

July 2020



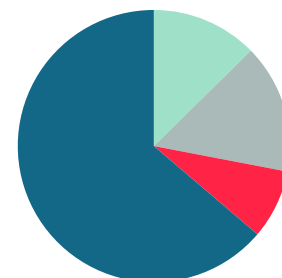
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



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%
Median List Price	164,900	135,000	-18.13%
Median Sale Price	159,000	125,000	-21.38%
Median Percent of Selling Price to List Price	96.74%	99.20%	2.54%
Median Days on Market to Sale	27.00	20.50	-24.07%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **21.38%** in July 2020 to \$125,000 versus the previous year at \$159,000.

Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 6.50 days or **24.07%** in July 2020 compared to last year's same month at **27.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

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

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



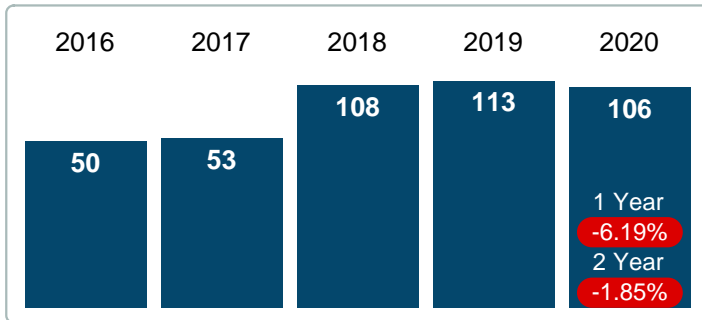
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



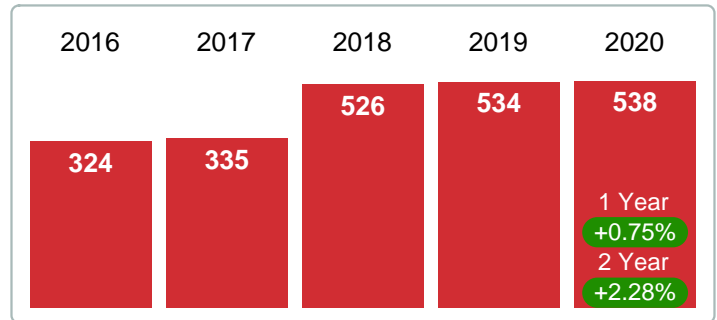
CLOSED LISTINGS

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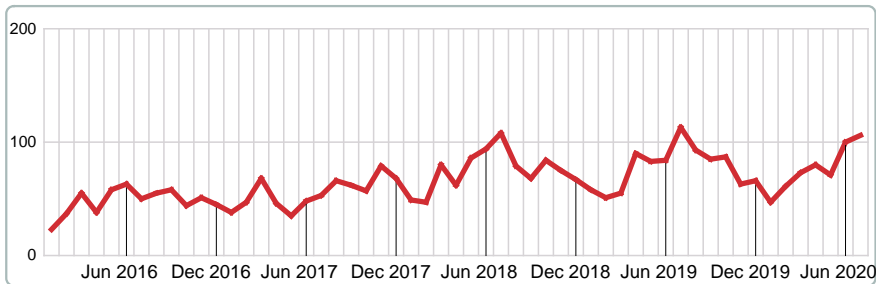
JULY



YEAR TO DATE (YTD)

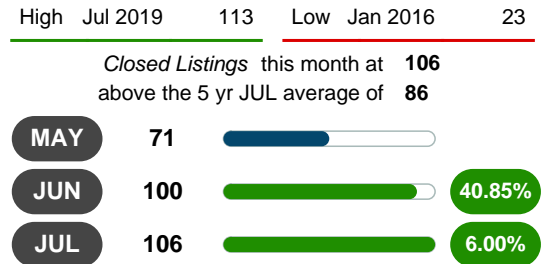


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	1.89%	78.0	2	0	0	0
\$10,001 - \$40,000	20	18.87%	25.5	17	1	2	0
\$40,001 - \$90,000	17	16.04%	20.0	10	7	0	0
\$90,001 - \$160,000	27	25.47%	8.0	9	17	1	0
\$160,001 - \$230,000	17	16.04%	13.0	2	12	3	0
\$230,001 - \$310,000	12	11.32%	30.0	2	6	2	2
\$310,001 and up	11	10.38%	68.0	3	1	6	1
Total Closed Units	106			45	44	14	3
Total Closed Volume	16,638,079	100%	20.5	4.24M	6.97M	4.42M	1.01M
Median Closed Price	\$125,000			\$65,000	\$144,500	\$238,750	\$275,000

