

May 2019



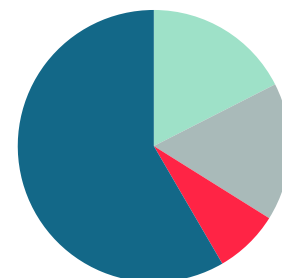
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	1,650	1,740	5.45%
Pending Listings	1,445	1,628	12.66%
New Listings	2,649	2,448	-7.59%
Median List Price	159,987	165,000	3.13%
Median Sale Price	159,000	163,000	2.52%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.82%
Median Days on Market to Sale	27.00	19.00	-29.63%
End of Month Inventory	8,232	5,802	-29.52%
Months Supply of Inventory	6.04	4.15	-31.39%



■ Closed (17.51%)
■ Pending (16.38%)
■ Other OffMarket (7.71%)
■ Active (58.39%)

Absorption: Last 12 months, an Average of **1,400** Sales/Month
Active Inventory as of May 31, 2019 = **5,802**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **29.52%** to 5,802 existing homes available for sale. Over the last 12 months this area has had an average of 1,400 closed sales per month. This represents an unsold inventory index of **4.15** 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 **2.52%** in May 2019 to \$163,000 versus the previous year at \$159,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 8.00 days or **29.63%** in May 2019 compared to last year's same month at **27.00** DOM.

Sales Success for May 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 2,448 New Listings in May 2019, down **7.59%** from last year at 2,649. Furthermore, there were 1,740 Closed Listings this month versus last year at 1,650, a **5.45%** increase.

Closed versus Listed trends yielded a **71.1%** ratio, up from previous year's, May 2018, at **62.3%**, a **14.11%** 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

May 2019



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

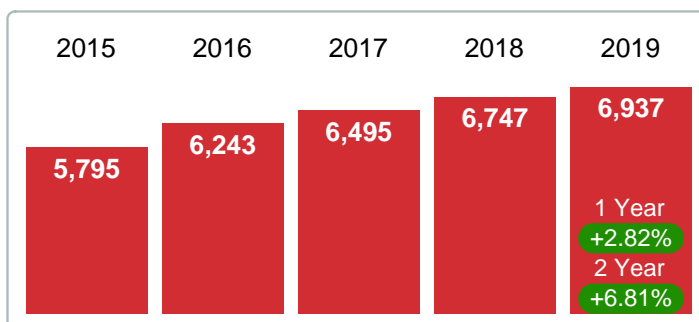
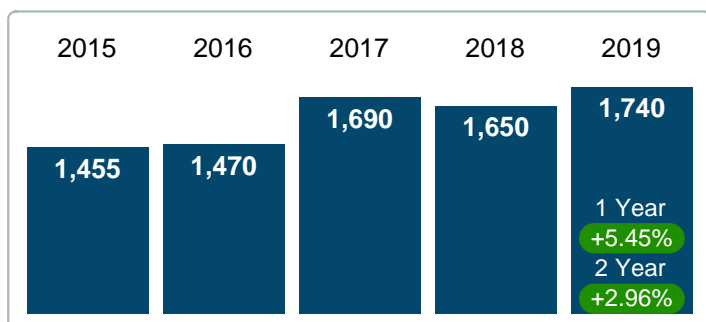


CLOSED LISTINGS

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

MAY

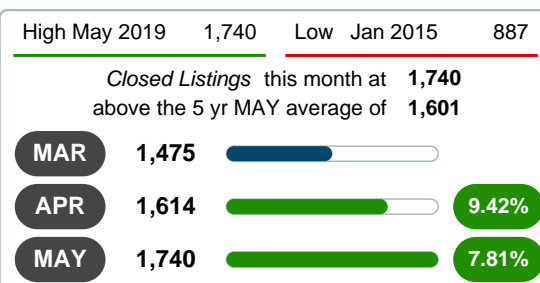
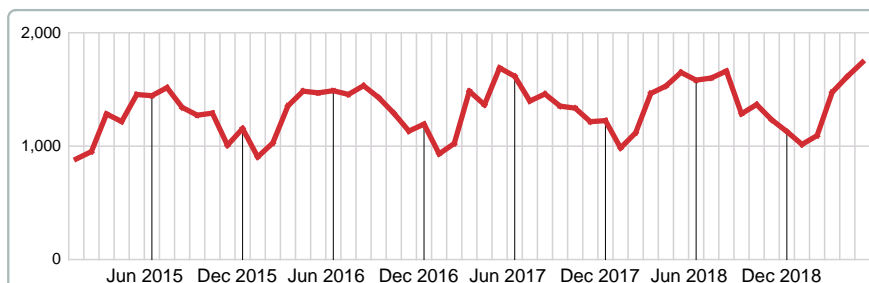
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAY AVG = 1,601



