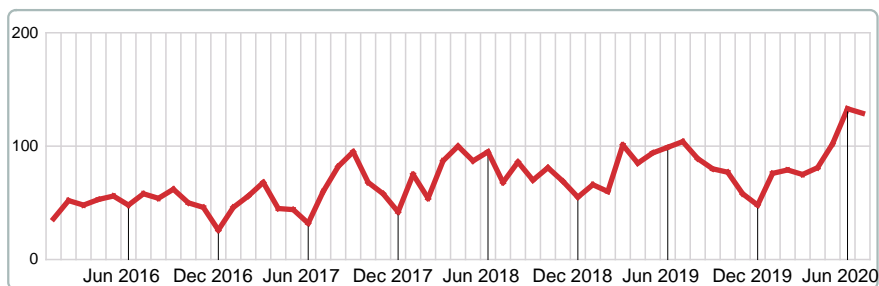
### JULY



### YEAR TO DATE (YTD)

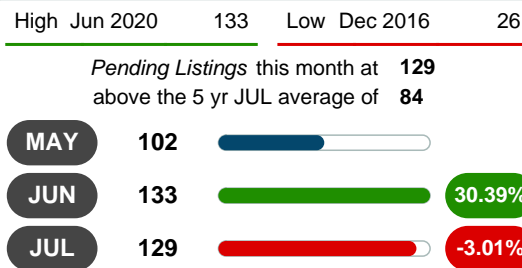


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 84



### 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	10	7.75%	144.1	10	0	0	0
\$25,001 - \$50,000	16	12.40%	72.6	11	4	1	0
\$50,001 - \$100,000	19	14.73%	49.5	11	7	1	0
\$100,001 - \$175,000	34	26.36%	45.5	13	18	2	1
\$175,001 - \$225,000	15	11.63%	53.6	5	10	0	0
\$225,001 - \$375,000	23	17.83%	43.0	5	17	1	0
\$375,001 and up	12	9.30%	65.0	2	3	5	2
<b>Total Pending Units</b>	<b>129</b>			<b>57</b>	<b>59</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>23,513,744</b>	<b>100%</b>	<b>53.2</b>	<b>6.33M</b>	<b>11.73M</b>	<b>4.29M</b>	<b>1.16M</b>
<b>Average Listing Price</b>	<b>\$155,859</b>			<b>\$110,985</b>	<b>\$198,887</b>	<b>\$428,940</b>	<b>\$387,966</b>

# July 2020



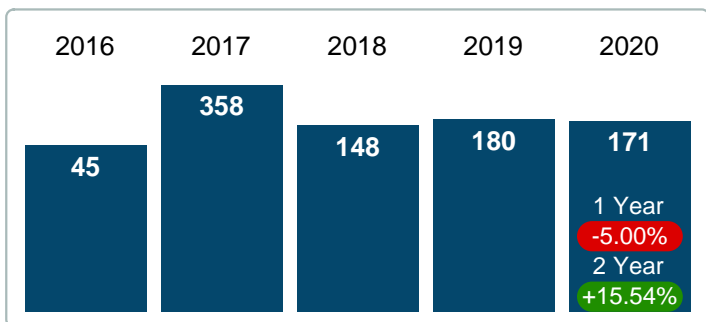
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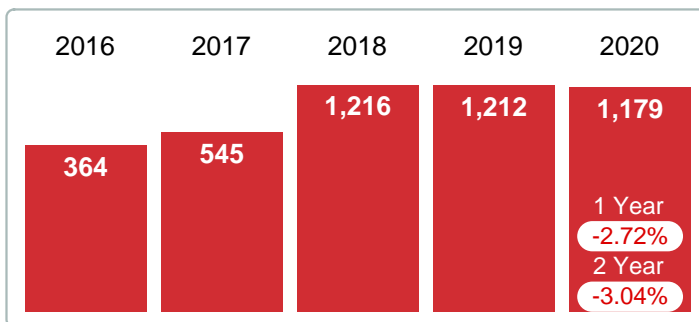
## NEW LISTINGS

Report produced on Aug 11, 2020 for MLS Technology Inc.