July 2020



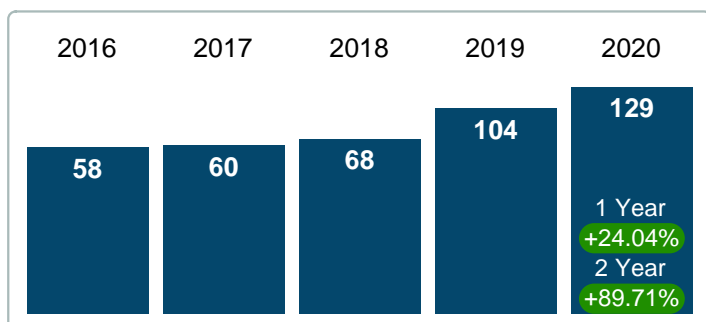
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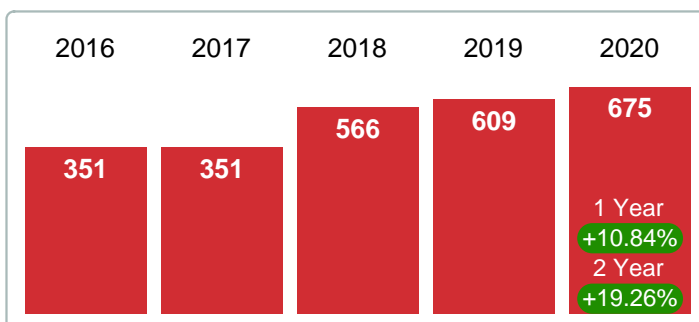
PENDING LISTINGS

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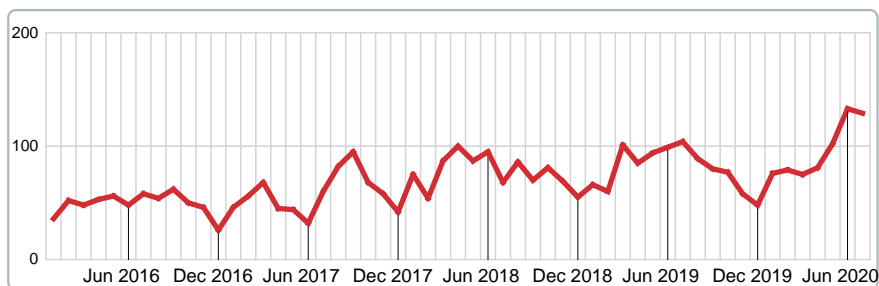
JULY



YEAR TO DATE (YTD)

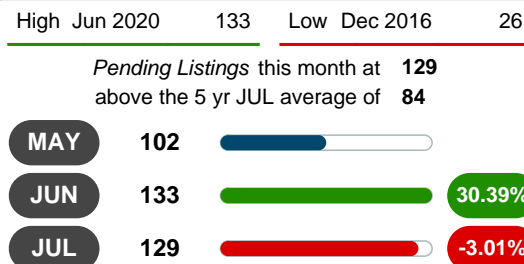


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 84



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	10.08%	113.0	12	1	0	0
\$30,001 - \$60,000	16	12.40%	42.0	11	4	1	0
\$60,001 - \$110,000	23	17.83%	46.0	14	8	1	0
\$110,001 - \$170,000	26	20.16%	9.0	8	15	2	1
\$170,001 - \$240,000	21	16.28%	45.0	6	15	0	0
\$240,001 - \$370,000	17	13.18%	21.0	4	12	1	0
\$370,001 and up	13	10.08%	68.0	2	4	5	2
Total Pending Units	129			57	59	10	3
Total Pending Volume	23,513,744	100%	34.0	6.33M	11.73M	4.29M	1.16M
Median Listing Price	\$144,500			\$84,900	\$179,500	\$418,000	\$439,999

July 2020



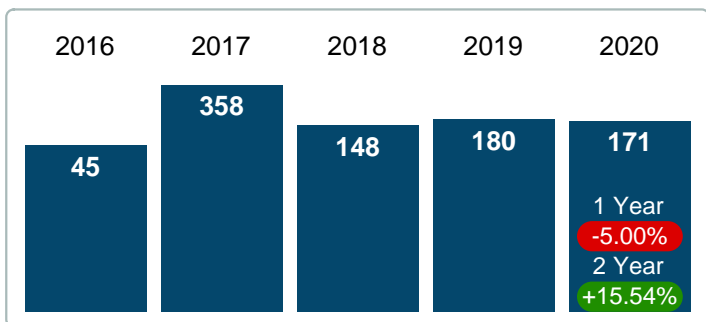
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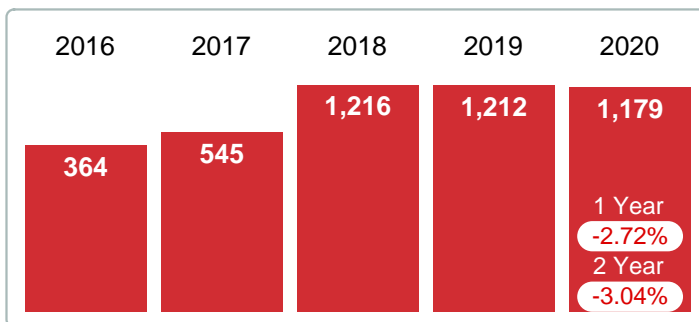
NEW LISTINGS

