

# August 2019



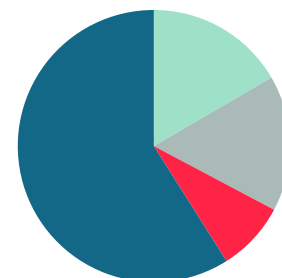
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	1,662	1,638	-1.44%
Pending Listings	1,420	1,592	12.11%
New Listings	2,609	2,377	-8.89%
Average List Price	184,986	187,692	1.46%
Average Sale Price	179,620	183,115	1.95%
Average Percent of Selling Price to List Price	97.45%	97.48%	0.04%
Average Days on Market to Sale	40.60	37.99	-6.41%
End of Month Inventory	8,394	5,815	-30.72%
Months Supply of Inventory	6.02	4.15	-31.18%



■ Closed (16.61%)  
■ Pending (16.14%)  
■ Other OffMarket (8.28%)  
■ Active (58.97%)

**Absorption:** Last 12 months, an Average of **1,403** Sales/Month  
**Active Inventory** as of August 31, 2019 = **5,815**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2019 decreased **30.72%** to 5,815 existing homes available for sale. Over the last 12 months this area has had an average of 1,403 closed sales per month. This represents an unsold inventory index of **4.15** 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 **1.95%** in August 2019 to \$183,115 versus the previous year at \$179,620.

#### Average Days on Market Shortens

The average number of **37.99** days that homes spent on the market before selling decreased by 2.60 days or **6.41%** in August 2019 compared to last year's same month at **40.60** DOM.

#### Sales Success for August 2019 is Positive

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

There were 2,377 New Listings in August 2019, down **8.89%** from last year at 2,609. Furthermore, there were 1,638 Closed Listings this month versus last year at 1,662, a **-1.44%** decrease.

Closed versus Listed trends yielded a **68.9%** ratio, up from previous year's, August 2018, at **63.7%**, a **8.18%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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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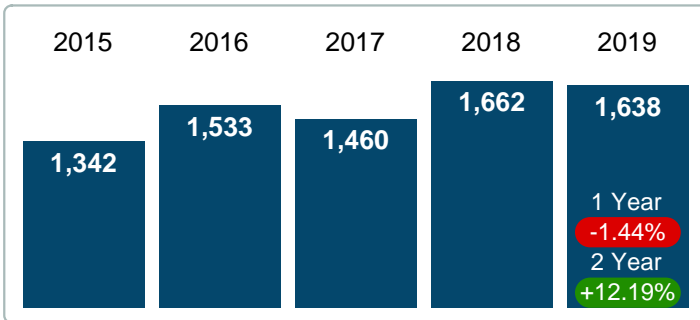
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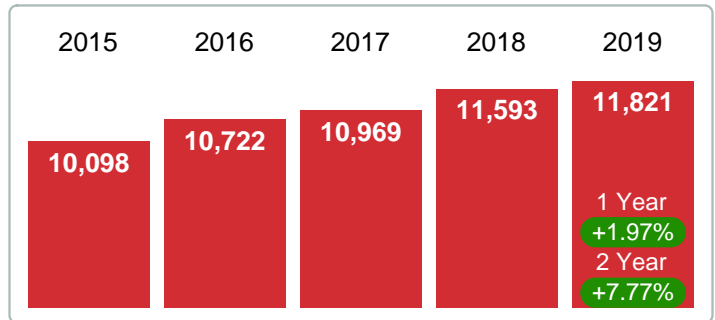
## CLOSED LISTINGS

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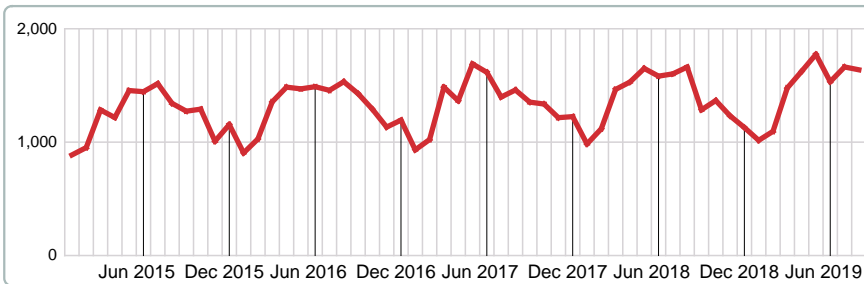
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

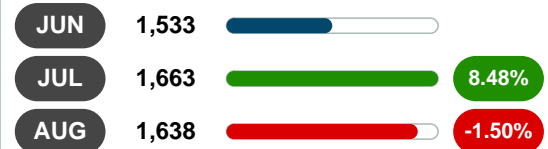


### 3 MONTHS

5 year AUG AVG = 1,527

High May 2019 1,774 Low Jan 2015 887

Closed Listings this month at **1,638**  
above the 5 yr AUG average of **1,527**