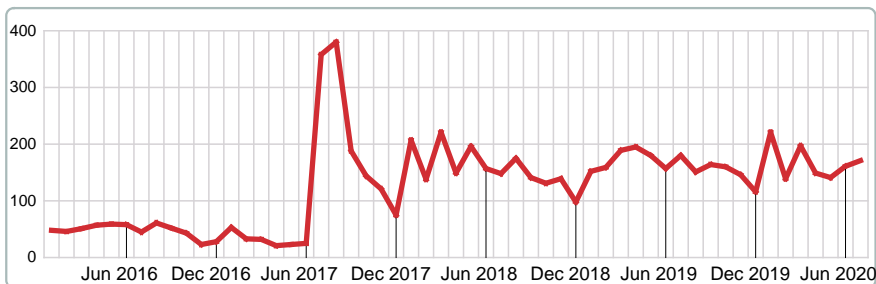
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 180

High Aug 2017 380 Low Apr 2017 21

New Listings this month at 171 below the 5 yr JUL average of 180

MAY	141	<div style="width: 78%;"></div>
JUN	161	<div style="width: 89%;"></div> 14.18%
JUL	171	<div style="width: 95%;"></div> 6.21%

### 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	10.53%	18	0	0	0
\$25,001 - \$50,000	20	11.70%	19	1	0	0
\$50,001 - \$100,000	19	11.11%	14	3	2	0
\$100,001 - \$175,000	45	26.32%	13	27	4	1
\$175,001 - \$275,000	27	15.79%	7	15	3	2
\$275,001 - \$450,000	25	14.62%	9	9	6	1
\$450,001 and up	17	9.94%	7	2	5	3
<b>Total New Listed Units</b>	<b>171</b>		<b>87</b>	<b>57</b>	<b>20</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>39,300,199</b>	<b>100%</b>	<b>16.77M</b>	<b>12.12M</b>	<b>7.87M</b>	<b>2.54M</b>
<b>Average New Listed Listing Price</b>	<b>\$232,485</b>		<b>\$192,797</b>	<b>\$212,629</b>	<b>\$393,260</b>	<b>\$363,114</b>

# July 2020



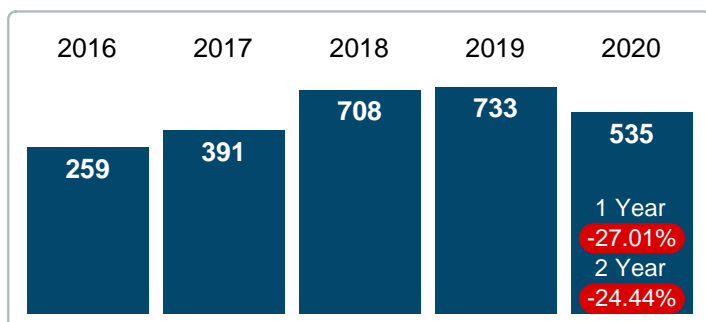
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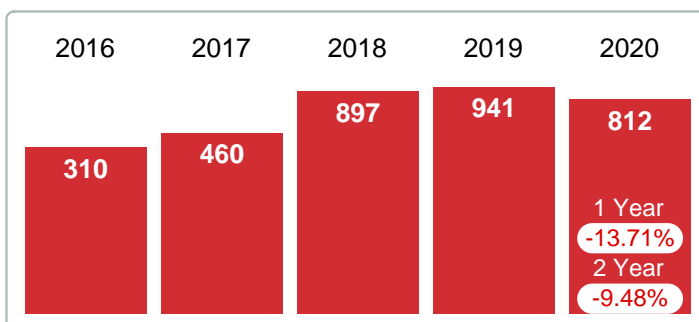
## ACTIVE INVENTORY

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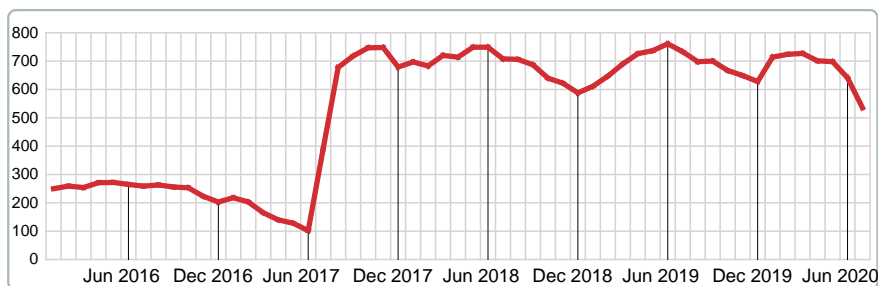
### END OF JULY



