

## March 2019

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

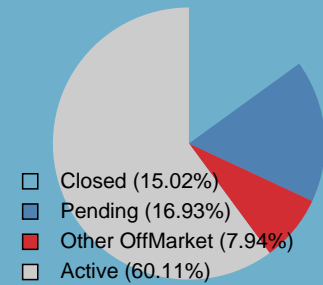


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	1,465	1,460	-0.34%
Pending Listings	1,556	1,645	5.72%
New Listings	2,528	2,332	-7.75%
Median List Price	150,000	154,900	3.27%
Median Sale Price	150,000	151,250	0.83%
Median Percent of List Price to Selling Price	99.00%	99.70%	0.71%
Median Days on Market to Sale	34.00	29.00	-14.71%
End of Month Inventory	7,798	5,842	-25.08%
Months Supply of Inventory	5.77	4.22	-26.78%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **1,383** Sales/Month  
**Active Inventory** as of March 31, 2019 = **5,842**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2019 decreased **25.08%** to 5,842 existing homes available for sale. Over the last 12 months this area has had an average of 1,383 closed sales per month. This represents an unsold inventory index of **4.22** 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 **0.83%** in March 2019 to \$151,250 versus the previous year at \$150,000.

##### Median Days on Market Shortens

The median number of **29.00** days that homes spent on the market before selling decreased by 5.00 days or **14.71%** in March 2019 compared to last year's same month at **34.00** DOM.

##### Sales Success for March 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 2,332 New Listings in March 2019, down **7.75%** from last year at 2,528. Furthermore, there were 1,460 Closed Listings this month versus last year at 1,465, a **-0.34%** decrease.

Closed versus Listed trends yielded a **62.6%** ratio, up from previous year's, March 2018, at **58.0%**, a **8.03%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling 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

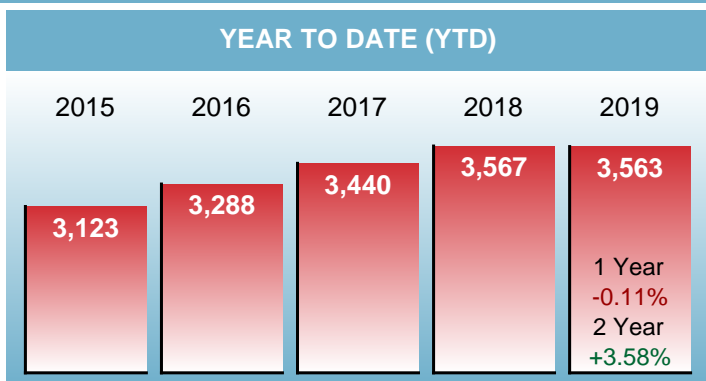
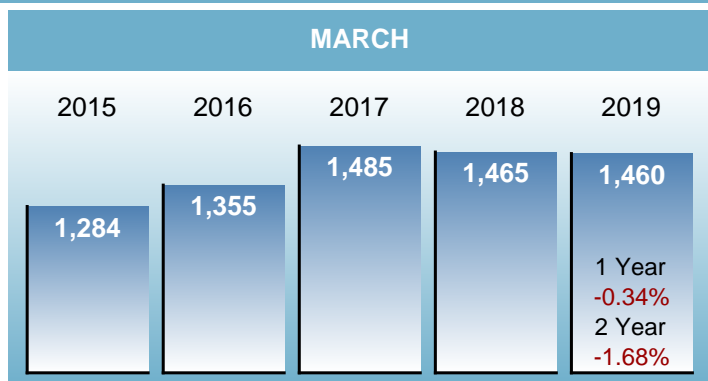
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## CLOSED LISTINGS

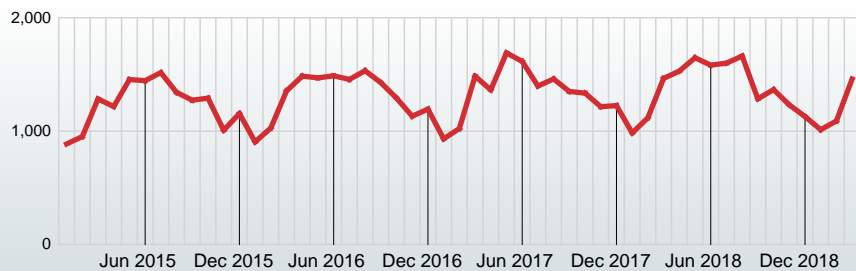
Report produced on Apr 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 1,410

3 MONTHS



**High**  
May 2017 = 1,690  
**Low**  
Jan 2015 = 887  
*Closed Listings*  
this month at **1,460**,  
above the 5 yr MAR  
average of **1,410**

JAN	1,013
FEB	1,090
MAR	1,460
<b>7.60%</b>	
<b>33.94%</b>	

### 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	331	22.67%	28.0	134	160	34	3
\$75,001-\$125,000	227	15.55%	21.0	58	142	25	2
\$125,001-\$175,000	358	24.52%	23.0	39	270	45	4
\$175,001-\$225,000	214	14.66%	28.0	9	117	81	7
\$225,001-\$300,000	159	10.89%	33.0	7	62	86	4
\$300,001 and up	171	11.71%	55.0	14	40	88	29
<b>Total Closed Units</b>	<b>1,460</b>			<b>261</b>	<b>791</b>	<b>359</b>	<b>49</b>
<b>Total Closed Volume</b>	<b>248,382,563</b>	<b>100%</b>	<b>29.0</b>	<b>29.46M</b>	<b>114.52M</b>	<b>86.90M</b>	<b>17.50M</b>
<b>Median Closed Price</b>	<b>\$151,250</b>			<b>\$70,000</b>	<b>\$145,000</b>	<b>\$219,000</b>	<b>\$343,000</b>