### 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-\$75,000	342	20.88%	38.9	128	172	38	4
\$75,001-\$125,000	240	14.65%	30.0	61	161	17	1
\$125,001-\$175,000	382	23.32%	30.6	35	286	54	7
\$175,001-\$225,000	256	15.63%	37.3	24	148	80	4
\$225,001-\$325,000	239	14.59%	45.3	9	86	122	22
\$325,001 and up	179	10.93%	54.2	12	38	108	21
<b>Total Closed Units</b>	<b>1,638</b>			<b>269</b>	<b>891</b>	<b>419</b>	<b>59</b>
<b>Total Closed Volume</b>	<b>299,942,098</b>	<b>100%</b>	<b>38.0</b>	<b>32.52M</b>	<b>134.68M</b>	<b>112.08M</b>	<b>20.67M</b>
<b>Average Closed Price</b>	<b>\$183,115</b>			<b>\$120,881</b>	<b>\$151,157</b>	<b>\$267,487</b>	<b>\$350,297</b>

# August 2019



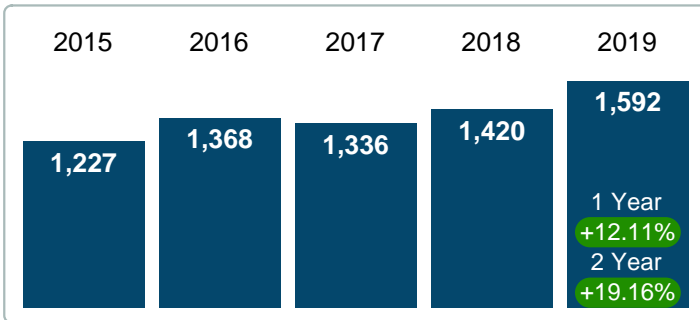
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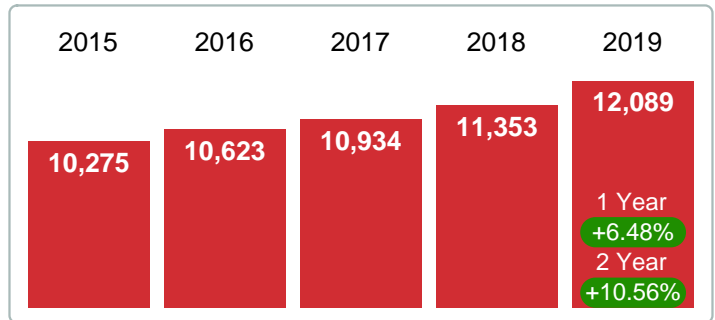
## PENDING LISTINGS

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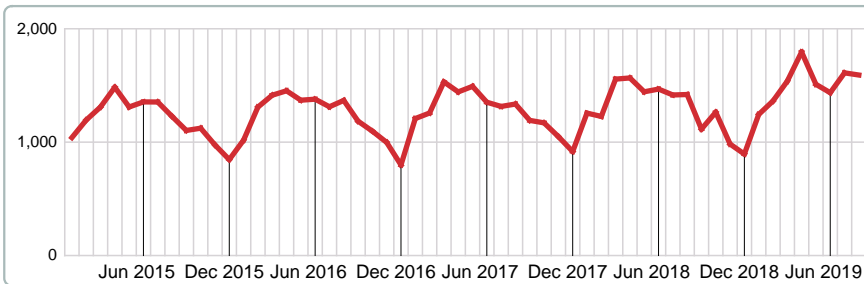
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,389

High Apr 2019 1,795 Low Dec 2016 799

Pending Listings this month at 1,592 above the 5 yr AUG average of 1,389



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	142	8.92%	48.3	81	49	10	2
\$50,001 - \$100,000	213	13.38%	39.3	69	125	19	0
\$100,001 - \$125,000	129	8.10%	40.0	20	92	16	1
\$125,001 - \$175,000	413	25.94%	35.1	45	298	62	8
\$175,001 - \$225,000	256	16.08%	33.3	9	160	81	6
\$225,001 - \$350,000	274	17.21%	53.7	21	110	121	22
\$350,001 and up	165	10.36%	68.7	13	33	86	33
<b>Total Pending Units</b>	<b>1,592</b>			<b>258</b>	<b>867</b>	<b>395</b>	<b>72</b>
<b>Total Pending Volume</b>	<b>314,384,994</b>	<b>100%</b>	<b>38.0</b>	<b>35.06M</b>	<b>142.13M</b>	<b>107.80M</b>	<b>29.40M</b>
<b>Average Listing Price</b>	<b>\$182,550</b>			<b>\$135,874</b>	<b>\$163,930</b>	<b>\$272,917</b>	<b>\$408,337</b>