### ACTIVE DURING JULY

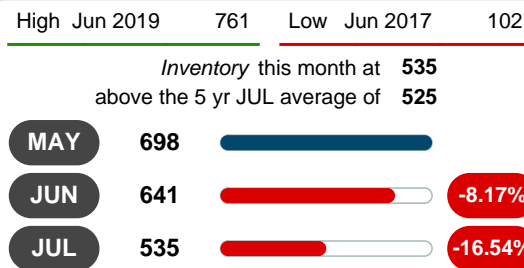


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 525



### 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	46	8.60%	193.5	45	1	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	145	27.10%	160.1	134	9	1	1
\$75,001 - \$175,000	139	25.98%	92.9	84	45	9	1
\$175,001 - \$300,000	83	15.51%	73.3	32	36	10	5
\$300,001 - \$525,000	67	12.52%	86.3	32	15	13	7
\$525,001 and up	55	10.28%	91.8	27	10	11	7
Total Active Inventory by Units			535	354	116	44	21
Total Active Inventory by Volume			121,189,227	64.56M	28.40M	18.44M	9.78M
Average Active Inventory Listing Price			\$226,522	\$182,386	\$244,864	\$419,201	\$465,503

# July 2020



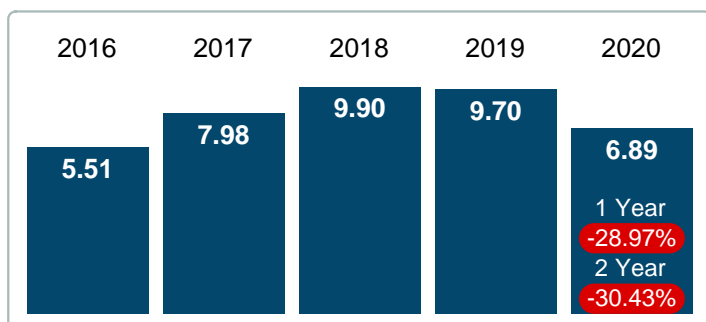
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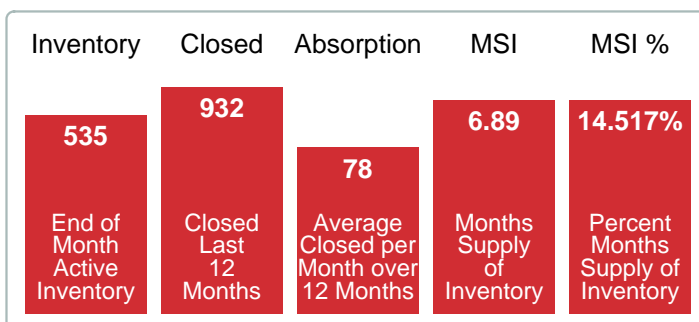
## MONTHS SUPPLY of INVENTORY (MSI)

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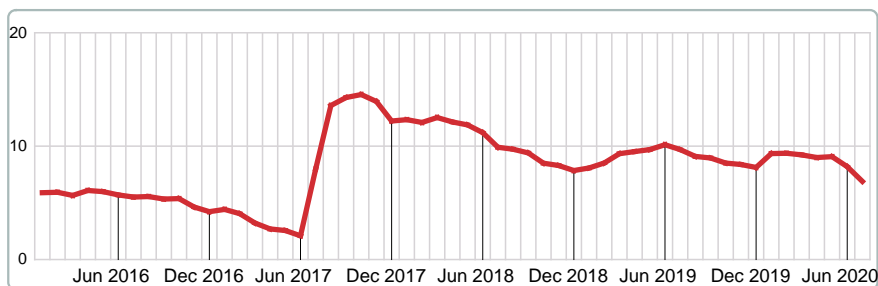
### MSI FOR JULY



