

July 2019



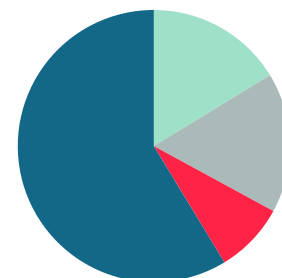
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	1,601	1,651	3.12%
Pending Listings	1,416	1,688	19.21%
New Listings	2,524	2,504	-0.79%
Median List Price	158,000	169,000	6.96%
Median Sale Price	154,500	165,000	6.80%
Median Percent of Selling Price to List Price	99.10%	99.65%	0.55%
Median Days on Market to Sale	25.00	21.00	-16.00%
End of Month Inventory	8,414	5,950	-29.28%
Months Supply of Inventory	6.11	4.24	-30.64%



■ Closed (16.28%)
■ Pending (16.65%)
■ Other OffMarket (8.39%)
■ Active (58.68%)

Absorption: Last 12 months, an Average of **1,404** Sales/Month
Active Inventory as of July 31, 2019 = **5,950**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **29.28%** to 5,950 existing homes available for sale. Over the last 12 months this area has had an average of 1,404 closed sales per month. This represents an unsold inventory index of **4.24** 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 **6.80%** in July 2019 to \$165,000 versus the previous year at \$154,500.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 4.00 days or **16.00%** in July 2019 compared to last year's same month at **25.00** DOM.

Sales Success for July 2019 is Positive

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

There were 2,504 New Listings in July 2019, down **0.79%** from last year at 2,524. Furthermore, there were 1,651 Closed Listings this month versus last year at 1,601, a **3.12%** increase.

Closed versus Listed trends yielded a **65.9%** ratio, up from previous year's, July 2018, at **63.4%**, a **3.95%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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 Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

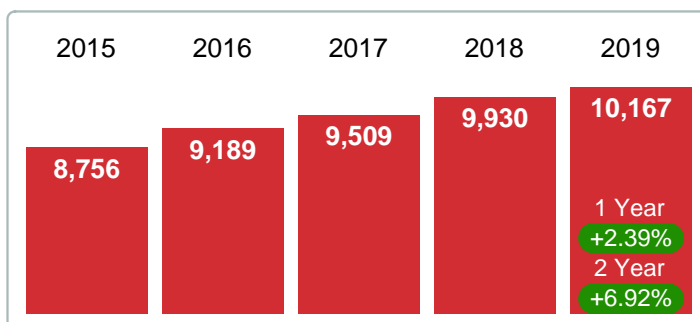
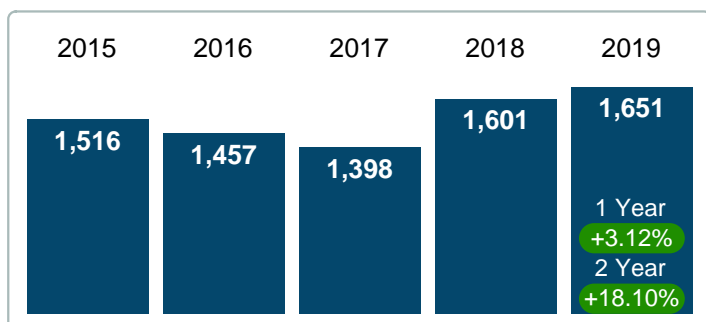


CLOSED LISTINGS

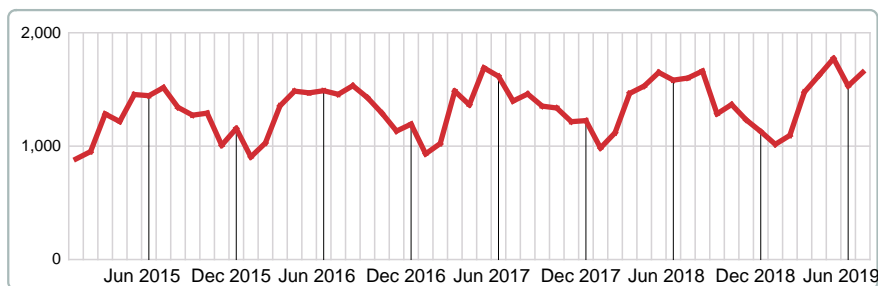
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JULY

YEAR TO DATE (YTD)

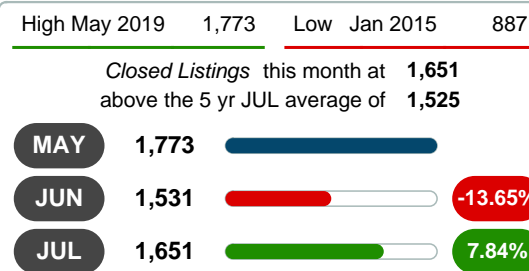


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,525



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	319	19.32%	27.0	118	162	36	3
\$75,001-\$125,000	217	13.14%	12.0	58	148	10	1
\$125,001-\$175,000	373	22.59%	12.0	29	275	67	2
\$175,001-\$250,000	334	20.23%	21.0	21	171	131	11
\$250,001-\$350,000	235	14.23%	26.0	7	90	118	20
\$350,001 and up	173	10.48%	33.0	12	32	94	35
Total Closed Units	1,651			245	878	456	72
Total Closed Volume	316,582,286	100%	21.0	26.73M	136.91M	122.73M	30.21M
Median Closed Price	\$165,000			\$80,000	\$150,000	\$239,450	\$336,250