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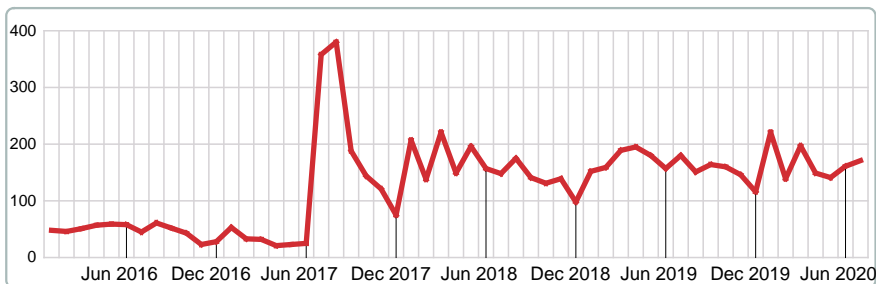
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
\$20,000 and less	12	7.02%	12	0	0	0
\$20,001 - \$60,000	26	15.20%	25	1	0	0
\$60,001 - \$120,000	26	15.20%	15	8	3	0
\$120,001 - \$180,000	41	23.98%	13	24	3	1
\$180,001 - \$280,000	24	14.04%	6	13	3	2
\$280,001 - \$450,000	25	14.62%	9	9	6	1
\$450,001 and up	17	9.94%	7	2	5	3
Total New Listed Units	171		87	57	20	7
Total New Listed Volume	39,300,199	100%	16.77M	12.12M	7.87M	2.54M
Median New Listed Listing Price	\$149,900		\$85,000	\$174,000	\$335,000	\$289,000

July 2020



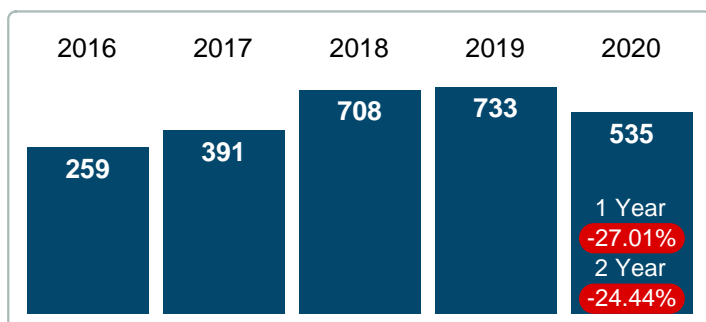
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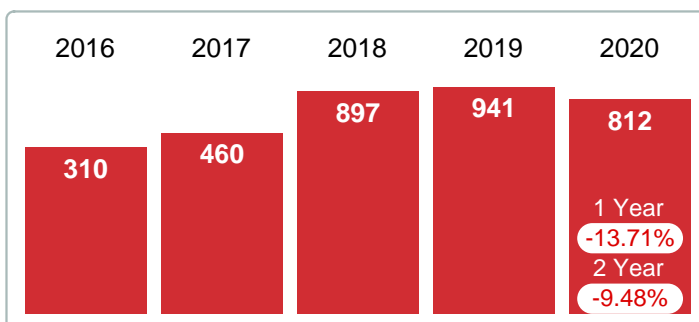
ACTIVE INVENTORY

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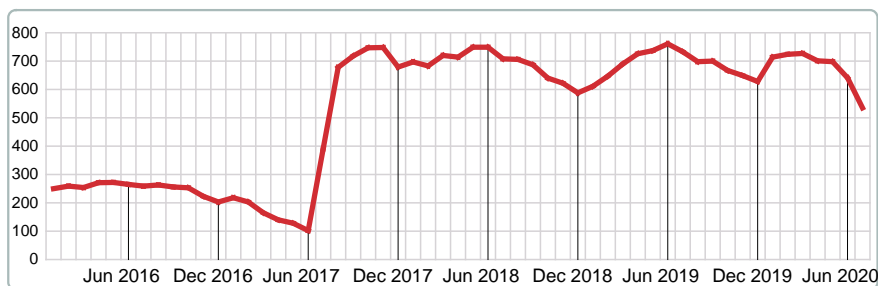
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