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	351	20.17%	28.0	152	153	42	4
\$75,001-\$125,000	226	12.99%	12.0	57	153	13	3
\$125,001-\$175,000	372	21.38%	13.0	31	290	47	4
\$175,001-\$225,000	305	17.53%	14.0	23	162	112	8
\$225,001-\$325,000	286	16.44%	27.5	13	107	132	34
\$325,001 and up	200	11.49%	26.0	10	44	112	34
Total Closed Units	1,740			286	909	458	87
Total Closed Volume	316,691,524	100%	19.0	28.56M	142.64M	116.57M	28.92M
Median Closed Price	\$163,000			\$69,500	\$153,000	\$232,000	\$300,000

May 2019



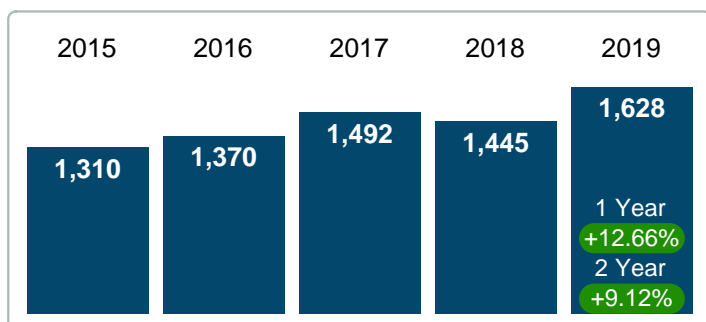
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



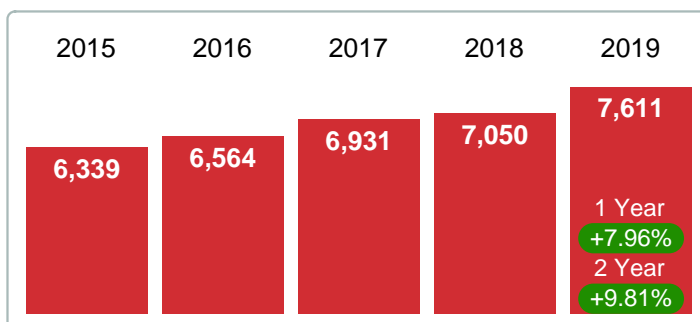
PENDING LISTINGS

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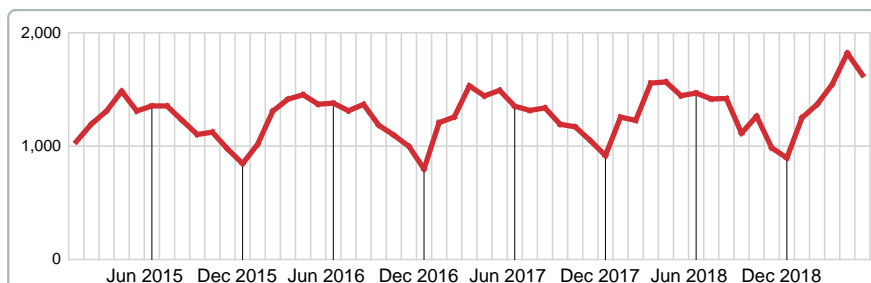
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

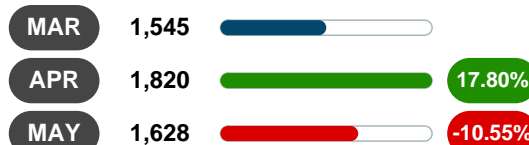


3 MONTHS

5 year MAY AVG = 1,449

High Apr 2019 1,820 Low Dec 2016 799

Pending Listings this month at **1,628**
above the 5 yr MAY average of **1,449**



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	145	8.91%	24.0	80	51	13	1
\$50,001 - \$100,000	178	10.93%	30.0	72	97	8	1
\$100,001 - \$125,000	128	7.86%	14.0	22	95	11	0
\$125,001 - \$200,000	552	33.91%	15.0	51	392	106	3
\$200,001 - \$250,000	223	13.70%	22.0	17	99	98	9
\$250,001 - \$350,000	211	12.96%	26.0	11	67	115	18
\$350,001 and up	191	11.73%	39.0	13	36	114	28
Total Pending Units	1,628			266	837	465	60
Total Pending Volume	337,268,864	100%	21.0	37.11M	143.43M	130.75M	25.98M
Median Listing Price	\$174,900			\$83,950	\$159,000	\$249,900	\$345,950