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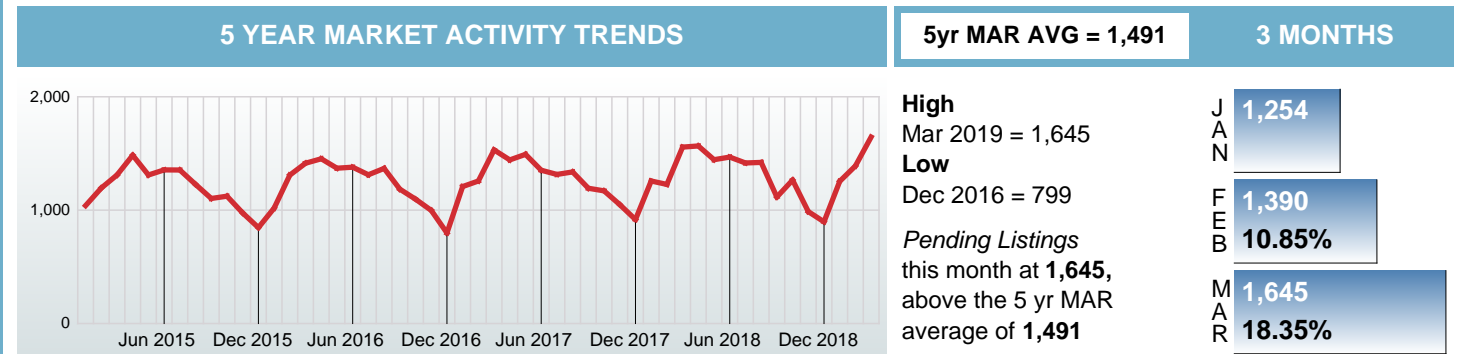
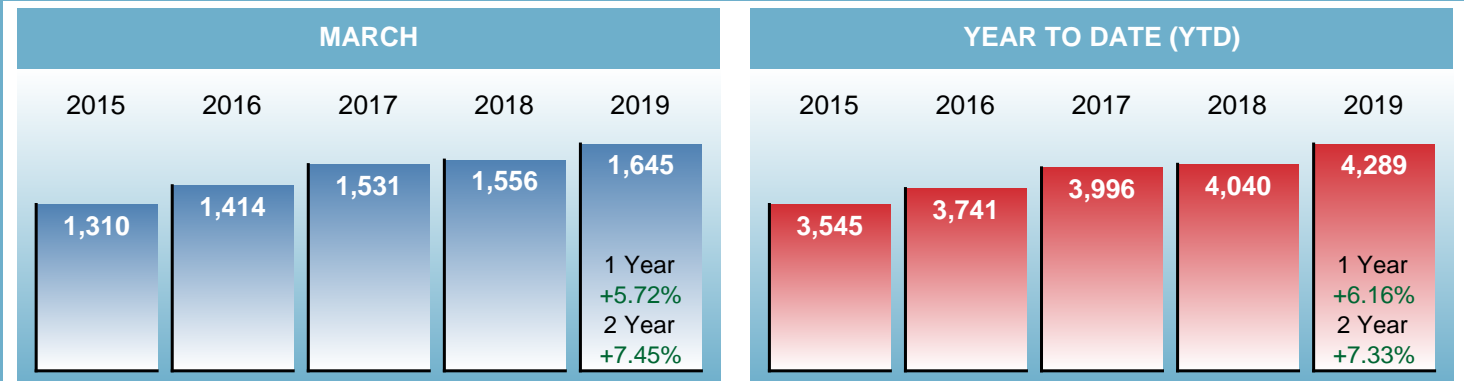
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Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## PENDING LISTINGS

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



## 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	80	4.86%	19.0	38	36	5	1
\$25,001 - \$75,000	190	11.55%	35.5	112	66	11	1
\$75,001 - \$125,000	266	16.17%	28.0	68	178	20	0
\$125,001 - \$175,000	377	22.92%	19.0	33	283	54	7
\$175,001 - \$250,000	352	21.40%	22.5	23	188	131	10
\$250,001 - \$325,000	192	11.67%	34.5	11	62	105	14
\$325,001 and up	188	11.43%	28.5	12	45	103	28
<b>Total Pending Units</b>	<b>1,645</b>			<b>297</b>	<b>858</b>	<b>429</b>	<b>61</b>
<b>Total Pending Volume</b>	<b>317,008,829</b>	<b>100%</b>	<b>25.0</b>	<b>34.04M</b>	<b>140.06M</b>	<b>118.55M</b>	<b>24.35M</b>
<b>Median Listing Price</b>	<b>\$165,000</b>			<b>\$75,000</b>	<b>\$154,900</b>	<b>\$248,999</b>	<b>\$320,000</b>