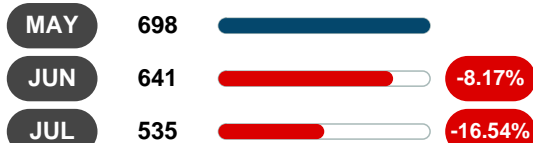


3 MONTHS

5 year JUL AVG = 525

High Jun 2019 761 Low Jun 2017 102

Inventory this month at 535
above the 5 yr JUL average of 525



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	29	5.42%	158.0	28	1	0	0
\$20,001 - \$40,000	107	20.00%	171.0	107	0	0	0
\$40,001 - \$80,000	61	11.40%	70.0	48	11	1	1
\$80,001 - \$170,000	127	23.74%	80.0	77	40	9	1
\$170,001 - \$310,000	91	17.01%	51.0	36	39	11	5
\$310,001 - \$540,000	65	12.15%	85.0	31	15	12	7
\$540,001 and up	55	10.28%	87.0	27	10	11	7
Total Active Inventory by Units		535		354	116	44	21
Total Active Inventory by Volume		121,189,227	100%	64.56M	28.40M	18.44M	9.78M
Median Active Inventory Listing Price		\$125,000		\$74,950	\$184,700	\$344,500	\$450,000

July 2020



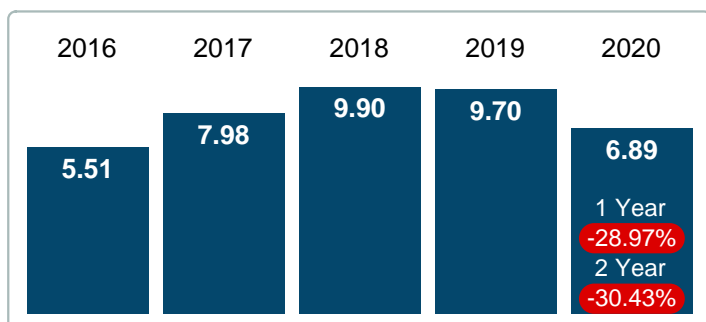
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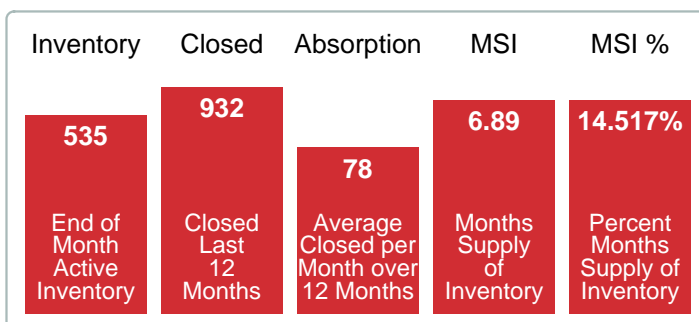
MONTHS SUPPLY of INVENTORY (MSI)

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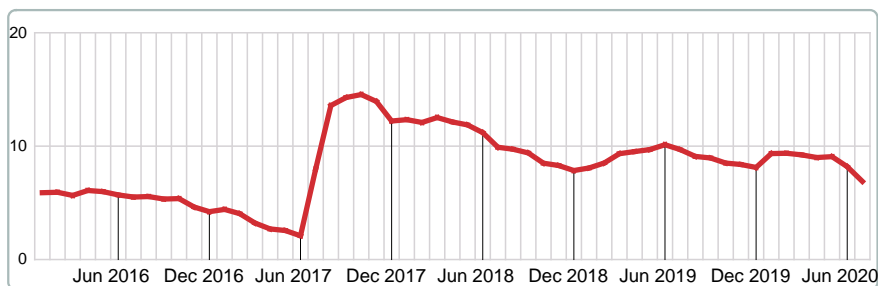
MSI FOR JULY