# August 2019



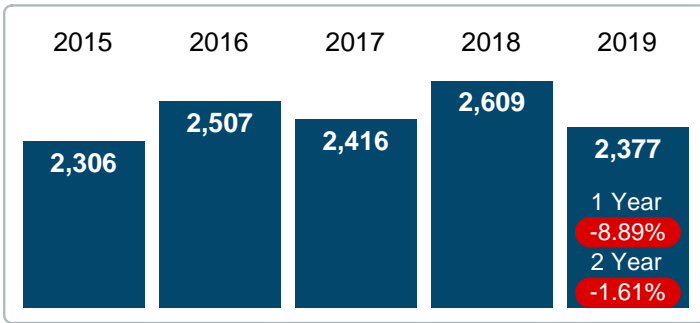
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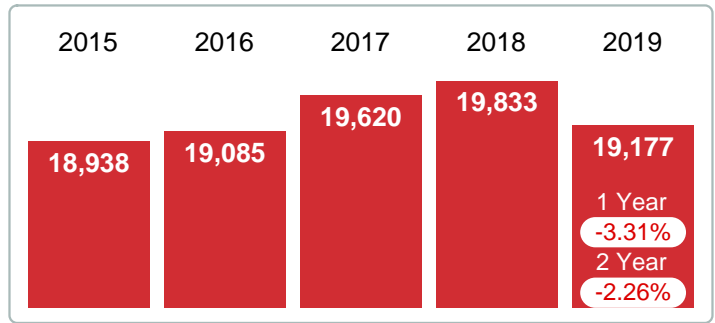
## NEW LISTINGS

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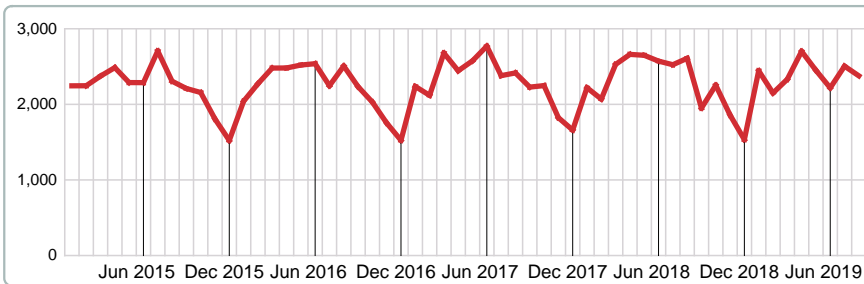
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 2,443

High Jun 2017 2,770 Low Dec 2015 1,523

New Listings this month at **2,377**  
below the 5 yr AUG average of **2,443**



### 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	227	9.55%	77	107	38	5
\$25,001 - \$75,000	267	11.23%	168	86	13	0
\$75,001 - \$125,000	318	13.38%	113	173	30	2
\$125,001 - \$200,000	654	27.51%	128	412	103	11
\$200,001 - \$275,000	329	13.84%	25	157	136	11
\$275,001 - \$425,000	328	13.80%	45	85	169	29
\$425,001 and up	254	10.69%	56	40	94	64
<b>Total New Listed Units</b>	<b>2,377</b>		<b>612</b>	<b>1,060</b>	<b>583</b>	<b>122</b>
<b>Total New Listed Volume</b>	<b>545,747,056</b>	<b>100%</b>	<b>124.15M</b>	<b>177.63M</b>	<b>175.55M</b>	<b>68.41M</b>
<b>Average New Listed Listing Price</b>	<b>\$154,842</b>		<b>\$202,863</b>	<b>\$167,580</b>	<b>\$301,120</b>	<b>\$560,714</b>

# August 2019



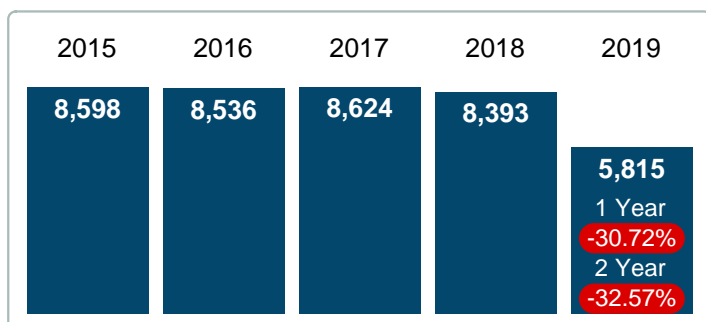
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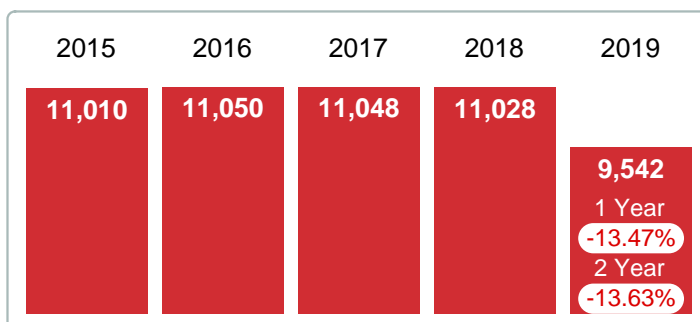
## ACTIVE INVENTORY