May 2019



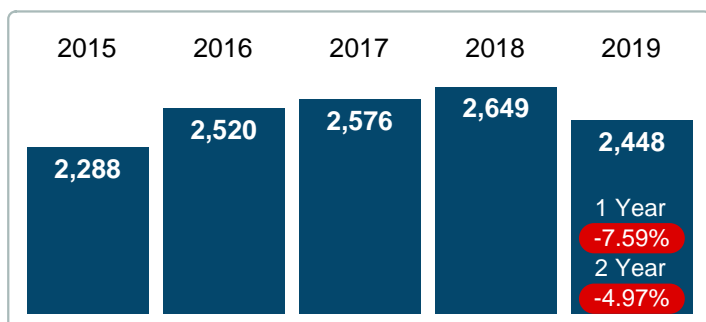
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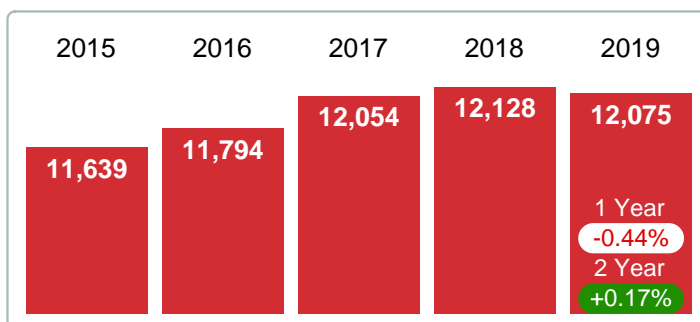
NEW LISTINGS

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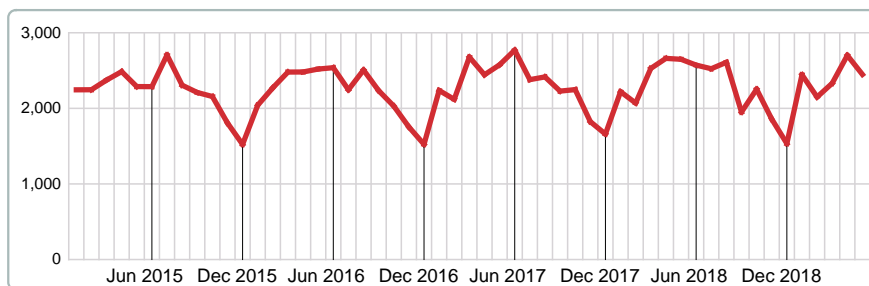
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

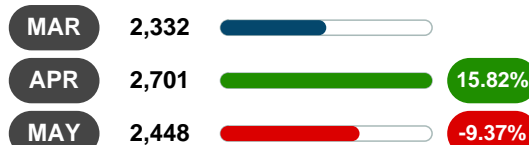


3 MONTHS

5 year MAY AVG = 2,496

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

New Listings this month at **2,448**
below the 5 yr MAY average of **2,496**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	471	19.24%	230	190	45	6
\$75,001-\$125,000	282	11.52%	88	171	22	1
\$125,001-\$200,000	675	27.57%	84	447	135	9
\$200,001-\$300,000	460	18.79%	48	183	203	26
\$300,001-\$475,000	309	12.62%	24	67	179	39
\$475,001 and up	251	10.25%	45	21	108	77
Total New Listed Units	2,448		519	1,079	692	158
Total New Listed Volume	643,311,810	100%	123.12M	185.05M	226.19M	108.94M
Median New Listed Listing Price	\$179,577		\$89,900	\$159,000	\$269,000	\$452,450

May 2019



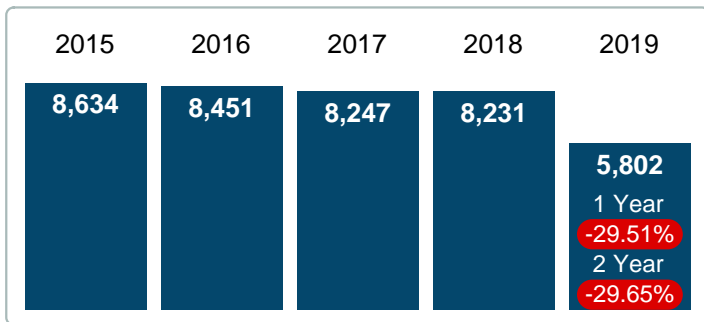
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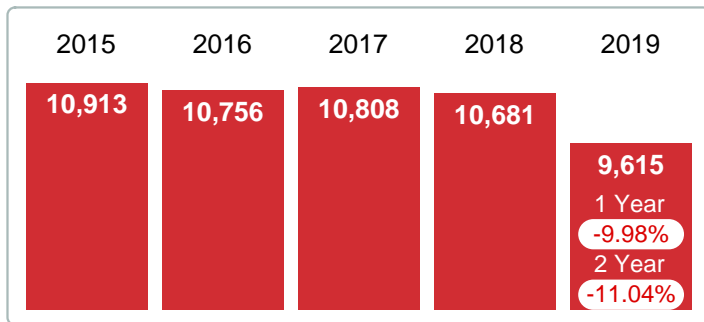
ACTIVE INVENTORY