July 2019



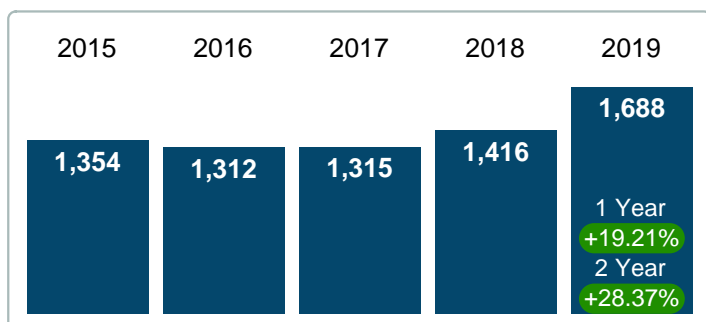
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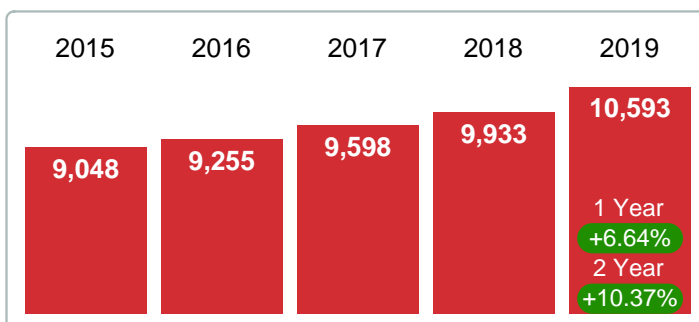
PENDING LISTINGS

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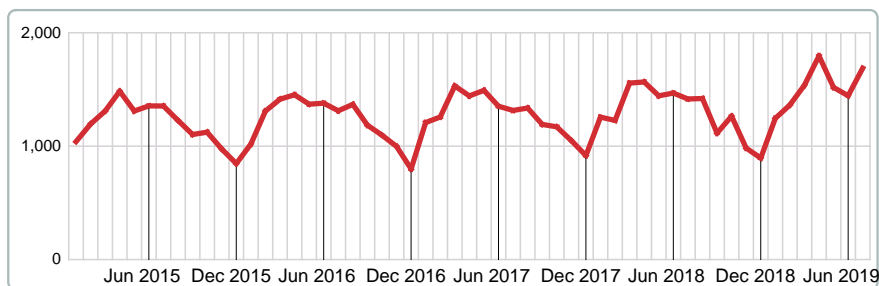
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

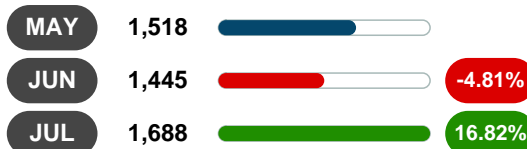


3 MONTHS

5 year JUL AVG = 1,417

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at **1,688**
above the 5 yr JUL average of **1,417**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	129	7.64%	30.0	64	54	11	0
\$50,001 - \$100,000	197	11.67%	19.0	76	113	7	1
\$100,001 - \$150,000	307	18.19%	18.0	46	224	34	3
\$150,001 - \$200,000	418	24.76%	22.0	41	291	81	5
\$200,001 - \$250,000	216	12.80%	31.5	10	97	96	13
\$250,001 - \$350,000	231	13.68%	22.0	13	71	130	17
\$350,001 and up	190	11.26%	46.5	17	37	106	30
Total Pending Units	1,688			267	887	465	69
Total Pending Volume	366,649,881	100%	25.0	43.61M	149.52M	140.69M	32.84M
Median Listing Price	\$174,950			\$95,000	\$158,900	\$254,900	\$320,000