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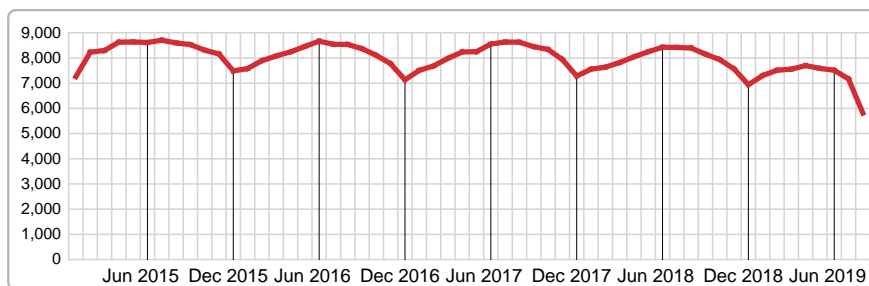
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

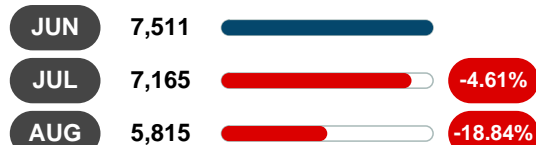


### 3 MONTHS

5 year AUG AVG = 7,993

High Jul 2015 8,704 Low Aug 2019 5,815

Inventory this month at **5,815**  
below the 5 yr AUG average of **7,993**



### 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	480	8.25%	65.6	282	146	47	5
\$25,001 - \$75,000	756	13.00%	78.9	583	146	26	1
\$75,001 - \$150,000	967	16.63%	75.1	482	404	72	9
\$150,001 - \$250,000	1,324	22.77%	62.5	324	618	352	30
\$250,001 - \$375,000	945	16.25%	70.7	155	260	448	82
\$375,001 - \$625,000	761	13.09%	76.4	121	128	366	146
\$625,001 and up	582	10.01%	90.9	212	47	159	164
Total Active Inventory by Units			5,815	2,159	1,749	1,470	437
Total Active Inventory by Volume			1,802,567,108	572.46M	367.18M	557.14M	305.79M
Average Active Inventory Listing Price			\$309,986	\$265,150	\$209,937	\$379,003	\$699,753

# August 2019



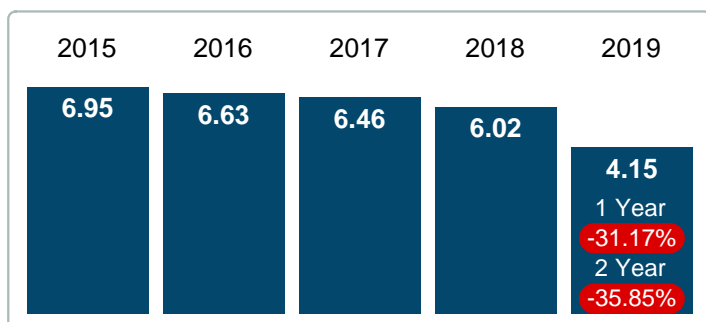
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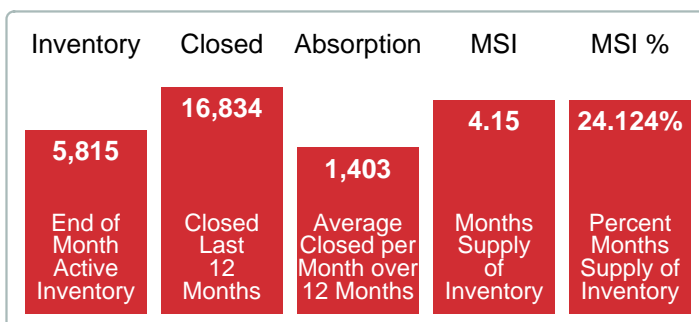
## MONTHS SUPPLY of INVENTORY (MSI)

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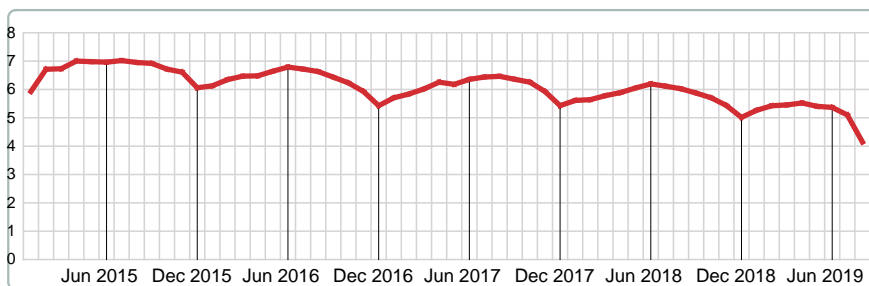
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2019