### INDICATORS FOR JULY 2020

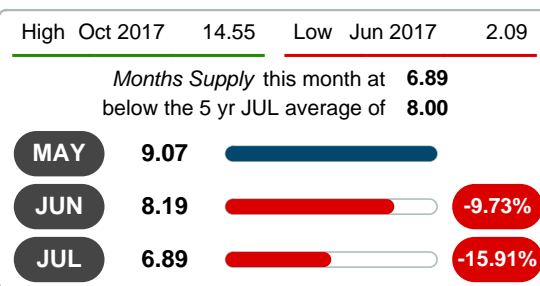


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 8.00



### 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	29	5.42%	6.21	6.11	12.00	0.00	0.00
\$20,001 - \$40,000	107	20.00%	15.47	19.75	0.00	0.00	0.00
\$40,001 - \$80,000	61	11.40%	6.10	8.86	2.54	6.00	12.00
\$80,001 - \$170,000	127	23.74%	4.56	9.63	2.45	2.92	2.40
\$170,001 - \$310,000	91	17.01%	4.42	11.68	3.10	2.40	15.00
\$310,001 - \$540,000	65	12.15%	11.30	37.20	7.50	5.76	8.40
\$540,001 and up	55	10.28%	28.70	64.80	17.14	14.67	42.00
Market Supply of Inventory (MSI)	6.89			12.76	3.13	4.00	11.45
Total Active Inventory by Units	535	100%	6.89	354	116	44	21

# July 2020



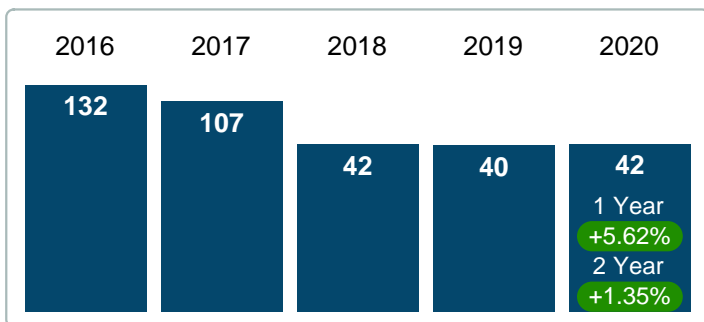
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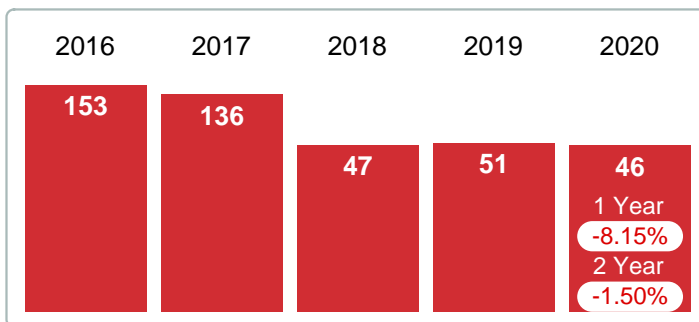
## AVERAGE DAYS ON MARKET TO SALE

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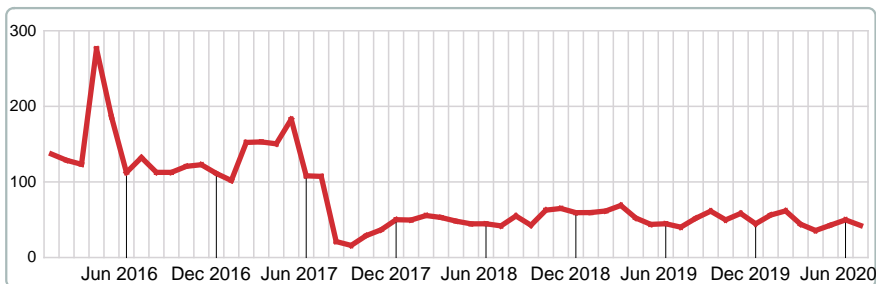
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