July 2019



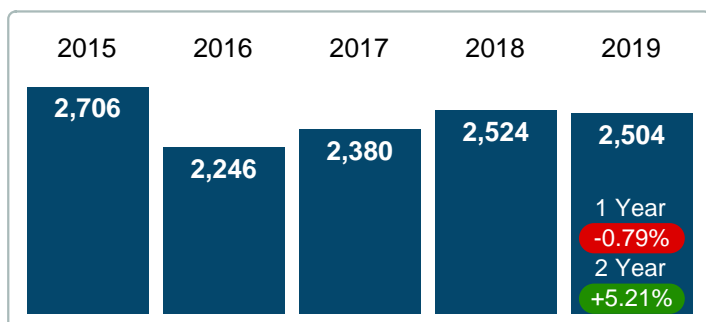
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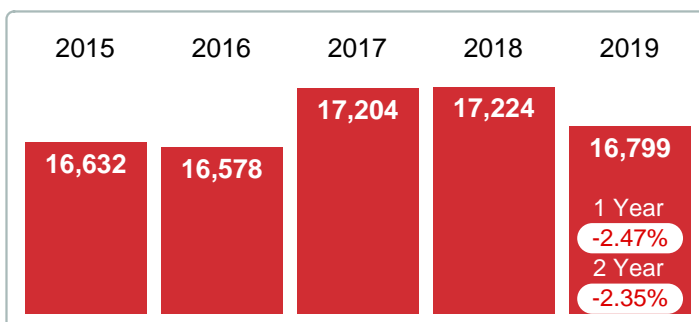
NEW LISTINGS

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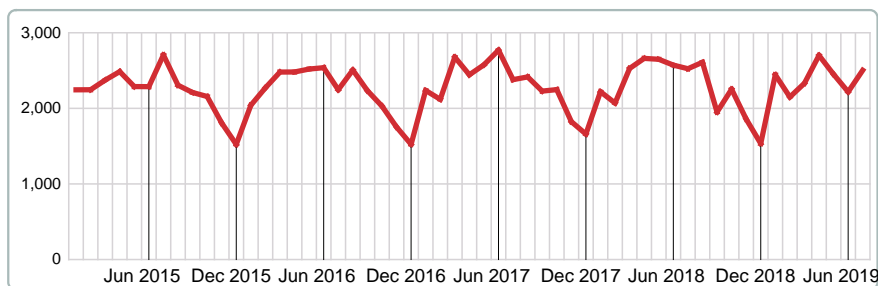
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

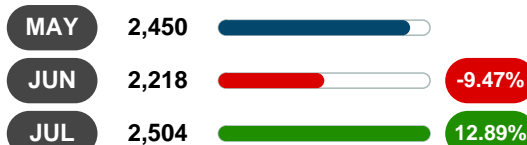


3 MONTHS

5 year JUL AVG = 2,472

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

New Listings this month at **2,504**
above the 5 yr JUL average of **2,472**



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	237	9.46%	86	117	32	2
\$25,001 - \$75,000	287	11.46%	199	76	10	2
\$75,001 - \$125,000	261	10.42%	87	160	12	2
\$125,001 - \$200,000	703	28.08%	122	464	106	11
\$200,001 - \$300,000	459	18.33%	52	200	190	17
\$300,001 - \$425,000	284	11.34%	29	72	144	39
\$425,001 and up	273	10.90%	73	36	97	67
Total New Listed Units	2,504		648	1,125	591	140
Total New Listed Volume	624,340,072	100%	152.50M	195.90M	191.02M	84.93M
Median New Listed Listing Price	\$175,000		\$96,000	\$159,900	\$276,311	\$419,950

July 2019



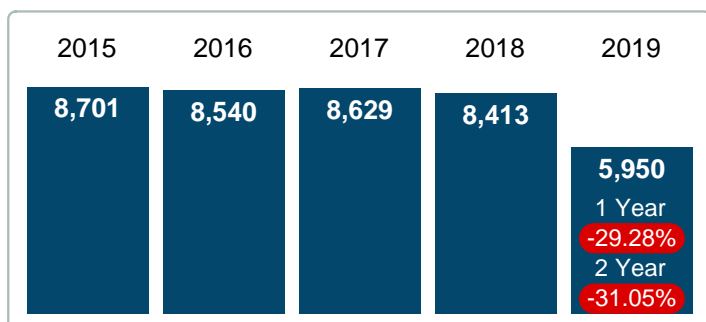
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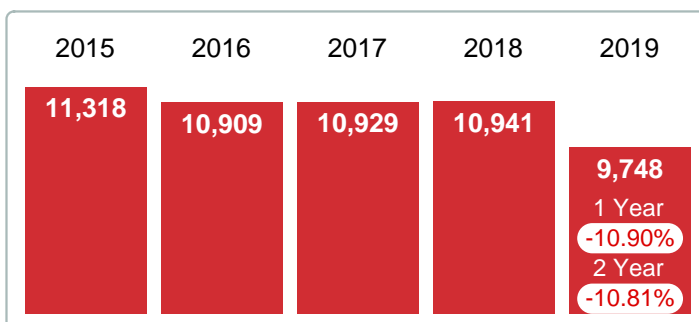
ACTIVE INVENTORY

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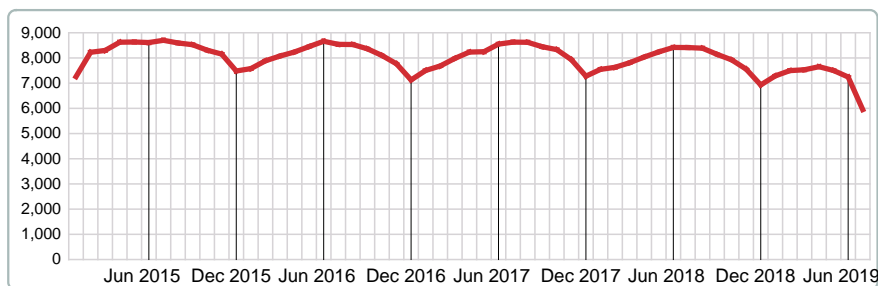
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