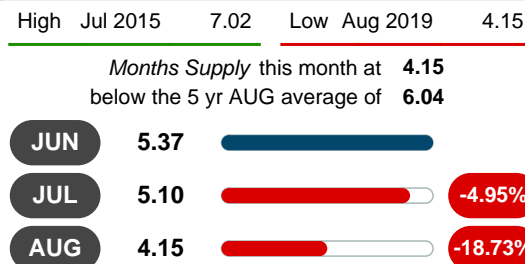


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 6.04



### 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
\$25,000 and less	480	8.25%	2.82	5.41	1.64	1.78	1.71
\$25,001 - \$75,000	756	13.00%	5.45	8.05	2.46	4.00	2.00
\$75,001 - \$150,000	967	16.63%	2.70	7.17	1.58	2.20	2.77
\$150,001 - \$250,000	1,324	22.77%	2.93	11.11	2.25	2.55	2.69
\$250,001 - \$375,000	945	16.25%	5.12	19.79	4.55	4.37	4.78
\$375,001 - \$625,000	761	13.09%	9.98	23.80	8.58	8.46	11.23
\$625,001 and up	582	10.01%	25.87	90.86	15.67	16.03	22.62
Market Supply of Inventory (MSI)			4.15	9.14	2.32	4.09	7.91
Total Active Inventory by Units		100%	4.15	2,159	1,749	1,470	437

# August 2019



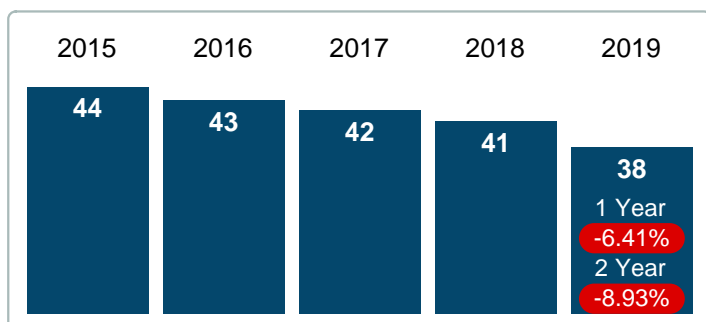
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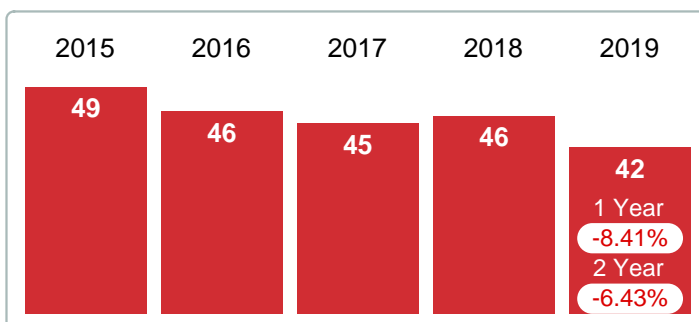
## AVERAGE DAYS ON MARKET TO SALE

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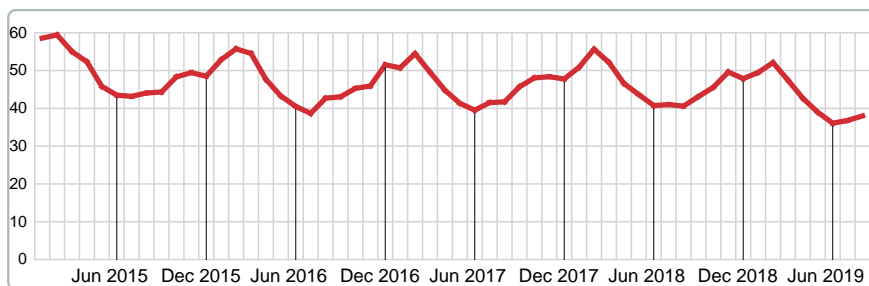
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

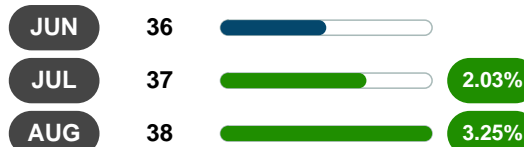


### 3 MONTHS

5 year AUG AVG = 41

High Feb 2015 59 Low Jun 2019 36

Average Days on Market to Sale this month at 38 below the 5 yr AUG average of 41



### 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-\$75,000	342	20.88%	39	45	33	42	57
\$75,001-\$125,000	240	14.65%	30	38	26	41	46
\$125,001-\$175,000	382	23.32%	31	53	27	38	15
\$175,001-\$225,000	256	15.63%	37	55	32	42	49
\$225,001-\$325,000	239	14.59%	45	71	41	43	67
\$325,001 and up	179	10.93%	54	47	32	58	77
Average Closed DOM			38	46	30	46	62
Total Closed Units		100%	38	269	891	419	59
Total Closed Volume			299,942,098	32.52M	134.68M	112.08M	20.67M