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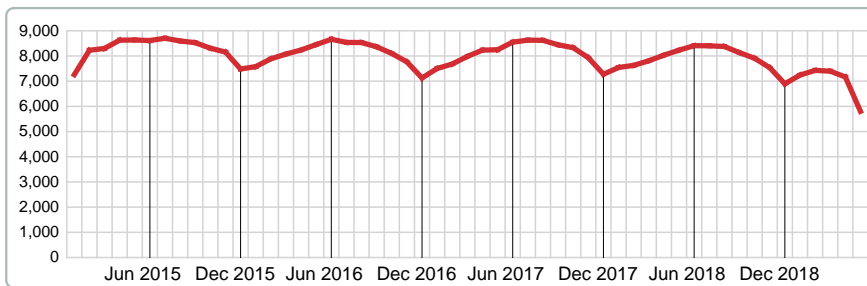
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7,873

High Jul 2015 8,702 Low May 2019 5,802

Inventory this month at **5,802**
below the 5 yr MAY average of **7,873**



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	538	9.27%	47.5	328	146	53	11
\$25,001 - \$75,000	714	12.31%	69.5	542	149	23	0
\$75,001 - \$150,000	938	16.17%	53.0	474	378	80	6
\$150,001 - \$250,000	1,362	23.47%	49.0	324	642	357	39
\$250,001 - \$375,000	935	16.12%	56.0	148	260	436	91
\$375,001 - \$625,000	738	12.72%	64.0	108	115	370	145
\$625,001 and up	577	9.94%	70.0	185	44	177	171
Total Active Inventory by Units			5,802	2,109	1,734	1,496	463
Total Active Inventory by Volume			1,783,342,209	526.62M	358.75M	581.00M	316.97M
Median Active Inventory Listing Price			\$195,000	\$100,000	\$173,250	\$314,138	\$499,900

May 2019



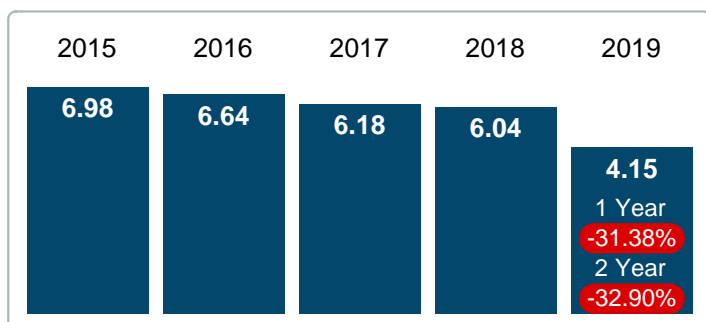
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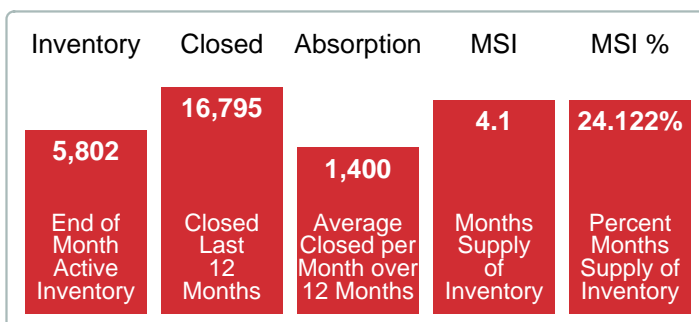
MONTHS SUPPLY of INVENTORY (MSI)

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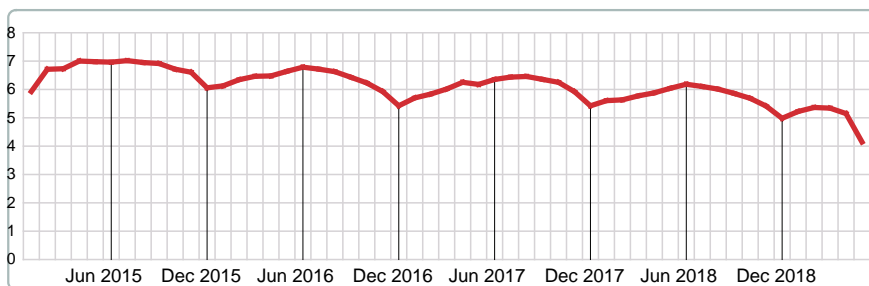
MSI FOR MAY