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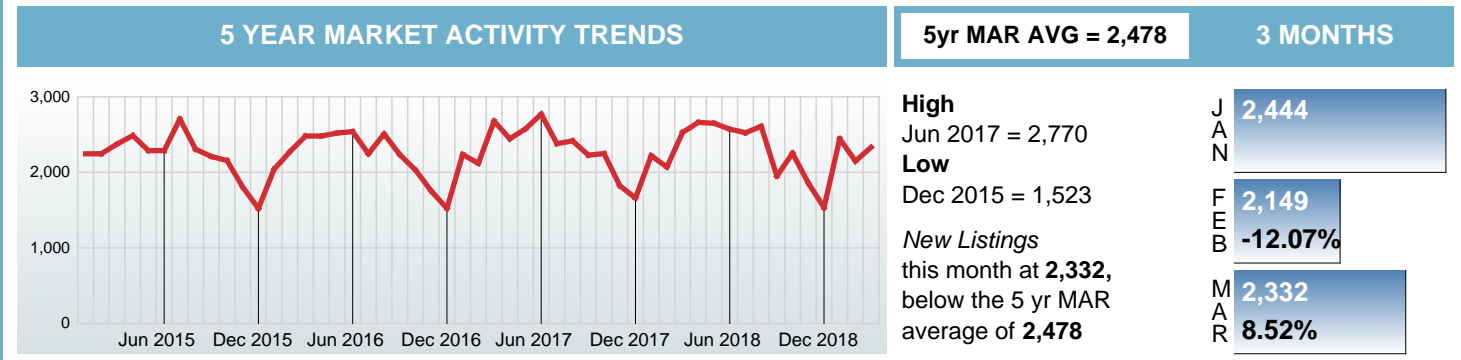
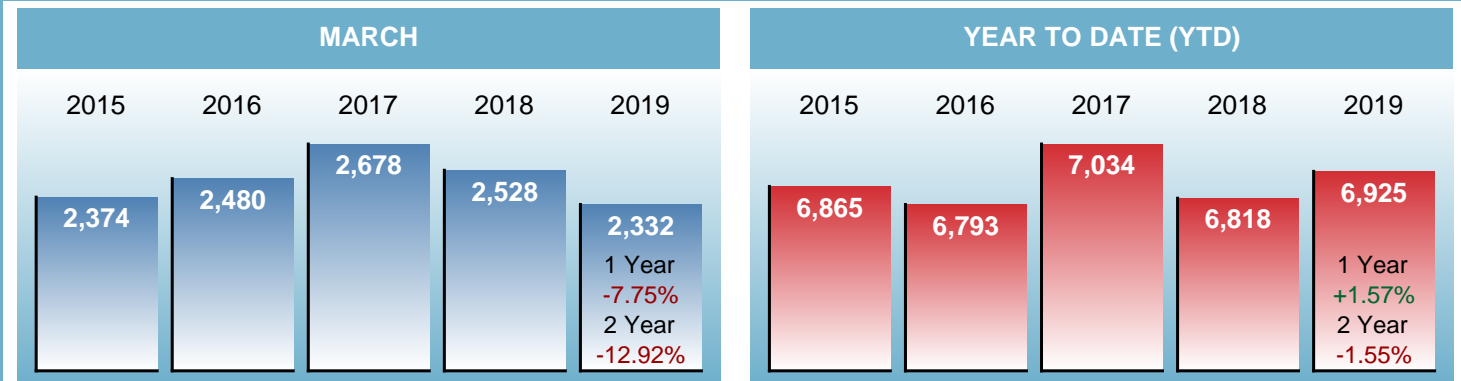
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## NEW LISTINGS

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### 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	219	9.39%	85	101	30	3
\$25,001 - \$75,000	226	9.69%	141	70	15	0
\$75,001 - \$125,000	275	11.79%	95	158	21	1
\$125,001 - \$225,000	730	31.30%	94	468	159	9
\$225,001 - \$300,000	324	13.89%	34	124	146	20
\$300,001 - \$475,000	326	13.98%	30	67	174	55
\$475,001 and up	232	9.95%	47	31	90	64
<b>Total New Listed Units</b>	<b>2,332</b>		<b>526</b>	<b>1,019</b>	<b>635</b>	<b>152</b>
<b>Total New Listed Volume</b>	<b>571,000,000</b>	<b>100%</b>	<b>98.46M</b>	<b>179.87M</b>	<b>207.97M</b>	<b>84.70M</b>
<b>Median New Listed Listing Price</b>	<b>\$180,000</b>		<b>\$89,900</b>	<b>\$156,999</b>	<b>\$276,500</b>	<b>\$426,950</b>

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## March 2019

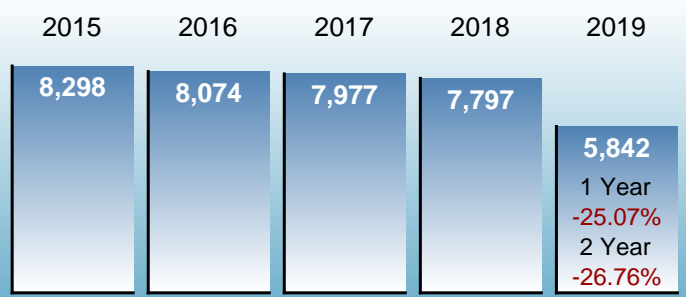
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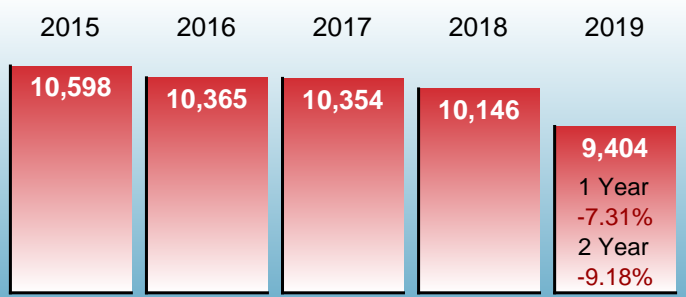
### ACTIVE INVENTORY