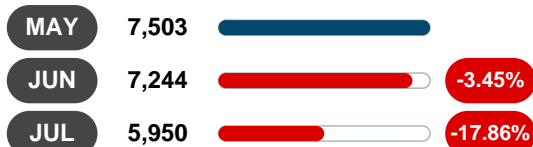


3 MONTHS

5 year JUL AVG = 8,047

High Jul 2015 8,701 Low Jul 2019 5,950

Inventory this month at 5,950
below the 5 yr JUL average of 8,047



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	486	8.17%	42.0	291	144	46	5
\$25,001 - \$75,000	774	13.01%	66.0	592	155	26	1
\$75,001 - \$150,000	988	16.61%	58.0	456	450	73	9
\$150,001 - \$250,000	1,402	23.56%	48.0	338	687	348	29
\$250,001 - \$375,000	955	16.05%	57.0	149	262	455	89
\$375,001 - \$600,000	744	12.50%	72.0	115	113	364	152
\$600,001 and up	601	10.10%	83.0	208	48	175	170
Total Active Inventory by Units			5,950	2,149	1,859	1,487	455
Total Active Inventory by Volume			1,821,857,223	560.67M	380.13M	563.95M	317.11M
Median Active Inventory Listing Price			\$195,000	\$105,000	\$169,900	\$310,000	\$525,000

July 2019



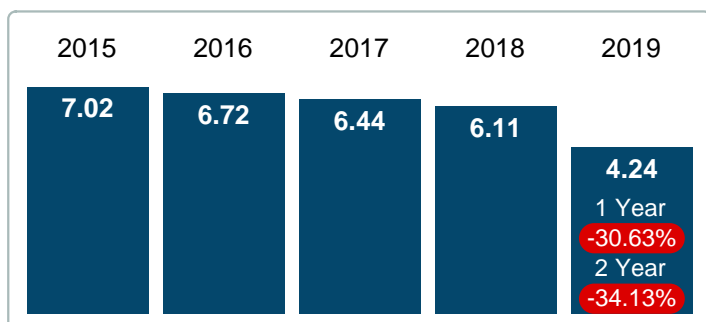
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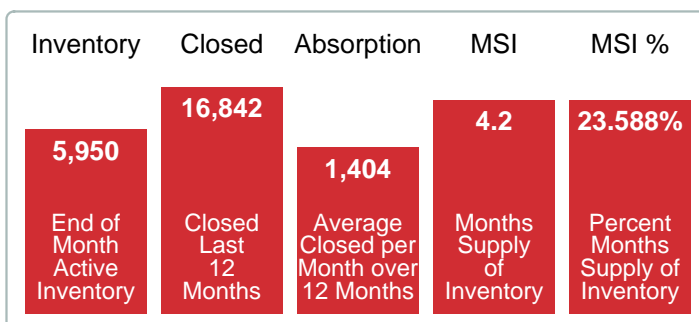
MONTHS SUPPLY of INVENTORY (MSI)

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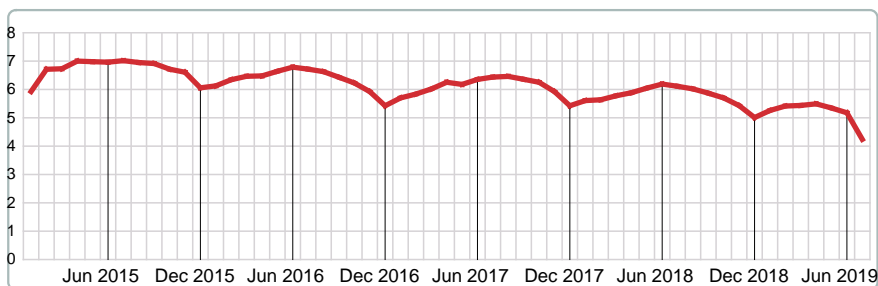
MSI FOR JULY