INDICATORS FOR JULY 2020

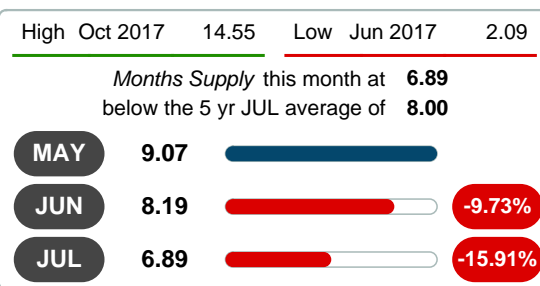


5 YEAR MARKET ACTIVITY TRENDS



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		100%	6.89	354	116	44	21

July 2020



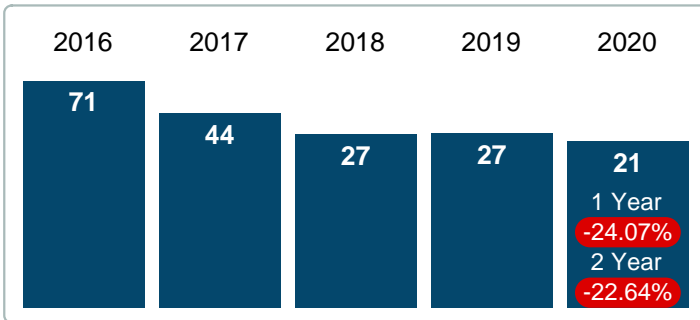
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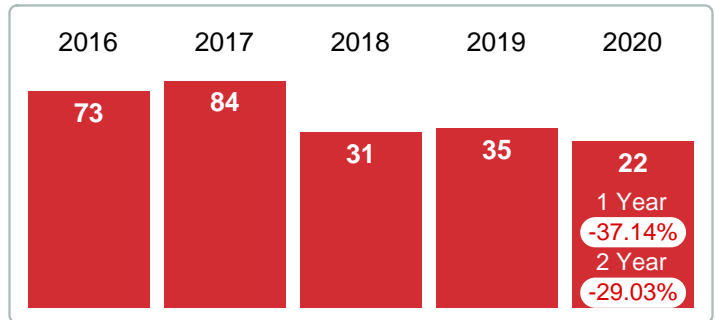
MEDIAN DAYS ON MARKET TO SALE

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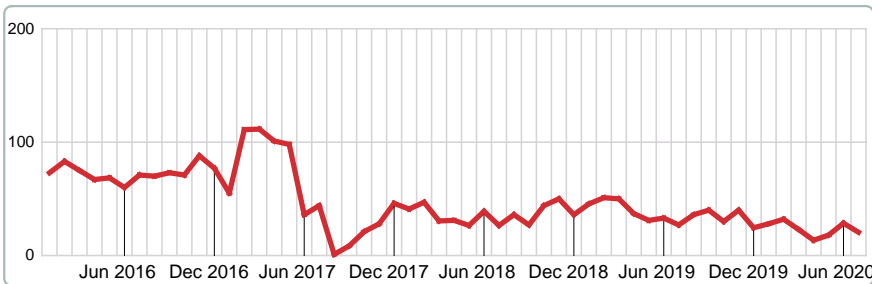
JULY



YEAR TO DATE (YTD)

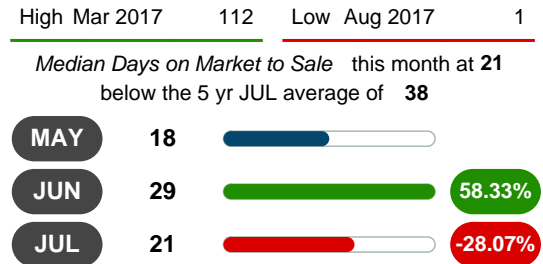


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38



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
\$10,000 and less	1.89%	78	78	0	0	0
\$10,001 - \$40,000	18.87%	26	13	68	79	0
\$40,001 - \$90,000	16.04%	20	27	20	0	0
\$90,001 - \$160,000	25.47%	8	4	12	55	0
\$160,001 - \$230,000	16.04%	13	40	12	35	0
\$230,001 - \$310,000	11.32%	30	158	20	49	18
\$310,001 and up	10.38%	68	132	13	62	68
Median Closed DOM		21	24	13	55	29
Total Closed Units	100%	106	45	44	14	3
Total Closed Volume		16,638,079	4.24M	6.97M	4.42M	1.01M