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

#### END OF MARCH



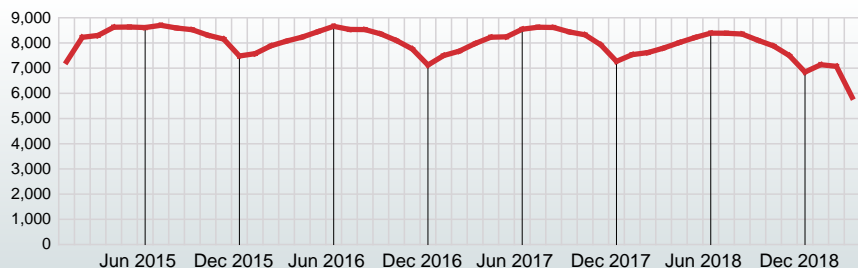
#### ACTIVE DURING MARCH



#### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 7,598

3 MONTHS



**High**  
Jul 2015 = 8,701  
**Low**  
Mar 2019 = 5,842  
*Inventory*  
this month at **5,842**,  
below the 5 yr MAR  
average of **7,598**

JAN	7,136
FEB	7,072 -0.90%
MAR	5,842 -17.39%

#### 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	529	9.06%	55.0	348	129	42	10
\$25,001 - \$75,000	760	13.01%	68.0	589	143	27	1
\$75,001 - \$125,000	608	10.41%	55.0	305	252	46	5
\$125,001 - \$250,000	1,774	30.37%	51.0	512	822	400	40
\$250,001 - \$350,000	784	13.42%	61.0	127	240	351	66
\$350,001 - \$575,000	794	13.59%	61.0	126	138	393	137
\$575,001 and up	593	10.15%	67.0	203	46	181	163
<b>Total Active Inventory by Units</b>	<b>5,842</b>			<b>2,210</b>	<b>1,770</b>	<b>1,440</b>	<b>422</b>
<b>Total Active Inventory by Volume</b>	<b>1,740,961,527</b>	100%	59.0	<b>578.34M</b>	<b>357.78M</b>	<b>531.72M</b>	<b>273.12M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,000</b>			<b>\$98,000</b>	<b>\$169,900</b>	<b>\$309,950</b>	<b>\$466,500</b>

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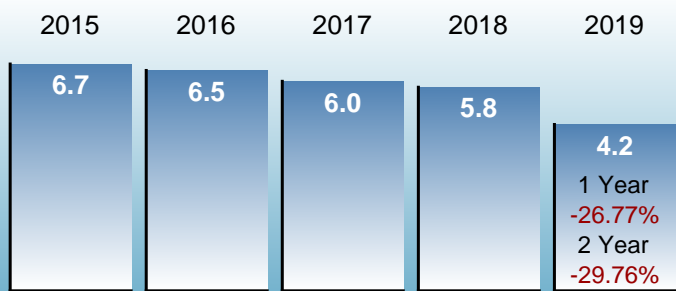
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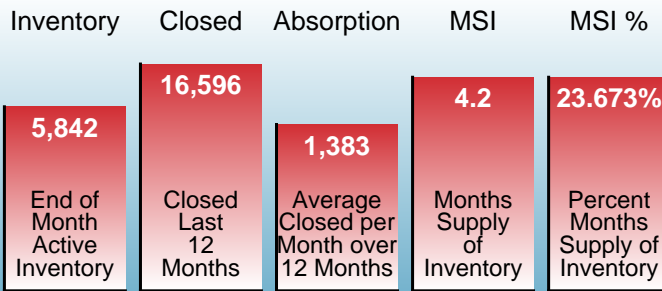
## MONTHS SUPPLY of INVENTORY (MSI)

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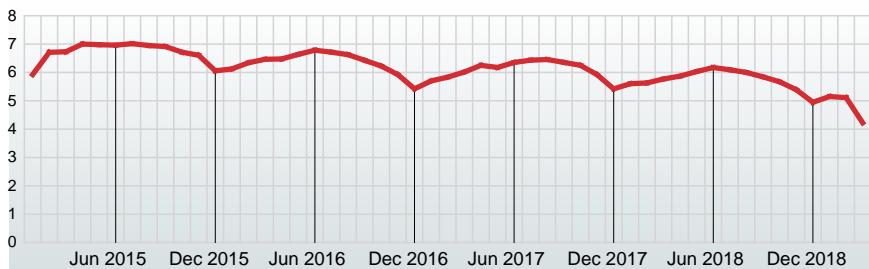
### MSI FOR MARCH



### INDICATORS FOR MARCH 2019



### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 5.8

3 MONTHS

**High**  
Jul 2015 = 7.0  
**Low**  
Mar 2019 = 4.2  
*Months Supply*  
this month at **4.2**,  
below the 5 yr MAR  
average of **5.8**

JAN	5.1
FEB	5.1 -0.73%
MAR	4.2 -17.37%

### 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	529	9.06%	3.2	7.2	1.5	1.6	3.4
\$25,001 - \$75,000	760	13.01%	5.1	7.6	2.2	4.4	2.0
\$75,001 - \$125,000	608	10.41%	2.9	6.7	1.7	2.3	3.5
\$125,001 - \$250,000	1,774	30.37%	3.0	12.5	2.1	2.6	3.2
\$250,001 - \$350,000	784	13.42%	5.1	20.1	5.2	4.1	4.7
\$350,001 - \$575,000	794	13.59%	9.2	22.2	8.0	7.9	10.1
\$575,001 and up	593	10.15%	20.3	55.4	14.2	13.2	19.0
Market Supply of Inventory (MSI)	4.2			9.7	2.4	4.1	7.9
Total Active Inventory by Units	5,842	100%	4.2	2,210	1,770	1,440	422