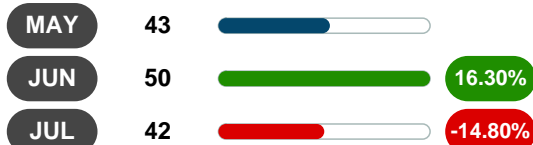


### 3 MONTHS

5 year JUL AVG = 73

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 73



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	11.32%	31	27	68	0	0
\$25,001-\$75,000	21	19.81%	44	48	10	79	0
\$75,001-\$150,000	32	30.19%	33	36	29	55	0
\$150,001-\$225,000	17	16.04%	39	40	42	21	0
\$225,001-\$300,000	13	12.26%	53	158	29	54	18
\$300,001 and up	11	10.38%	74	93	13	75	68
<b>Average Closed DOM</b>	<b>42</b>			<b>47</b>	<b>32</b>	<b>62</b>	<b>34</b>
<b>Total Closed Units</b>	<b>106</b>	<b>100%</b>	<b>42</b>	<b>45</b>	<b>44</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>16,638,079</b>			<b>4.24M</b>	<b>6.97M</b>	<b>4.42M</b>	<b>1.01M</b>



# July 2020



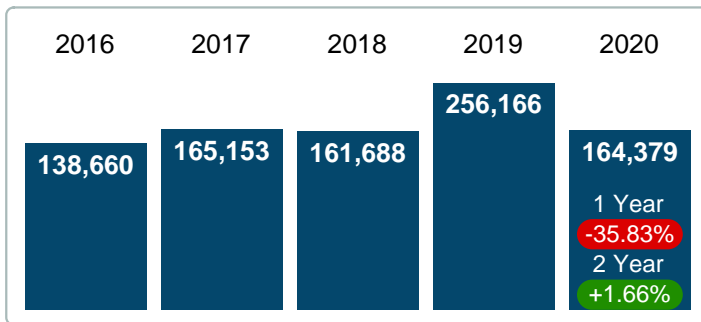
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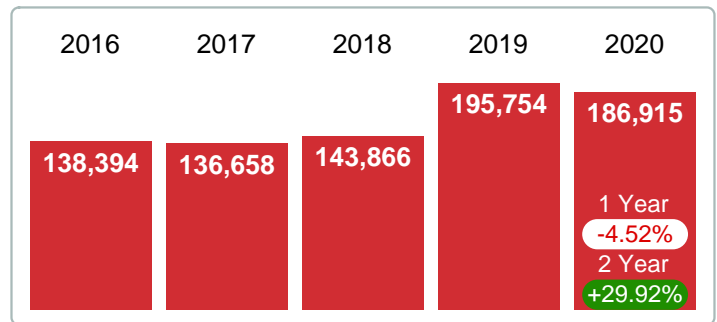
## AVERAGE LIST PRICE AT CLOSING

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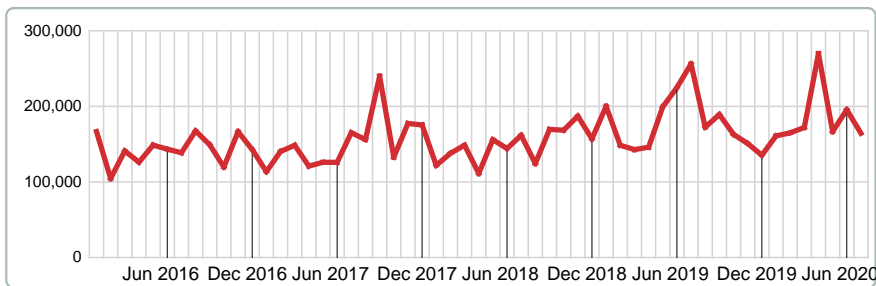
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