INDICATORS FOR MAY 2019

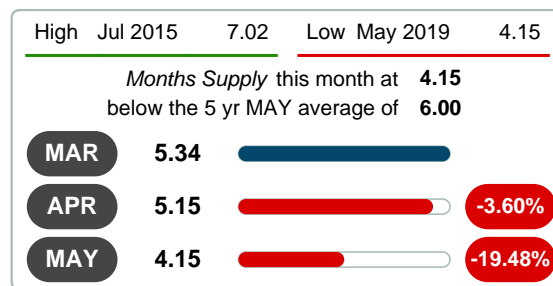


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.00



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
\$25,000 and less	538	9.27%	3.18	6.25	1.66	2.05	3.88
\$25,001 - \$75,000	714	12.31%	4.94	7.01	2.44	4.06	0.00
\$75,001 - \$150,000	938	16.17%	2.56	7.41	1.43	2.32	1.71
\$150,001 - \$250,000	1,362	23.47%	3.06	12.66	2.38	2.58	3.55
\$250,001 - \$375,000	935	16.12%	5.28	18.89	5.03	4.36	5.22
\$375,001 - \$625,000	738	12.72%	9.82	22.34	8.12	8.54	11.30
\$625,001 and up	577	9.94%	26.43	65.29	16.50	18.00	26.31
Market Supply of Inventory (MSI)			4.15	8.98	2.30	4.18	8.48
Total Active Inventory by Units		100%	4.15	2,109	1,734	1,496	463

May 2019



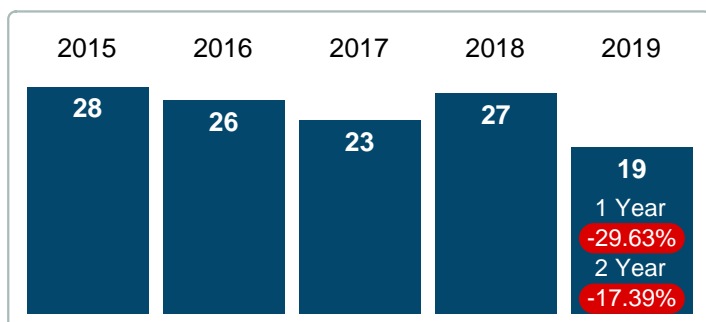
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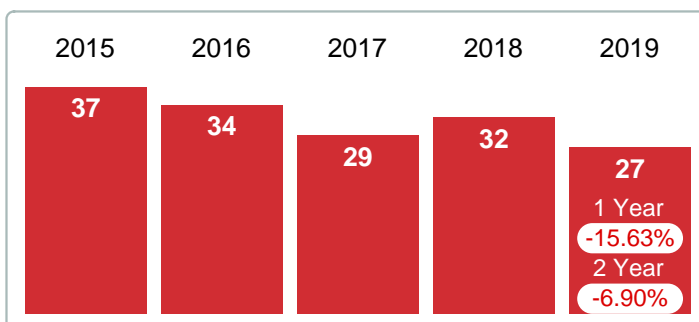
MEDIAN DAYS ON MARKET TO SALE

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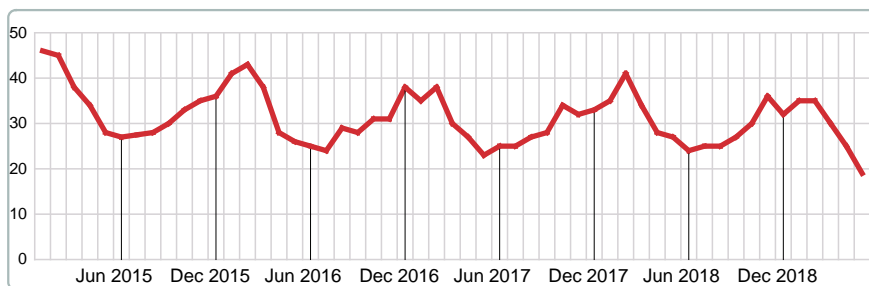
MAY



YEAR TO DATE (YTD)

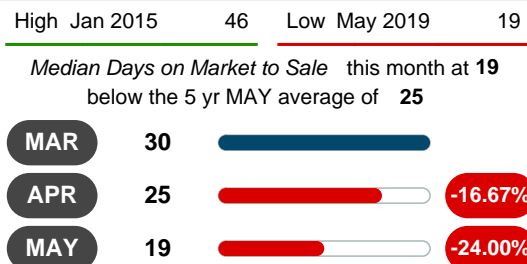


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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%	70	0	0	0	0
\$1-\$75,000	351	20.17%	28	29	25	27	17
\$75,001-\$125,000	226	12.99%	12	22	11	12	39
\$125,001-\$175,000	372	21.38%	13	21	12	14	8
\$175,001-\$225,000	305	17.53%	14	30	13	18	19
\$225,001-\$325,000	286	16.44%	28	11	32	23	47
\$325,001 and up	200	11.49%	26	48	18	26	49
Median Closed DOM			19	28	15	21	39
Total Closed Units		100%	1,740	286	909	458	87
Total Closed Volume			316,691,524	28.56M	142.64M	116.57M	28.92M