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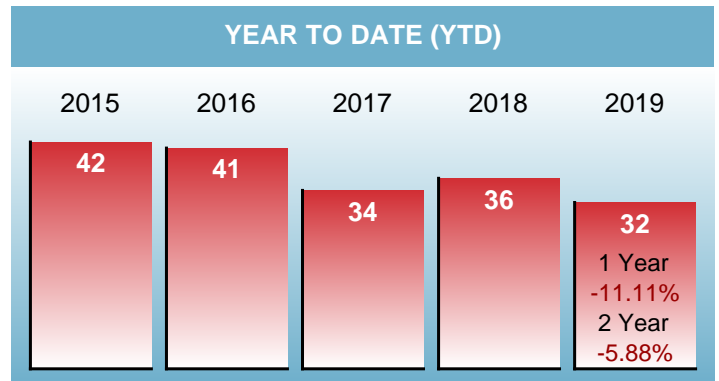
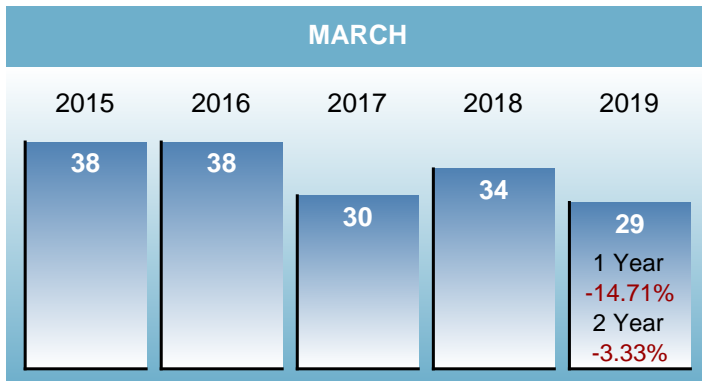
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## MEDIAN DAYS ON MARKET TO SALE

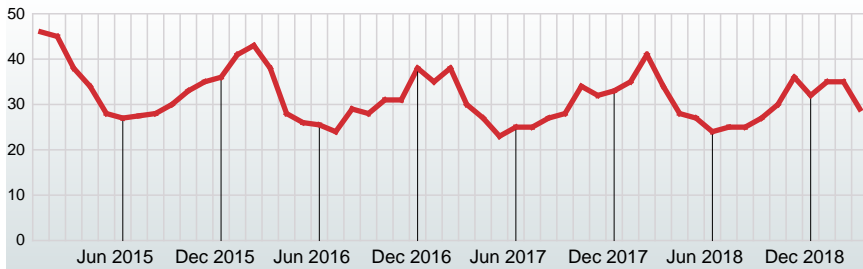
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 34

3 MONTHS



**High**  
Jan 2015 = 46  
**Low**  
May 2017 = 23

Median Days on Market this month at **29**, below the 5 yr MAR average of **34**

JAN	35
FEB	35 <b>0.00%</b>
MAR	29 <b>-17.14%</b>

### 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	<b>0</b>	0.00%	67.0	0.0	0.0	0.0	0.0
\$1-\$75,000	<b>331</b>	22.67%	28.0	30.5	25.0	32.0	41.0
\$75,001-\$125,000	<b>227</b>	15.55%	21.0	24.0	17.0	47.0	2.0
\$125,001-\$175,000	<b>358</b>	24.52%	23.0	50.0	21.5	21.0	42.0
\$175,001-\$225,000	<b>214</b>	14.66%	28.0	76.0	19.0	31.0	41.0
\$225,001-\$300,000	<b>159</b>	10.89%	33.0	49.0	29.0	39.0	23.5
\$300,001 and up	<b>171</b>	11.71%	55.0	63.5	25.5	56.0	74.0
Median Closed DOM	29.0			33.0	22.0	39.0	57.0
Total Closed Units	1,460	100%	29.0	261	791	359	49
Total Closed Volume	248,382,563			29.46M	114.52M	86.90M	17.50M

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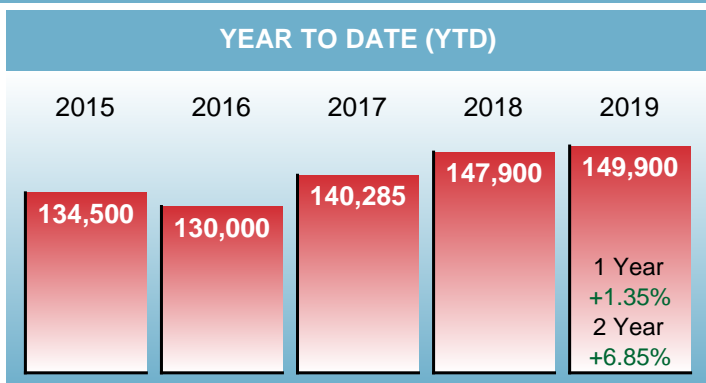
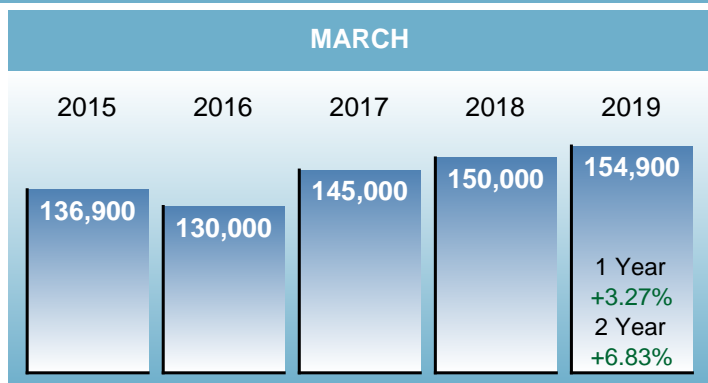
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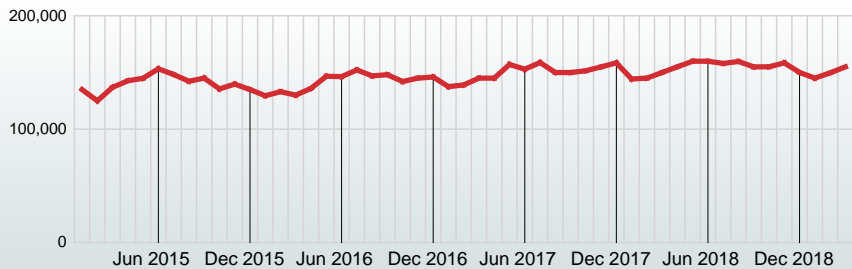
## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr MAR AVG = 143,360**      **3 MONTHS**