# August 2019



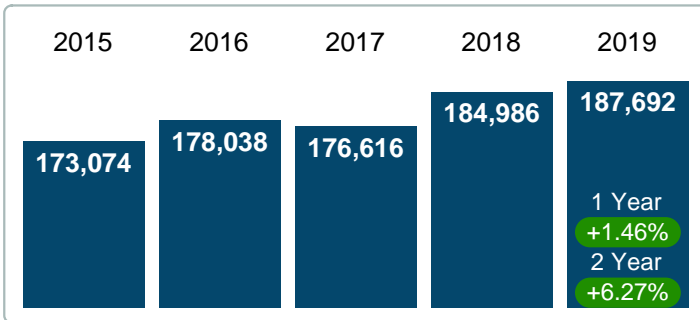
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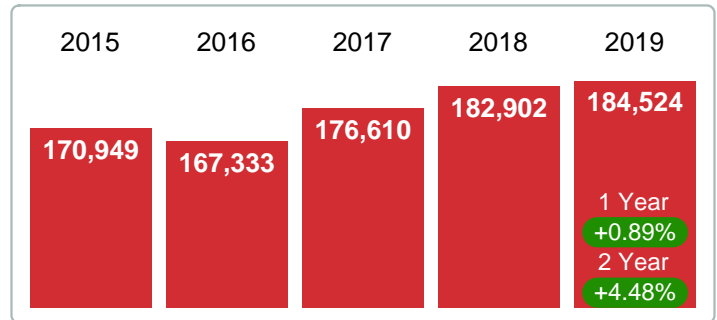
## AVERAGE LIST PRICE AT CLOSING

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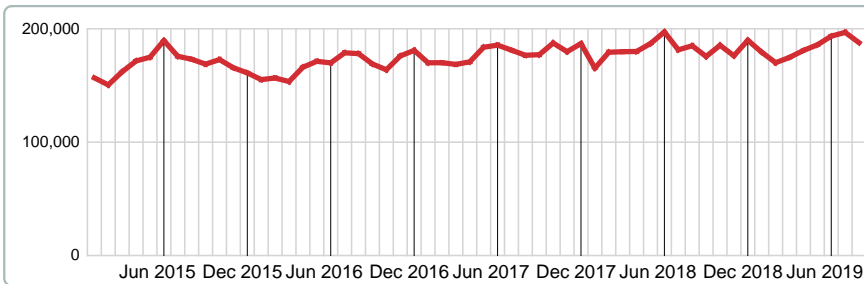
### AUGUST



### YEAR TO DATE (YTD)

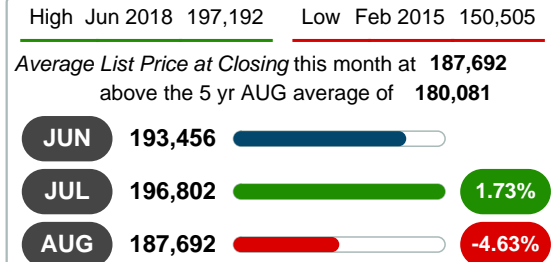


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 180,081



## 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-\$75,000	330	20.15%	27,672	36,901	27,692	15,406	32,799
\$75,001-\$125,000	237	14.47%	102,915	103,682	105,729	110,000	149,000
\$125,001-\$175,000	371	22.65%	152,567	155,906	154,308	158,348	168,186
\$175,001-\$225,000	267	16.30%	197,488	210,522	198,106	203,967	208,200
\$225,001-\$325,000	242	14.77%	268,687	292,200	268,188	276,831	278,804
\$325,001 and up	191	11.66%	521,274	818,792	474,692	503,398	628,557
Average List Price			187,692	126,441	153,019	275,571	366,503
Total Closed Units		100%	1,638	269	891	419	59
Total Closed Volume			307,440,006	34.01M	136.34M	115.46M	21.62M



# August 2019



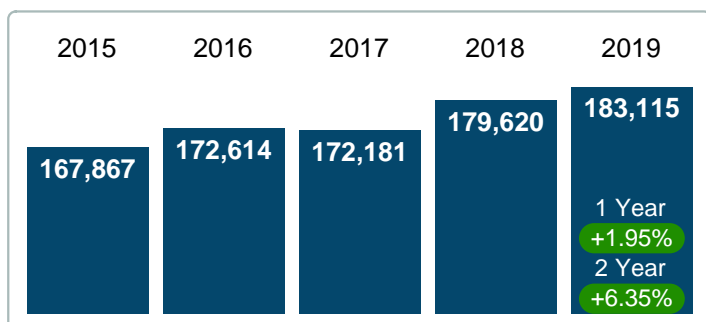
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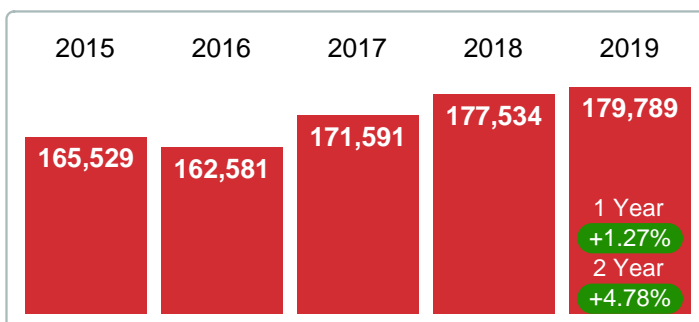
## AVERAGE SOLD PRICE AT CLOSING