May 2019



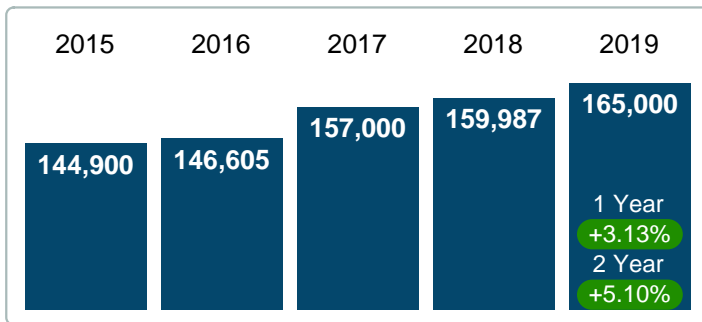
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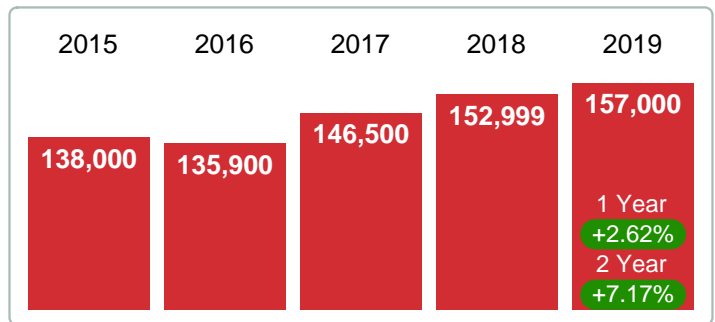
MEDIAN LIST PRICE AT CLOSING

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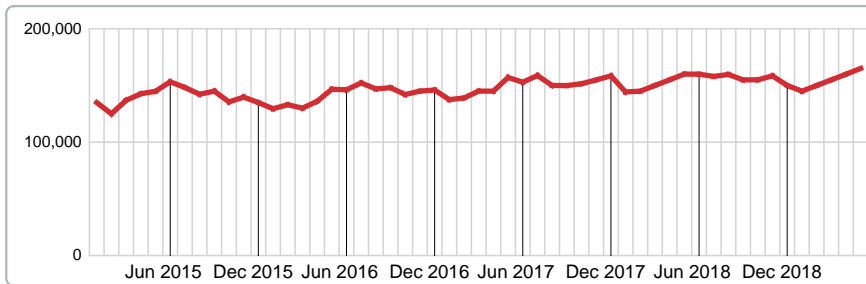
MAY



YEAR TO DATE (YTD)

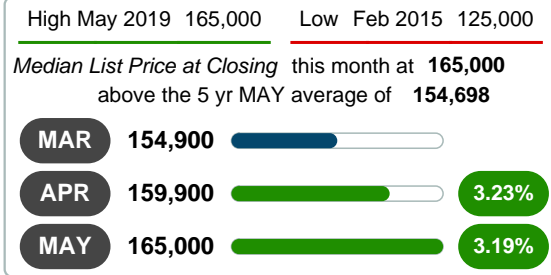


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 154,698



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%	26	0	0	0	0
\$1-\$75,000	350	20.11%	8,475	34,900	1,395	1,645	2,550
\$75,001-\$125,000	209	12.01%	105,000	99,250	108,050	103,950	122,900
\$125,001-\$175,000	383	22.01%	153,000	146,500	153,450	158,400	144,500
\$175,001-\$225,000	296	17.01%	199,500	193,500	195,000	204,093	208,750
\$225,001-\$325,000	291	16.72%	260,000	274,500	259,900	259,900	279,900
\$325,001 and up	211	12.13%	399,900	495,000	394,750	395,000	429,000
Median List Price			165,000	69,950	154,900	235,000	305,000
Total Closed Units		100%	1,740	286	909	458	87
Total Closed Volume			322,764,422	29.96M	144.60M	118.48M	29.72M