July 2020



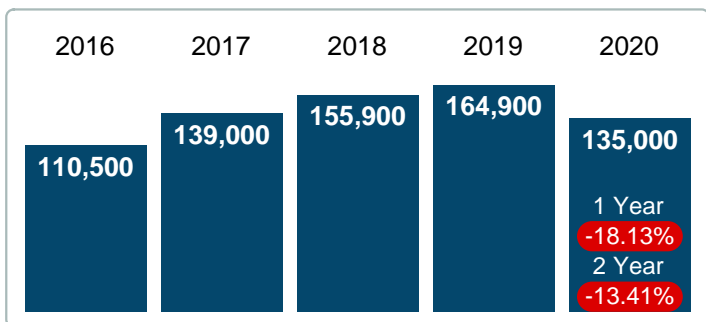
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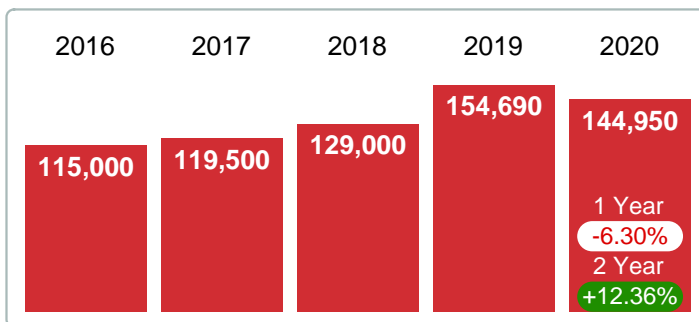
MEDIAN LIST PRICE AT CLOSING

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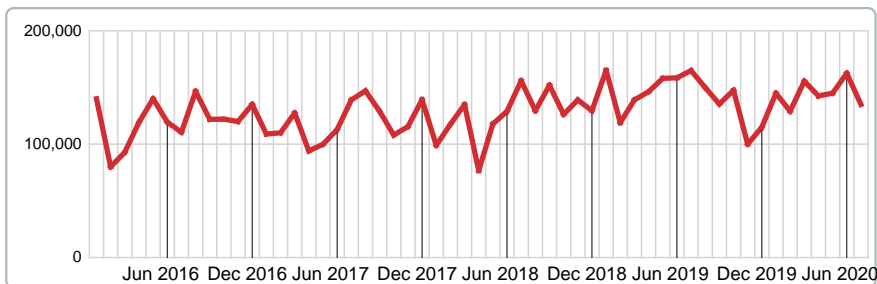
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

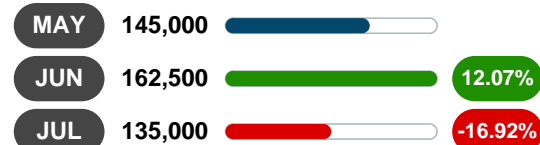


3 MONTHS

5 year JUL AVG = 141,060

High Jan 2019 165,000 Low Apr 2018 76,750

Median List Price at Closing this month at 135,000 below the 5 yr JUL average of 141,060



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
\$10,000 and less	2	1.89%	4,000	4,000	0	0	0
\$10,001 \$40,000	16	15.09%	16,834	15,667	30,000	0	0
\$40,001 \$90,000	21	19.81%	67,000	72,000	65,600	46,500	0
\$90,001 \$160,000	24	22.64%	132,500	132,500	130,000	0	0
\$160,001 \$230,000	18	16.98%	188,900	180,000	189,400	170,000	0
\$230,001 \$310,000	13	12.26%	268,000	292,000	254,414	249,500	283,000
\$310,001 and up	12	11.32%	462,500	385,000	419,450	578,450	449,000
Median List Price			135,000	72,000	148,750	258,750	298,000
Total Closed Units		100%	106	45	44	14	3
Total Closed Volume			17,424,129	4.52M	7.23M	4.67M	1.02M

July 2020



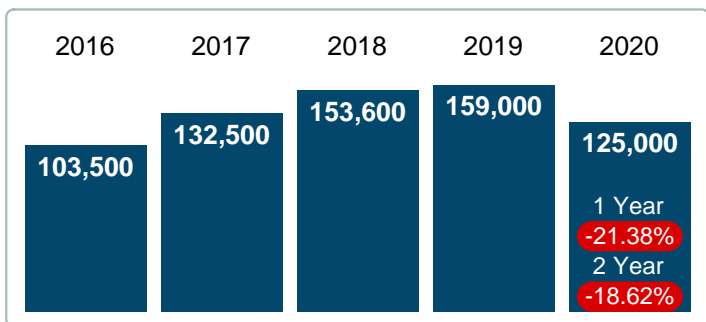
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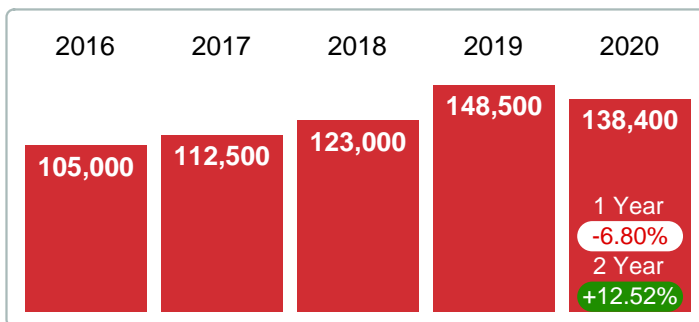
MEDIAN SOLD PRICE AT CLOSING