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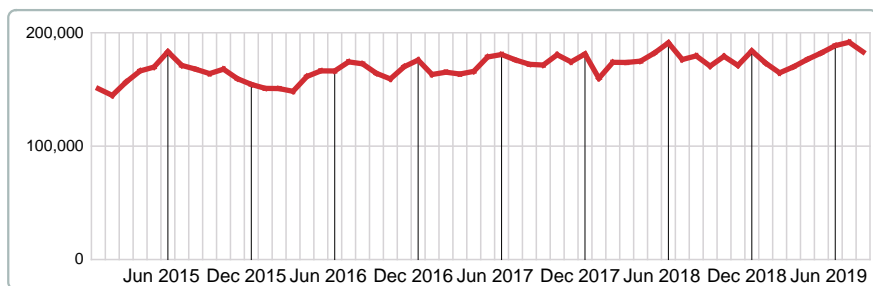
### AUGUST



### YEAR TO DATE (YTD)

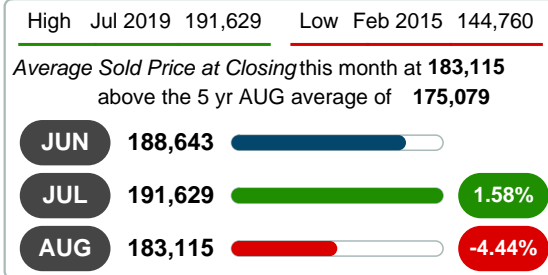


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 175,079



### 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-\$75,000	342	20.88%	27,248	33,644	25,712	12,137	32,138
\$75,001-\$125,000	240	14.65%	102,899	98,732	104,064	106,552	107,500
\$125,001-\$175,000	382	23.32%	152,787	150,549	152,406	155,595	157,886
\$175,001-\$225,000	256	15.63%	197,797	201,760	195,797	200,159	200,750
\$225,001-\$325,000	239	14.59%	268,226	267,122	262,983	271,449	271,300
\$325,001 and up	179	10.93%	518,553	806,042	482,132	484,007	597,842
<b>Average Sold Price</b>			183,115	120,881	151,157	267,487	350,297
<b>Total Closed Units</b>		100%	1,638	269	891	419	59
<b>Total Closed Volume</b>			299,942,098	32.52M	134.68M	112.08M	20.67M

# August 2019



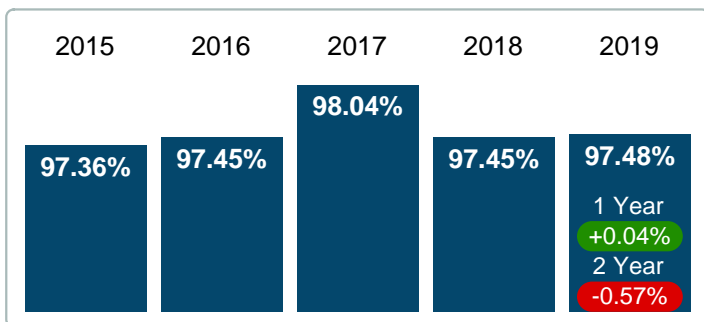
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



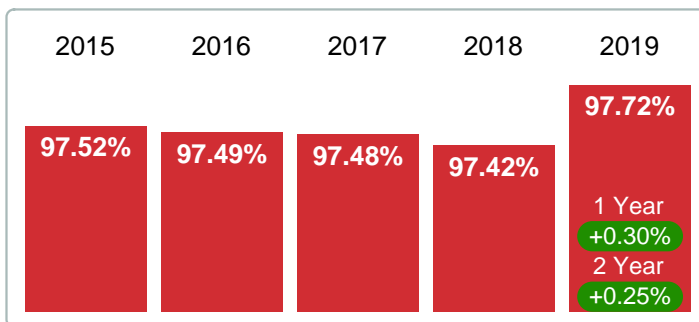
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

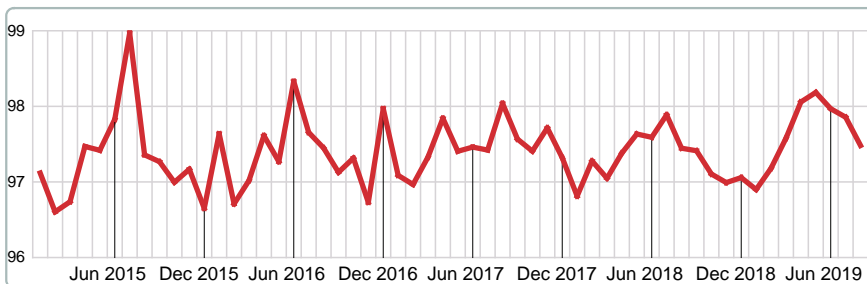
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