**High**  
Jun 2018 = 159,900  
**Low**  
Feb 2015 = 125,000  
*Median List Price*  
this month at **154,900**,  
above the 5 yr MAR  
average of **143,360**

JAN	145,000
FEB	149,600
MAR	154,900
<b>3.17%</b>	
<b>3.54%</b>	

### 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%	55	0	0	0	0
\$1-\$75,000	326	22.33%	25,000	40,000	1,395	1,745	2,400
\$75,001-\$125,000	214	14.66%	100,000	90,000	105,000	107,000	99,325
\$125,001-\$175,000	355	24.32%	152,500	146,500	154,000	156,650	171,000
\$175,001-\$225,000	224	15.34%	192,000	188,250	194,894	194,500	189,000
\$225,001-\$300,000	163	11.16%	254,976	259,900	249,900	258,250	273,500
\$300,001 and up	178	12.19%	379,945	533,500	356,999	369,900	461,000
Median List Price	154,900			74,500	148,000	224,000	349,000
Total Closed Units	1,460	100%	154,900	261	791	359	49
Total Closed Volume	255,353,626			31.63M	117.01M	88.43M	18.29M

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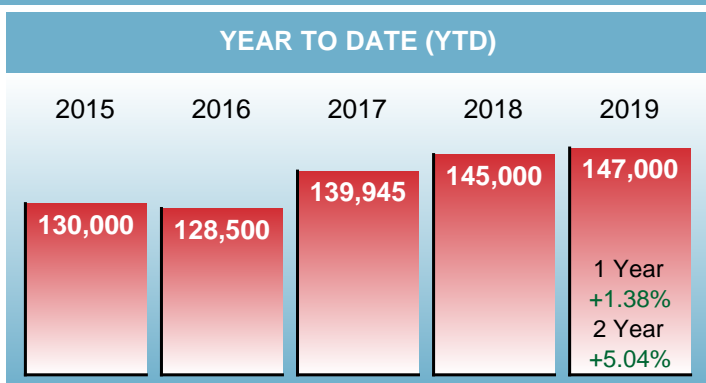
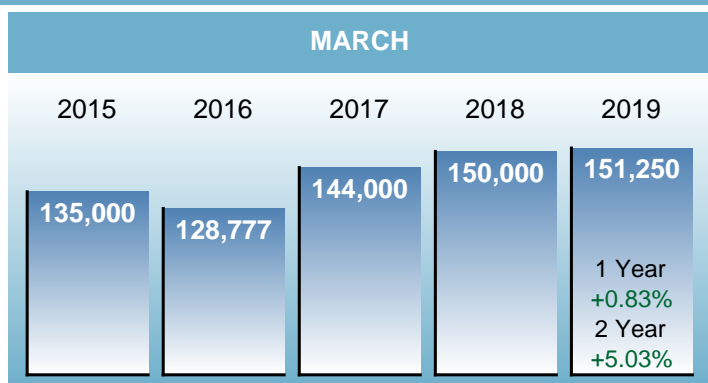
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## MEDIAN SOLD PRICE AT CLOSING

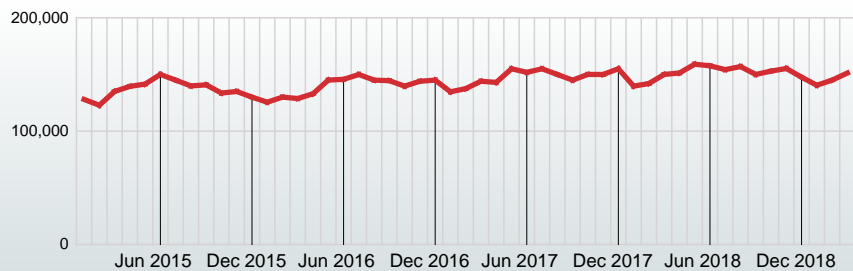
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 141,805

### 3 MONTHS



**High**  
May 2018 = 159,000  
**Low**  
Feb 2015 = 122,850  
*Median Sold Price*  
this month at **151,250**,  
above the 5 yr MAR  
average of **141,805**

JAN	140,500
FEB	145,000 3.20%
MAR	151,250 4.31%

### 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%	379,945	0	0	0	0
\$1-\$75,000	331	22.67%	20,000	38,000	1,395	1,823	2,400
\$75,001-\$125,000	227	15.55%	100,000	89,500	105,000	105,000	102,875
\$125,001-\$175,000	358	24.52%	153,785	142,000	154,043	162,000	168,000
\$175,001-\$225,000	214	14.66%	193,500	189,000	194,900	195,000	187,000
\$225,001-\$300,000	159	10.89%	253,000	255,000	250,000	256,500	269,500
\$300,001 and up	171	11.71%	375,000	487,500	350,325	367,250	450,000
Median Sold Price	151,250			70,000	145,000	219,000	343,000
Total Closed Units	1,460	100%	151,250	261	791	359	49
Total Closed Volume	248,382,563			29.46M	114.52M	86.90M	17.50M