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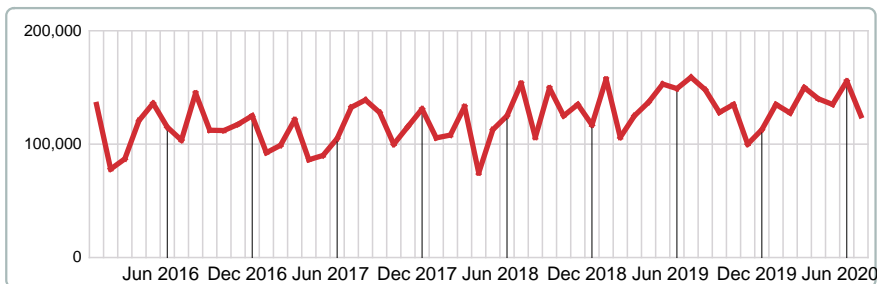
JULY



YEAR TO DATE (YTD)

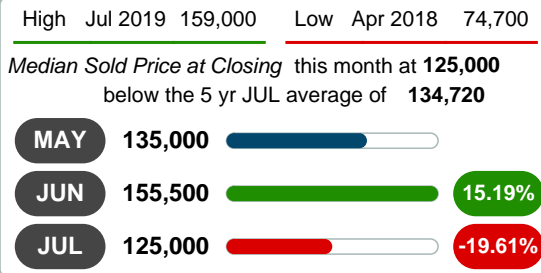


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 134,720



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
\$10,000 and less	2	1.89%	4,000	4,000	0	0	0
\$10,001 - \$40,000	20	18.87%	24,000	15,667	22,500	33,500	0
\$40,001 - \$90,000	17	16.04%	73,000	72,000	74,000	0	0
\$90,001 - \$160,000	27	25.47%	125,000	125,000	124,900	125,000	0
\$160,001 - \$230,000	17	16.04%	189,900	177,500	192,450	197,500	0
\$230,001 - \$310,000	12	11.32%	257,500	265,000	259,364	238,750	270,000
\$310,001 and up	11	10.38%	468,500	320,000	450,000	557,500	468,500
Median Sold Price			125,000	65,000	144,500	238,750	275,000
Total Closed Units		100%	106	45	44	14	3
Total Closed Volume			16,638,079	4.24M	6.97M	4.42M	1.01M

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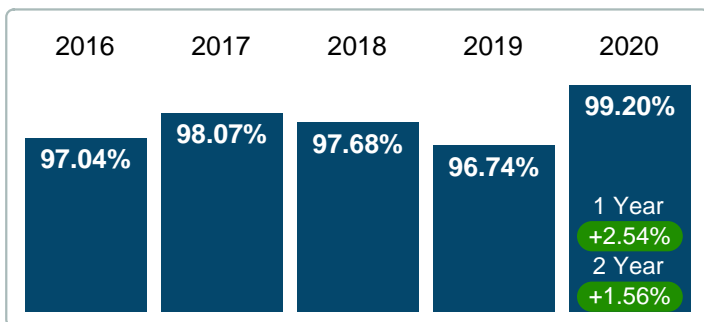
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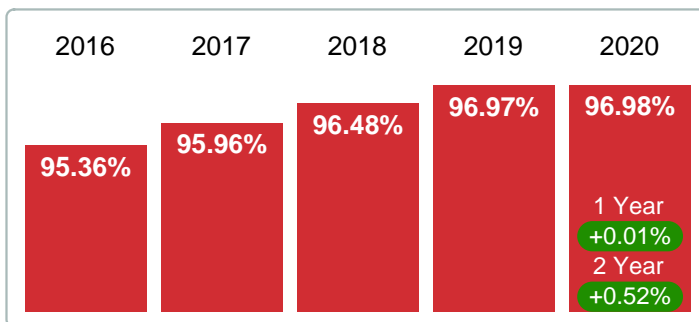
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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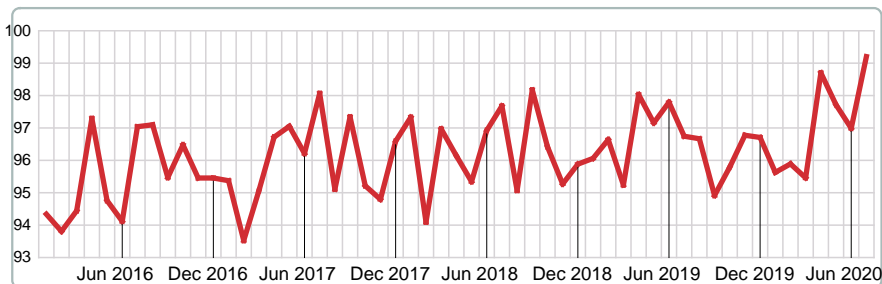
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