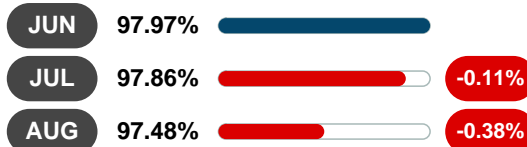


### 3 MONTHS

5 year AUG AVG = 97.56%

High Jul 2015 98.97% Low Feb 2015 96.60%

Average Sold/List Ratio this month at **97.48%**  
 below the 5 yr AUG average of **97.56%**



### 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-\$75,000	342	20.88%	95.07%	92.99%	96.45%	95.24%	99.98%
\$75,001-\$125,000	240	14.65%	97.86%	95.67%	98.93%	97.11%	72.15%
\$125,001-\$175,000	382	23.32%	98.52%	96.68%	98.86%	98.43%	94.58%
\$175,001-\$225,000	256	15.63%	98.42%	96.19%	98.90%	98.29%	96.48%
\$225,001-\$325,000	239	14.59%	97.92%	92.04%	98.24%	98.21%	97.51%
\$325,001 and up	179	10.93%	97.45%	97.26%	99.56%	97.08%	95.61%
Average Sold/List Ratio		97.50%		94.52%	98.38%	97.65%	96.15%
Total Closed Units		1,638	100%	269	891	419	59
Total Closed Volume		299,942,098		32.52M	134.68M	112.08M	20.67M

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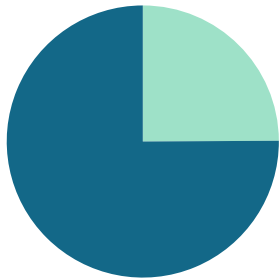
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

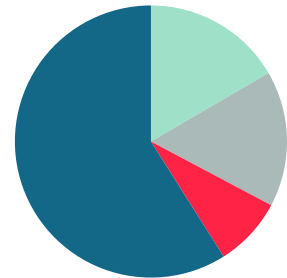


**Inventory**  
 New Listings  
**2,377 = 24.91%**  
 Start Inventory  
**7,165**  
 Total Inventory Units  
**9,542**  
 Volume  
**\$2,607,206,237**

### Market Activity

Closed Sales  
**1,638 = 16.61%**  
 Pending Sales  
**1,592 = 16.14%**  
 Other Off Market  
**816 = 8.28%**  
 Active Inventory  
**5,815 = 58.97%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,662	1,638	-1.44%	11,593	11,821	1.97%
Pending Sales	1,420	1,592	12.11%	11,353	12,089	6.48%
New Listings	2,609	2,377	-8.89%	19,833	19,177	-3.31%
Average List Price	184,986	187,692	1.46%	182,902	184,524	0.89%
Average Sale Price	179,620	183,115	1.95%	177,534	179,789	1.27%
Average Percent of Selling Price to List Price	97.45%	97.48%	0.04%	97.42%	97.72%	0.30%
Average Days on Market to Sale	40.60	37.99	-6.41%	45.68	41.84	-8.41%
Monthly Inventory	8,394	5,815	-30.72%	8,394	5,815	-30.72%
Months Supply of Inventory	6.02	4.15	-31.18%	6.02	4.15	-31.18%

**Absorption:** Last 12 months, an Average of **1,403** Sales/Month

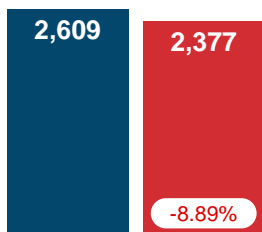
**Inventory** on August 31, 2019 = **5,815**

**2018** **2019**

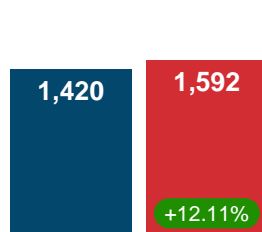
### AUGUST MARKET

### AVERAGE PRICES

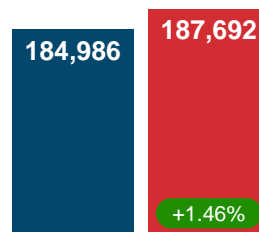
#### New Listings



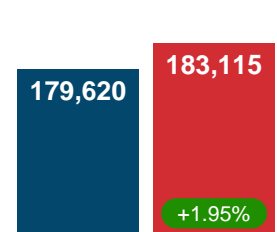
#### Pending Listings



#### List Price



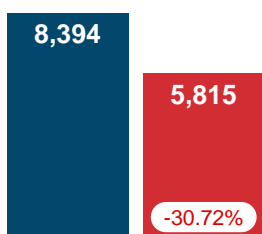
#### Sale Price



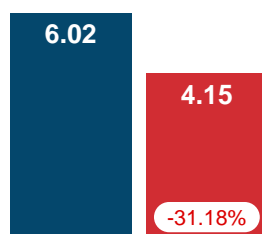
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

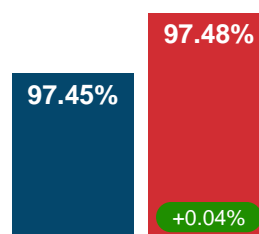
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