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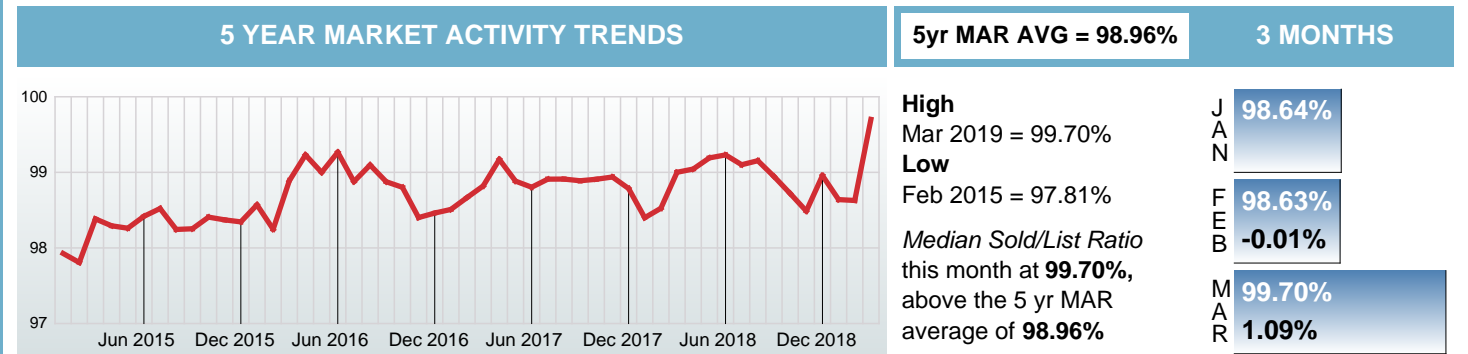
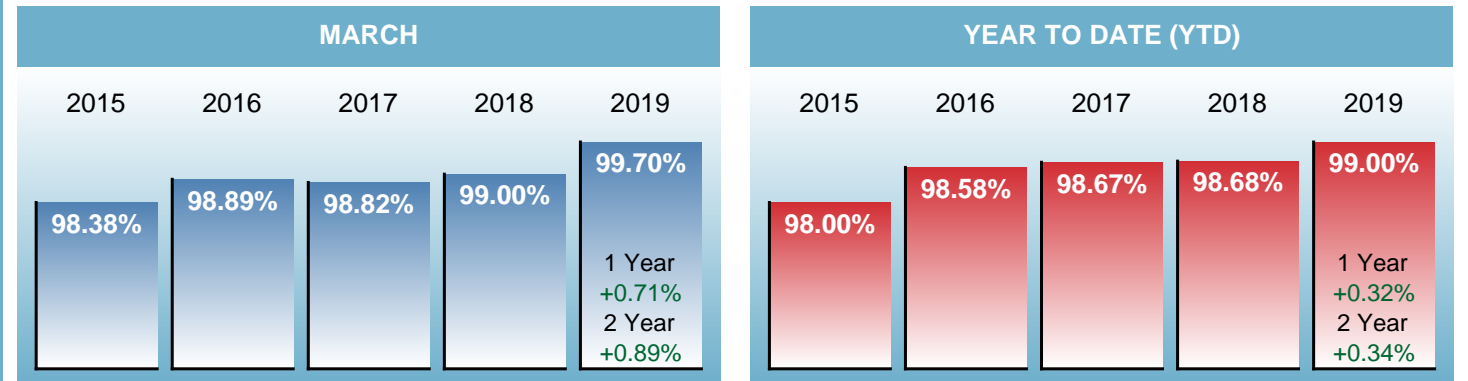
# March 2019

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



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



## 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	<b>0</b>	0.00%	97.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	<b>331</b>	22.67%	100.00%	97.64%	100.00%	100.00%	100.00%
\$75,001-\$125,000	<b>227</b>	15.55%	98.82%	98.85%	98.36%	99.57%	103.60%
\$125,001-\$175,000	<b>358</b>	24.52%	100.00%	98.86%	100.00%	100.00%	95.84%
\$175,001-\$225,000	<b>214</b>	14.66%	99.46%	96.00%	99.80%	98.97%	100.00%
\$225,001-\$300,000	<b>159</b>	10.89%	99.33%	96.30%	99.62%	99.69%	97.12%
\$300,001 and up	<b>171</b>	11.71%	97.86%	94.44%	97.95%	98.24%	97.42%
Median Sold/List Ratio	99.70%			97.55%	100.00%	99.41%	97.99%
Total Closed Units	1,460	100%	99.70%	261	791	359	49
Total Closed Volume	248,382,563			29.46M	114.52M	86.90M	17.50M