INDICATORS FOR JULY 2019

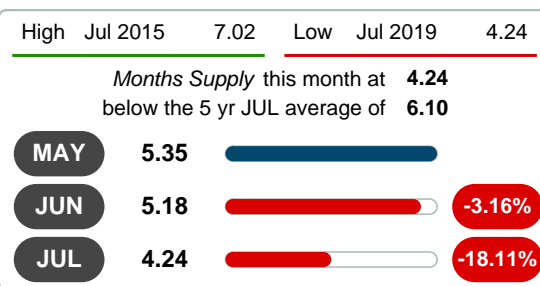


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.10



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	486	8.17%	2.88	5.74	1.62	1.74	1.76
\$25,001 - \$75,000	774	13.01%	5.54	7.96	2.64	4.16	3.00
\$75,001 - \$150,000	988	16.61%	2.74	6.77	1.75	2.21	2.63
\$150,001 - \$250,000	1,402	23.56%	3.11	12.40	2.51	2.51	2.58
\$250,001 - \$375,000	955	16.05%	5.19	18.63	4.71	4.43	5.06
\$375,001 - \$600,000	744	12.50%	9.96	23.39	7.53	8.58	12.32
\$600,001 and up	601	10.10%	24.45	78.00	15.57	16.15	21.25
Market Supply of Inventory (MSI)			4.24	9.13	2.47	4.12	8.16
Total Active Inventory by Units		100%	4.24	2,149	1,859	1,487	455

July 2019



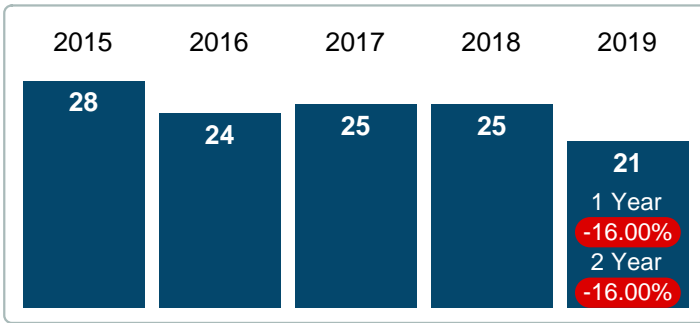
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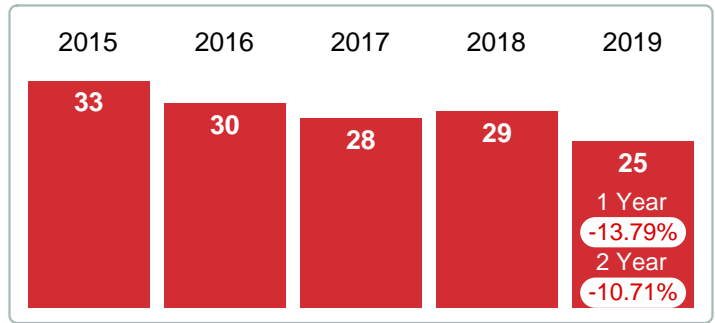
MEDIAN DAYS ON MARKET TO SALE

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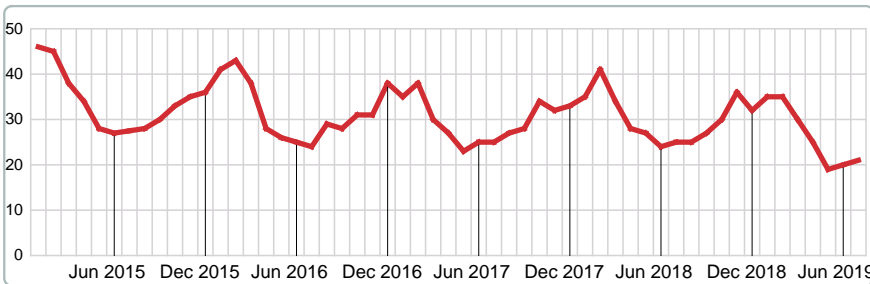
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

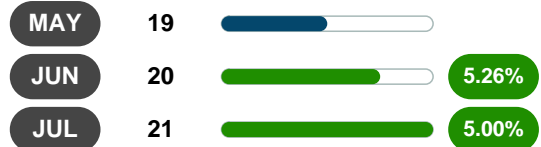


3 MONTHS

5 year JUL AVG = 25

High Jan 2015 46 Low May 2019 19

Median Days on Market to Sale this month at 21 below the 5 yr JUL average of 25



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
\$0 and less	0	0.00%	83	0	0	0	0
\$1-\$75,000	319	19.32%	27	33	24	22	42
\$75,001-\$125,000	217	13.14%	12	18	12	21	3
\$125,001-\$175,000	373	22.59%	12	12	10	24	30
\$175,001-\$250,000	334	20.23%	21	25	17	23	36
\$250,001-\$350,000	235	14.23%	26	83	24	33	45
\$350,001 and up	173	10.48%	33	95	29	27	63
Median Closed DOM			21	28	15	24	45
Total Closed Units		100%	1,651	245	878	456	72
Total Closed Volume			316,582,286	26.73M	136.91M	122.73M	30.21M