May 2019



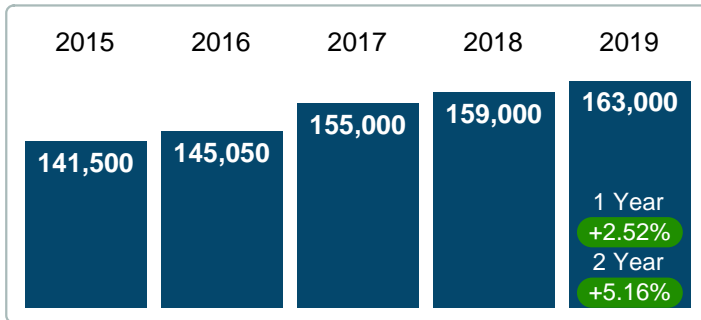
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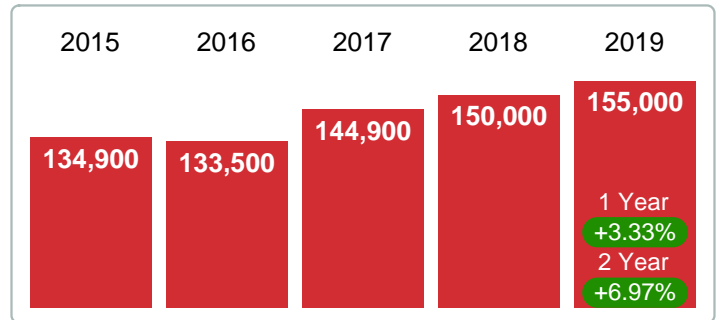
MEDIAN SOLD PRICE AT CLOSING

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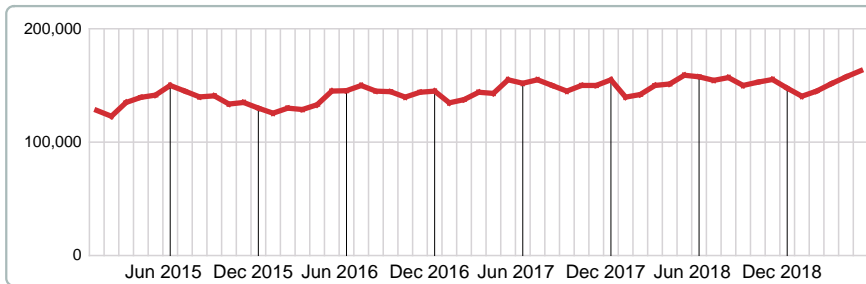
MAY



YEAR TO DATE (YTD)

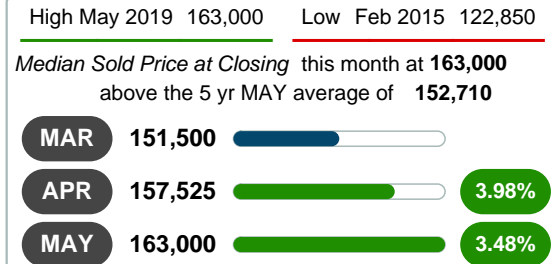


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 152,710



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%	399,900	0	0	0	0
\$1-\$75,000	351	20.17%	7,500	30,250	1,395	1,645	2,550
\$75,001-\$125,000	226	12.99%	105,500	99,900	107,000	110,000	122,900
\$125,001-\$175,000	372	21.38%	152,250	146,500	152,500	158,000	141,000
\$175,001-\$225,000	305	17.53%	196,000	190,000	193,000	203,500	200,000
\$225,001-\$325,000	286	16.44%	260,000	245,000	258,000	261,500	275,250
\$325,001 and up	200	11.49%	400,000	460,185	392,450	392,000	434,750
Median Sold Price			163,000	69,500	153,000	232,000	300,000
Total Closed Units		100%	1,740	286	909	458	87
Total Closed Volume			316,691,524	28.56M	142.64M	116.57M	28.92M

May 2019



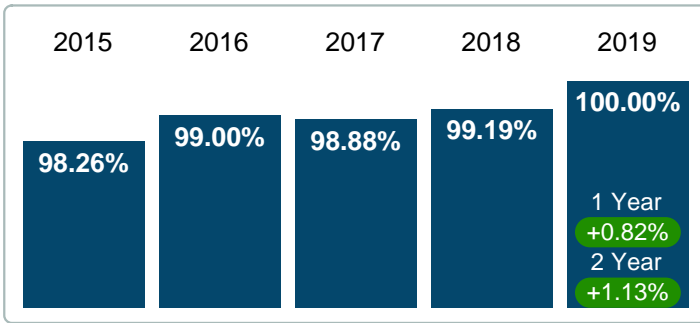
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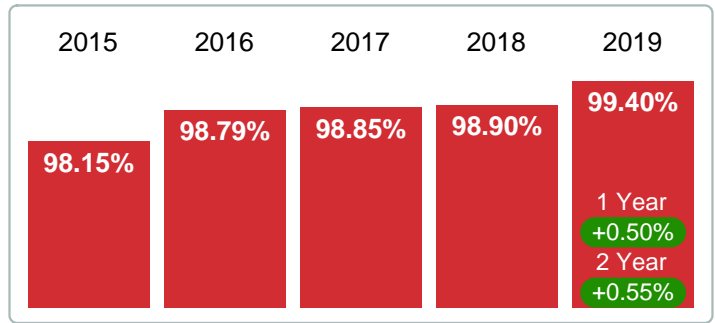
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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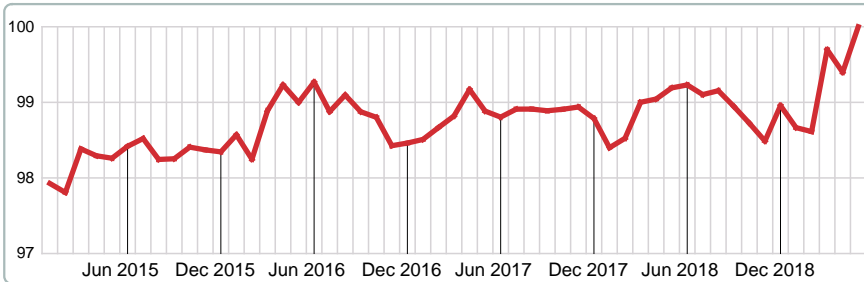
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