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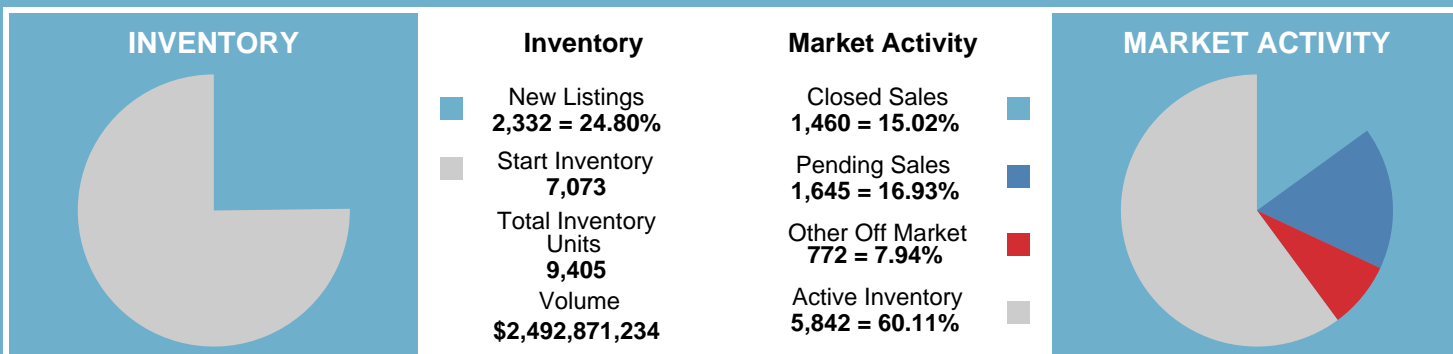
# March 2019

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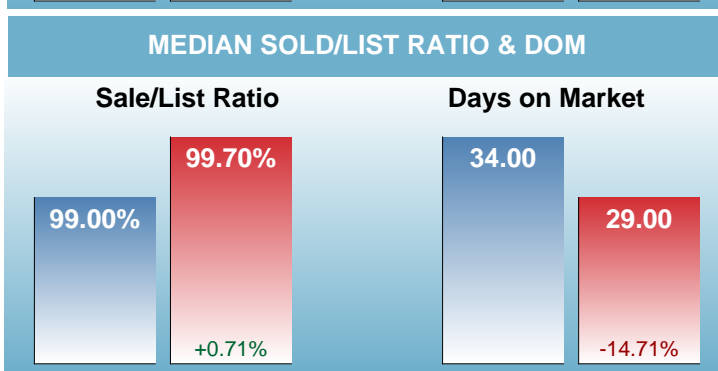
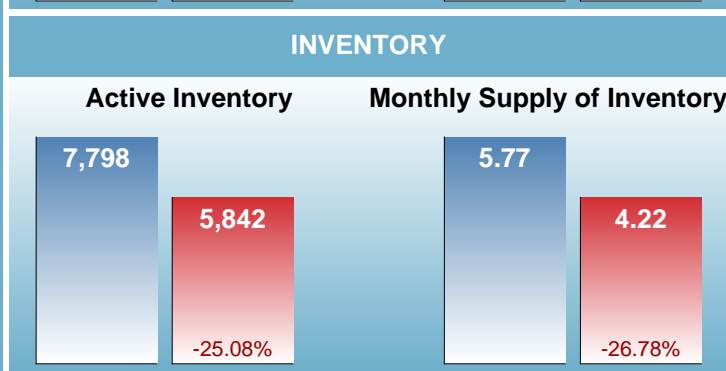
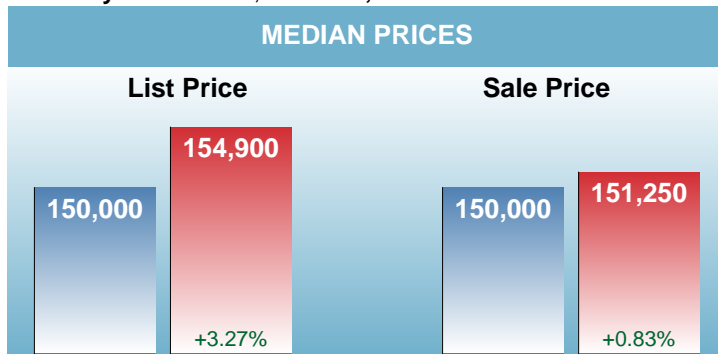
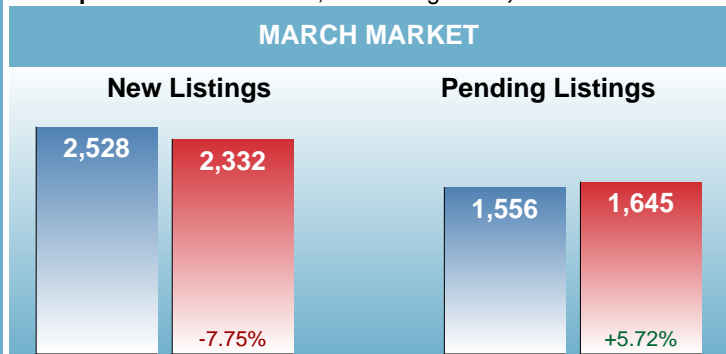
## MARKET SUMMARY

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



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,465	1,460	-0.34%	3,567	3,563	-0.11%
Pending Sales	1,556	1,645	5.72%	4,040	4,289	6.16%
New Listings	2,528	2,332	-7.75%	6,818	6,925	1.57%
Median List Price	150,000	154,900	3.27%	147,900	149,900	1.35%
Median Sale Price	150,000	151,250	0.83%	145,000	147,000	1.38%
Median Percent of Selling Price to List Price	99.00%	99.70%	0.71%	98.68%	99.00%	0.32%
Median Days on Market to Sale	34.00	29.00	-14.71%	36.00	32.00	-11.11%
Monthly Inventory	7,798	5,842	-25.08%	7,798	5,842	-25.08%
Months Supply of Inventory	5.77	4.22	-26.78%	5.77	4.22	-26.78%

**Absorption:** Last 12 months, an Average of **1,383** Sales/Month **Inventory** on March 31, 2019 = **5,842** **2018** **2019**



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