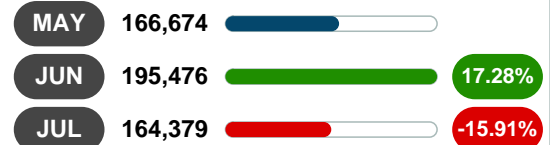


### 3 MONTHS

5 year JUL AVG = 177,209

High Apr 2020 269,687 Low Feb 2016 104,570

Average List Price at Closing this month at **164,379**  
below the 5 yr JUL average of **177,209**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	11	10.38%	13,182	13,182	30,000	0	0
\$25,001-\$75,000	21	19.81%	48,452	50,727	56,225	46,500	0
\$75,001-\$150,000	31	29.25%	118,071	120,683	120,826	169,900	0
\$150,001-\$225,000	18	16.98%	186,222	185,000	194,462	184,500	0
\$225,001-\$300,000	13	12.26%	267,625	292,000	274,471	253,800	283,000
\$300,001 and up	12	11.32%	480,858	403,500	499,900	545,317	449,000
<b>Average List Price</b>			<b>164,379</b>	<b>100,413</b>	<b>164,212</b>	<b>333,229</b>	<b>338,333</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>164,379</b>	<b>45</b>	<b>44</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>				<b>4.52M</b>	<b>7.23M</b>	<b>4.67M</b>	<b>1.02M</b>



# July 2020



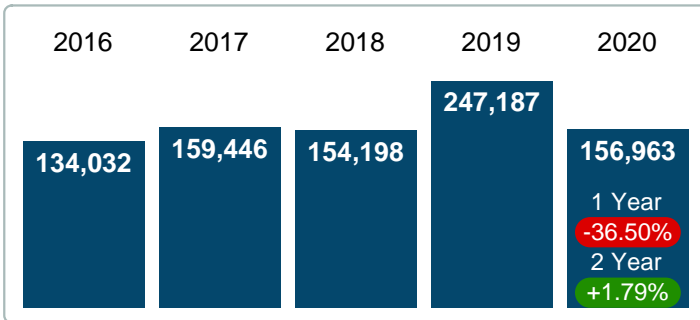
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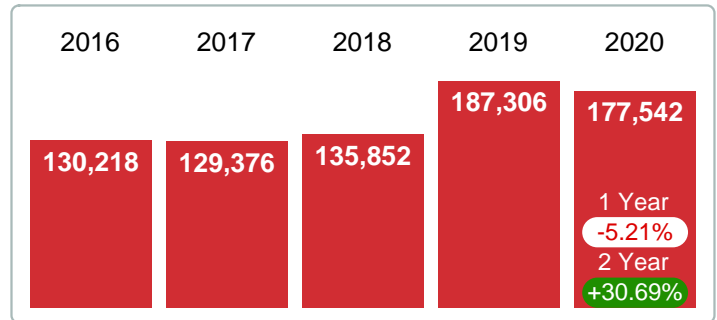
## AVERAGE SOLD PRICE AT CLOSING

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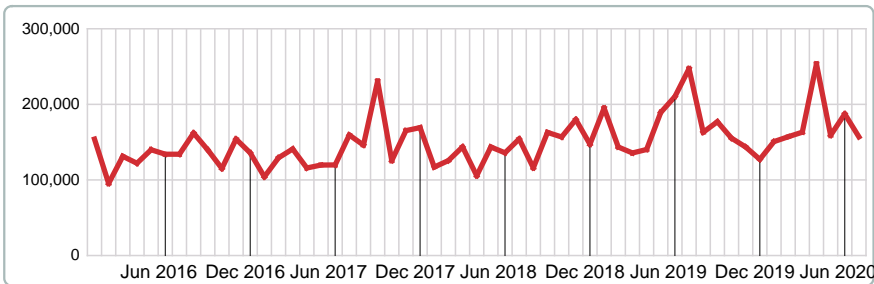
### JULY