July 2019



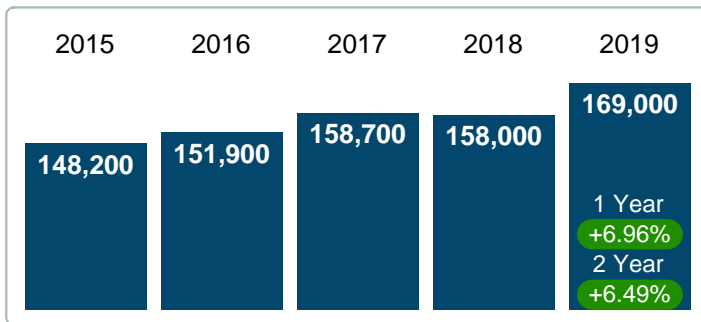
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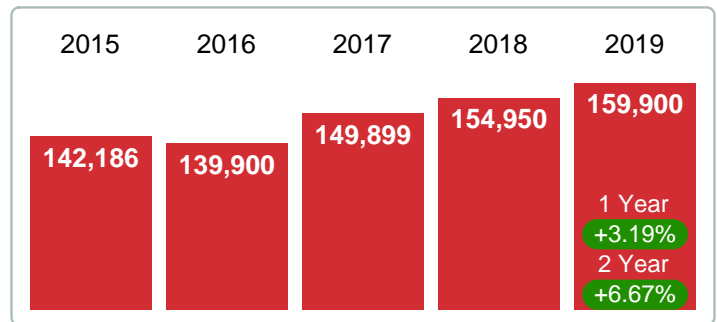
MEDIAN LIST PRICE AT CLOSING

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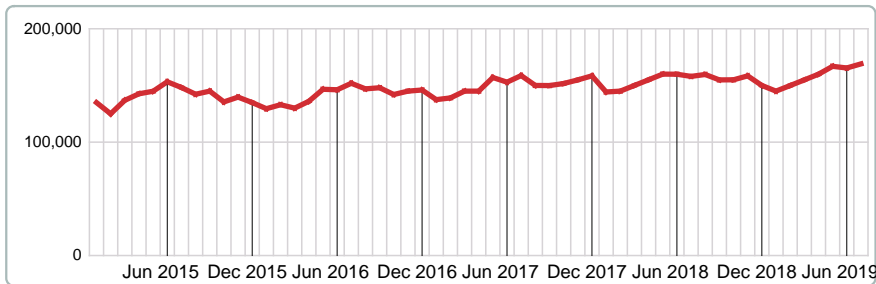
JULY



YEAR TO DATE (YTD)

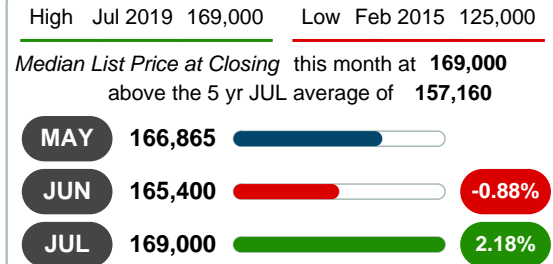


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 157,160



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
\$0 and less	0	0.00%	33	0	0	0	0
\$1-\$75,000	319	19.32%	1,775	32,000	1,395	1,625	2,350
\$75,001-\$125,000	201	12.17%	108,000	99,000	110,000	103,150	119,000
\$125,001-\$175,000	375	22.71%	154,800	140,000	154,900	159,900	164,500
\$175,001-\$250,000	334	20.23%	207,250	205,950	199,500	215,000	212,500
\$250,001-\$350,000	244	14.78%	294,450	295,525	293,500	294,900	290,950
\$350,001 and up	178	10.78%	445,000	474,950	416,375	434,950	566,950
Median List Price			169,000	80,000	154,159	241,000	356,000
Total Closed Units		100%	1,651	245	878	456	72
Total Closed Volume			325,155,453	28.65M	139.67M	125.57M	31.27M

July 2019



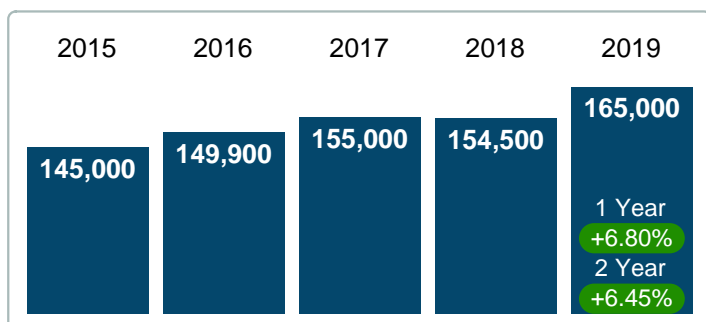
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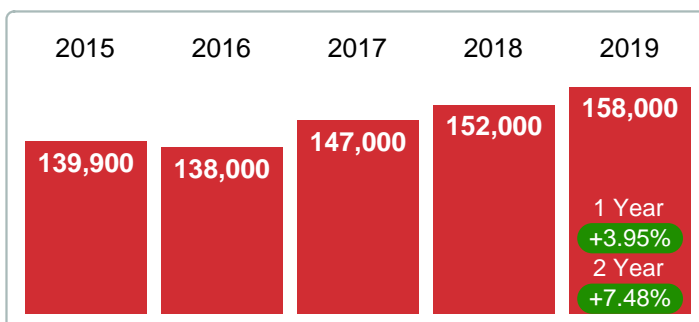
MEDIAN SOLD PRICE AT CLOSING