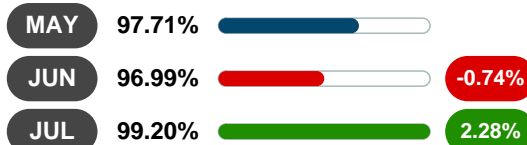


3 MONTHS

5 year JUL AVG = 97.75%

High Jul 2020 99.20% Low Feb 2017 93.53%

Median Sold/List Ratio this month at **99.20%**
above the 5 yr JUL average of **97.75%**



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
\$10,000 and less	2	1.89%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	20	18.87%	100.00%	100.00%	75.00%	72.01%	0.00%
\$40,001 - \$90,000	17	16.04%	97.76%	98.28%	97.76%	0.00%	0.00%
\$90,001 - \$160,000	27	25.47%	100.00%	100.00%	100.00%	73.57%	0.00%
\$160,001 - \$230,000	17	16.04%	100.00%	96.05%	100.00%	99.25%	0.00%
\$230,001 - \$310,000	12	11.32%	98.15%	90.93%	98.85%	96.76%	95.58%
\$310,001 and up	11	10.38%	96.30%	91.56%	90.02%	96.66%	104.34%
Median Sold/List Ratio		99.20%		100.00%	99.80%	96.02%	98.88%
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



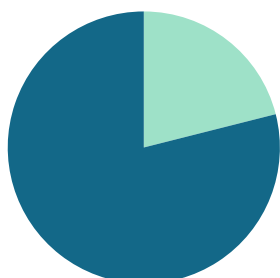
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall



MARKET SUMMARY

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

INVENTORY

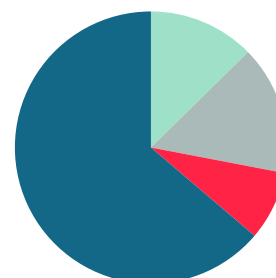


Inventory
 New Listings
171 = 21.06%
 Start Inventory
641
 Total Inventory Units
812
 Volume
\$173,473,177

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%
Median List Price	164,900	135,000	-18.13%	154,690	144,950	-6.30%
Median Sale Price	159,000	125,000	-21.38%	148,500	138,400	-6.80%
Median Percent of Selling Price to List Price	96.74%	99.20%	2.54%	96.97%	96.98%	0.01%
Median Days on Market to Sale	27.00	20.50	-24.07%	35.00	22.00	-37.14%
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

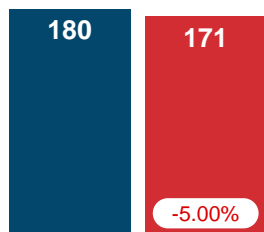
Inventory on July 31, 2020 = **535**

2019 **2020**

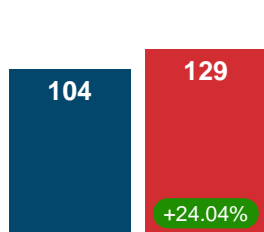
JULY MARKET

MEDIAN PRICES

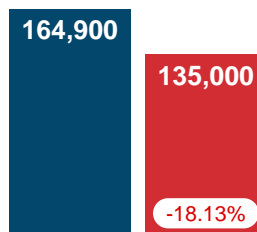
New Listings



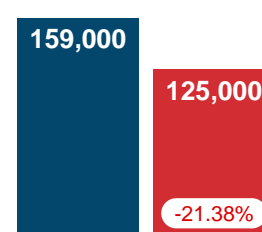
Pending Listings



List Price



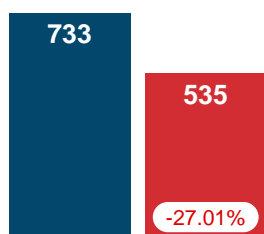
Sale Price



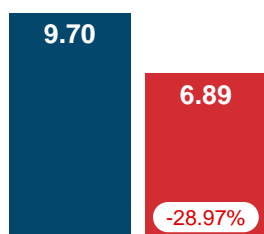
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

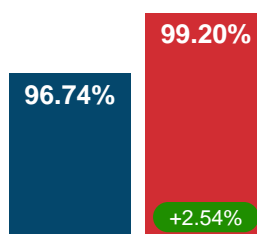
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