### YEAR TO DATE (YTD)

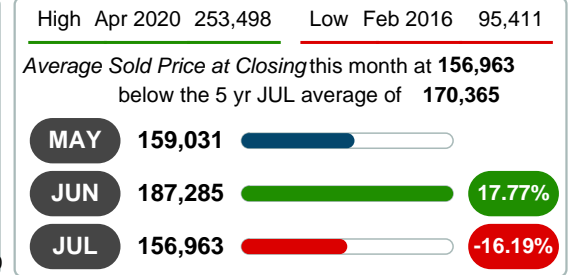


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 170,365



## 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	11.32%	13,459	12,637	22,500	0	0
\$25,001-\$75,000	21	19.81%	47,667	47,567	55,125	33,500	0
\$75,001-\$150,000	32	30.19%	117,644	116,017	118,284	125,000	0
\$150,001-\$225,000	17	16.04%	187,485	177,500	189,519	184,250	0
\$225,001-\$300,000	13	12.26%	257,248	265,000	261,121	235,833	270,000
\$300,001 and up	11	10.38%	470,864	370,333	450,000	525,000	468,500
<b>Average Sold Price</b>			<b>156,963</b>	<b>94,238</b>	<b>158,429</b>	<b>315,571</b>	<b>336,167</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>106</b>	<b>45</b>	<b>44</b>	<b>14</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>16,638,079</b>	<b>4.24M</b>	<b>6.97M</b>	<b>4.42M</b>	<b>1.01M</b>

# July 2020



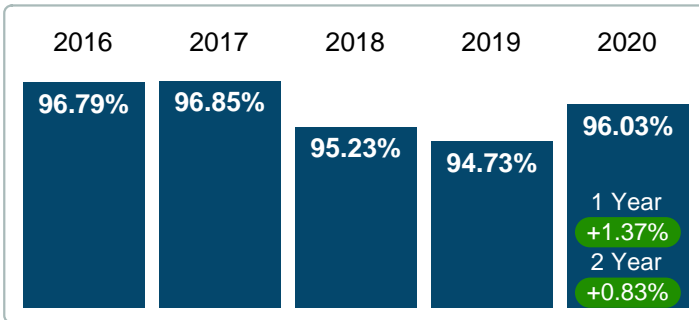
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



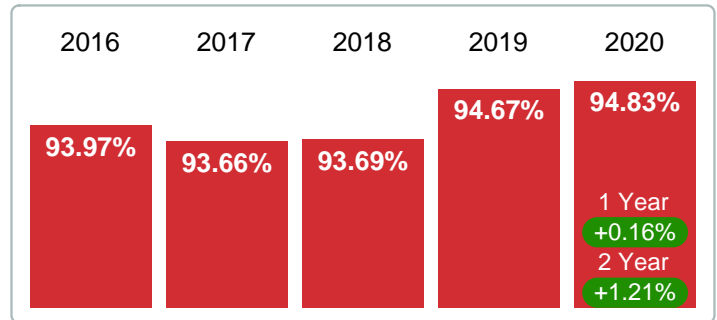
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2020 for MLS Technology Inc.

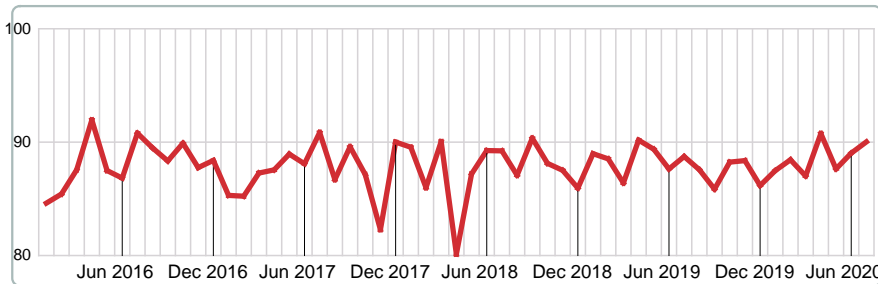
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

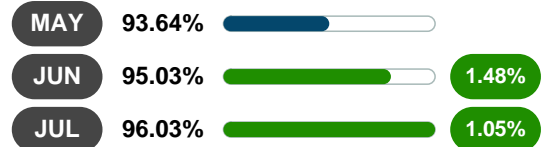


### 3 MONTHS

5 year JUL AVG = 95.92%

High Apr 2016 97.95% Low Apr 2018 86.12%

Average Sold/List Ratio this month at **96.03%** equal to 5 yr JUL average of **95.92%**



### 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	12	11.32%	94.83%	96.64%	75.00%	0.00%	0.00%
\$25,001-\$75,000	21	19.81%	93.23%	94.23%	100.07%	72.01%	0.00%
\$75,001-\$150,000	32	30.19%	98.36%	97.62%	100.14%	73.57%	0.00%
\$150,001-\$225,000	17	16.04%	97.85%	96.05%	97.81%	99.92%	0.00%
\$225,001-\$300,000	13	12.26%	94.41%	90.93%	95.82%	93.11%	95.58%
\$300,001 and up	11	10.38%	94.96%	91.13%	90.02%	96.15%	104.34%
Average Sold/List Ratio		96.00%		95.45%	98.05%	90.98%	98.50%
Total Closed Units		106	100%	45	44	14	3
Total Closed Volume		16,638,079		4.24M	6.97M	4.42M	1.01M