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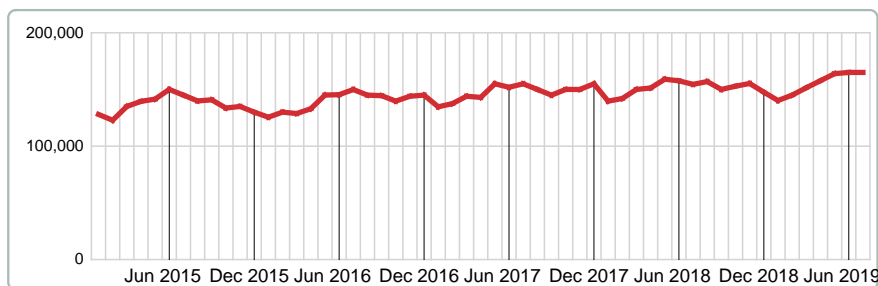
JULY



YEAR TO DATE (YTD)

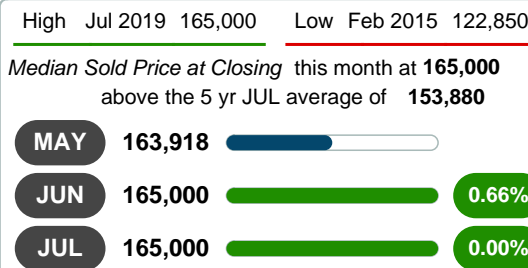


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 153,880



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
\$0 and less	0	0.00%	445,000	0	0	0	0
\$1-\$75,000	319	19.32%	1,775	28,500	1,395	1,625	2,350
\$75,001-\$125,000	217	13.14%	105,000	95,000	109,000	113,750	115,000
\$125,001-\$175,000	373	22.59%	153,000	140,000	153,000	157,900	167,500
\$175,001-\$250,000	334	20.23%	206,288	209,500	200,000	211,000	237,500
\$250,001-\$350,000	235	14.23%	290,000	299,000	287,176	291,250	299,500
\$350,001 and up	173	10.48%	434,000	417,000	415,000	430,500	545,000
Median Sold Price			165,000	80,000	150,000	239,450	336,250
Total Closed Units		100%	1,651	245	878	456	72
Total Closed Volume			316,582,286	26.73M	136.91M	122.73M	30.21M

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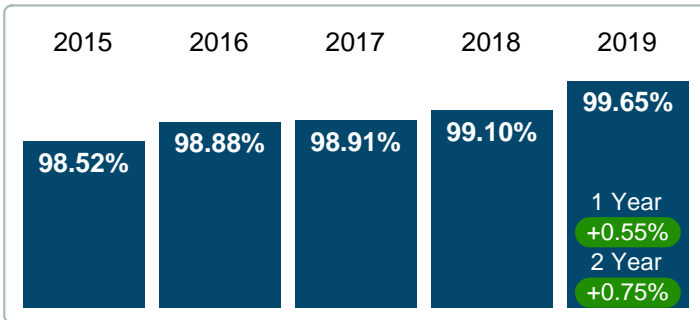
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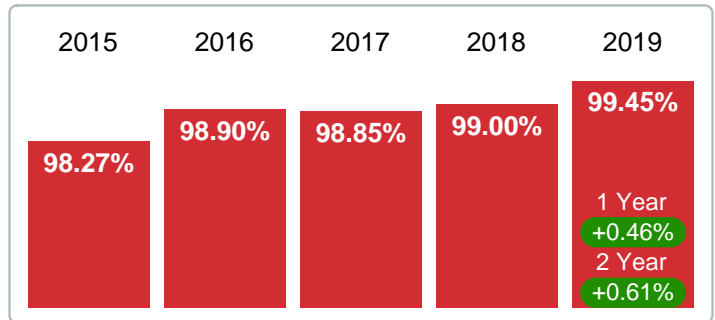
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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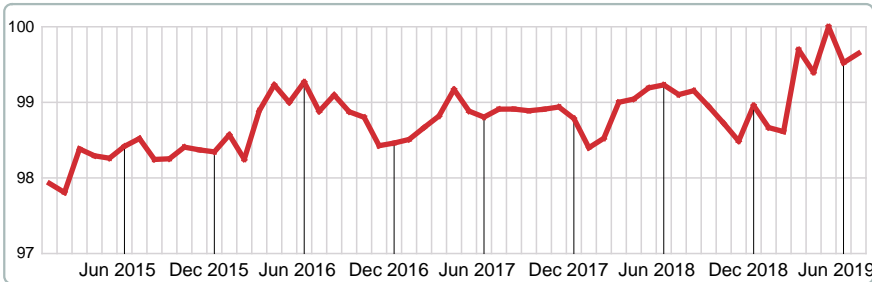
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