# July 2020



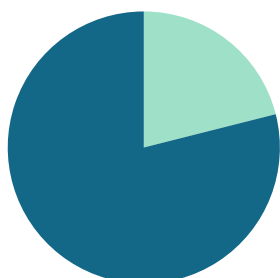
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



## MARKET SUMMARY

Report produced on Aug 11, 2020 for MLS Technology Inc.

### INVENTORY

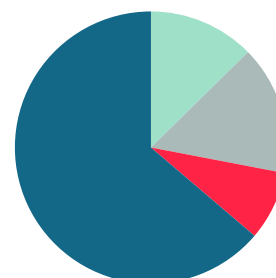


**Inventory**  
 New Listings  
**171 = 21.06%**  
 Start Inventory  
**641**  
 Total Inventory Units  
**812**  
 Volume  
**\$173,473,177**

### Market Activity

Closed Sales  
**106 = 12.63%**  
 Pending Sales  
**129 = 15.38%**  
 Other Off Market  
**69 = 8.22%**  
 Active Inventory  
**535 = 63.77%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	113	106	-6.19%	534	538	0.75%
Pending Sales	104	129	24.04%	609	675	10.84%
New Listings	180	171	-5.00%	1,212	1,179	-2.72%
Average List Price	256,166	164,379	-35.83%	195,754	186,915	-4.52%
Average Sale Price	247,187	156,963	-36.50%	187,306	177,542	-5.21%
Average Percent of Selling Price to List Price	94.73%	96.03%	1.37%	94.67%	94.83%	0.16%
Average Days on Market to Sale	40.19	42.45	5.62%	50.60	46.48	-8.15%
Monthly Inventory	733	535	-27.01%	733	535	-27.01%
Months Supply of Inventory	9.70	6.89	-28.97%	9.70	6.89	-28.97%

**Absorption:** Last 12 months, an Average of **78** Sales/Month

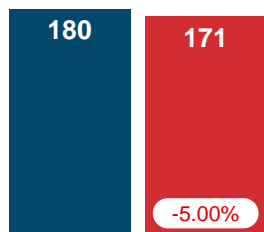
**Inventory** on July 31, 2020 = **535**

**2019** **2020**

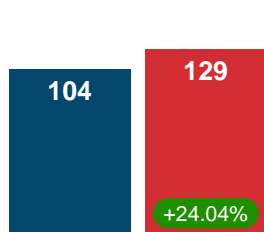
### JULY MARKET

### AVERAGE PRICES

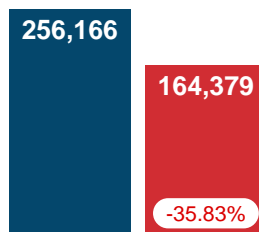
#### New Listings



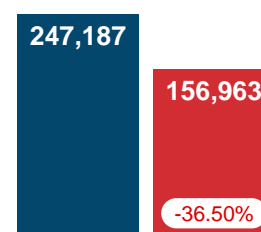
#### Pending Listings



#### List Price



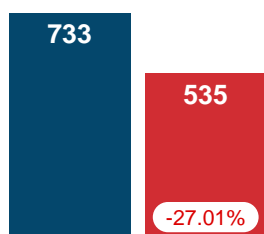
#### Sale Price



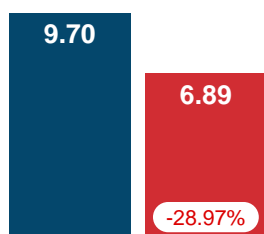
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

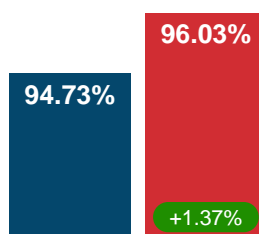
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