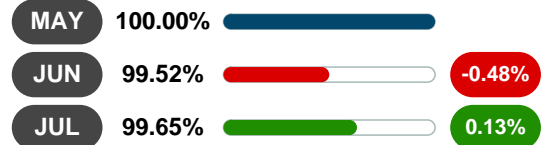


3 MONTHS

5 year JUL AVG = 99.01%

High May 2019 100.00% Low Feb 2015 97.81%

Median Sold/List Ratio this month at **99.65%** above the 5 yr JUL average of **99.01%**



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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	319	19.32%	100.00%	96.30%	100.00%	100.00%	100.00%
\$75,001-\$125,000	217	13.14%	100.00%	98.15%	100.00%	95.01%	96.64%
\$125,001-\$175,000	373	22.59%	100.00%	97.90%	100.00%	100.00%	97.82%
\$175,001-\$250,000	334	20.23%	99.67%	96.12%	99.63%	100.00%	99.18%
\$250,001-\$350,000	235	14.23%	98.70%	97.80%	98.64%	98.84%	98.19%
\$350,001 and up	173	10.48%	97.75%	92.30%	96.99%	98.17%	97.55%
Median Sold/List Ratio		99.65%		97.22%	100.00%	99.61%	98.06%
Total Closed Units		1,651	100%	245	878	456	72
Total Closed Volume		316,582,286		26.73M	136.91M	122.73M	30.21M

July 2019



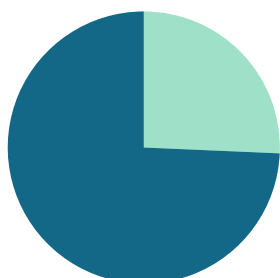
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

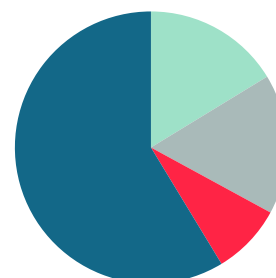


Inventory
 New Listings
2,504 = 25.68%
 Start Inventory
7,245
 Total Inventory Units
9,749
 Volume
\$2,700,083,552

Market Activity

Closed Sales
1,651 = 16.28%
 Pending Sales
1,688 = 16.65%
 Other Off Market
851 = 8.39%
 Active Inventory
5,950 = 58.68%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,601	1,651	3.12%	9,930	10,167	2.39%
Pending Sales	1,416	1,688	19.21%	9,933	10,593	6.64%
New Listings	2,524	2,504	-0.79%	17,224	16,799	-2.47%
Median List Price	158,000	169,000	6.96%	154,950	159,900	3.19%
Median Sale Price	154,500	165,000	6.80%	152,000	158,000	3.95%
Median Percent of Selling Price to List Price	99.10%	99.65%	0.55%	99.00%	99.45%	0.46%
Median Days on Market to Sale	25.00	21.00	-16.00%	29.00	25.00	-13.79%
Monthly Inventory	8,414	5,950	-29.28%	8,414	5,950	-29.28%
Months Supply of Inventory	6.11	4.24	-30.64%	6.11	4.24	-30.64%

Absorption: Last 12 months, an Average of **1,404** Sales/Month

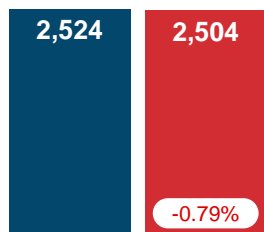
Inventory on July 31, 2019 = 5,950

2018 **2019**

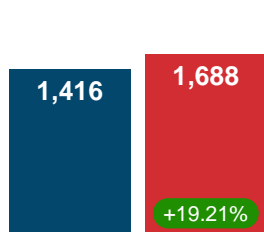
JULY MARKET

MEDIAN PRICES

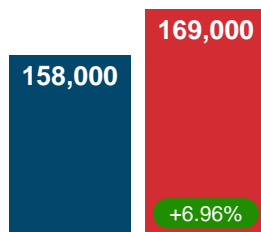
New Listings



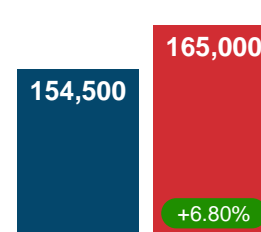
Pending Listings



List Price



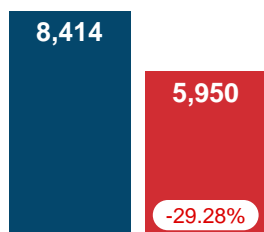
Sale Price



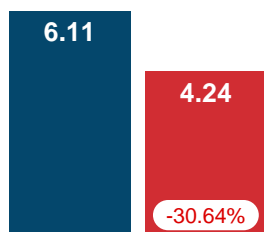
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

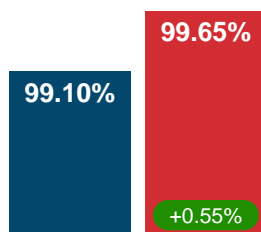
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