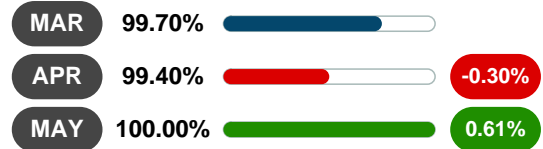


3 MONTHS

5 year MAY AVG = 99.07%

High May 2019 100.00% Low Feb 2015 97.81%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.07%**



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	351	20.17%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$125,000	226	12.99%	99.36%	96.16%	100.00%	98.32%	98.40%
\$125,001-\$175,000	372	21.38%	100.00%	99.32%	100.00%	99.76%	100.00%
\$175,001-\$225,000	305	17.53%	99.32%	97.44%	99.72%	99.09%	95.70%
\$225,001-\$325,000	286	16.44%	99.58%	93.22%	100.00%	99.67%	98.67%
\$325,001 and up	200	11.49%	98.69%	94.90%	98.76%	98.84%	98.25%
Median Sold/List Ratio		100.00%		98.53%	100.00%	99.58%	98.60%
Total Closed Units		1,740	100%	286	909	458	87
Total Closed Volume		316,691,524		28.56M	142.64M	116.57M	28.92M

May 2019



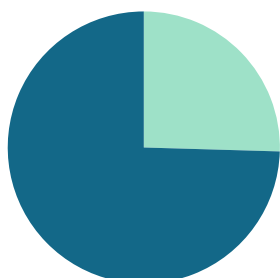
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

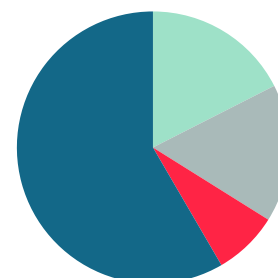


Inventory
 New Listings
2,448 = 25.46%
 Start Inventory
7,167
 Total Inventory Units
9,615
 Volume
\$2,645,156,029

Market Activity

Closed Sales
1,740 = 17.51%
 Pending Sales
1,628 = 16.38%
 Other Off Market
766 = 7.71%
 Active Inventory
5,802 = 58.39%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,650	1,740	5.45%	6,747	6,937	2.82%
Pending Sales	1,445	1,628	12.66%	7,050	7,611	7.96%
New Listings	2,649	2,448	-7.59%	12,128	12,075	-0.44%
Median List Price	159,987	165,000	3.13%	152,999	157,000	2.62%
Median Sale Price	159,000	163,000	2.52%	150,000	155,000	3.33%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.82%	98.90%	99.40%	0.50%
Median Days on Market to Sale	27.00	19.00	-29.63%	32.00	27.00	-15.63%
Monthly Inventory	8,232	5,802	-29.52%	8,232	5,802	-29.52%
Months Supply of Inventory	6.04	4.15	-31.39%	6.04	4.15	-31.39%

Absorption: Last 12 months, an Average of **1,400** Sales/Month

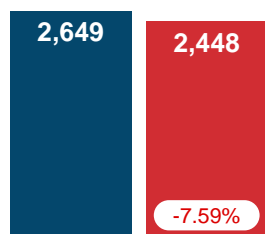
Inventory on May 31, 2019 = 5,802

2018 **2019**

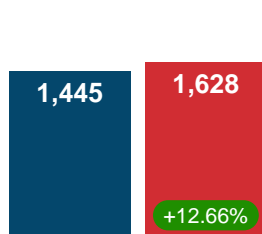
MAY MARKET

MEDIAN PRICES

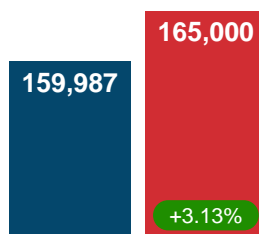
New Listings



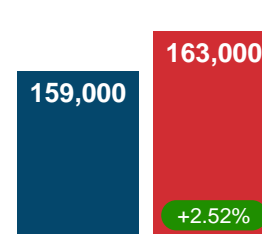
Pending Listings



List Price



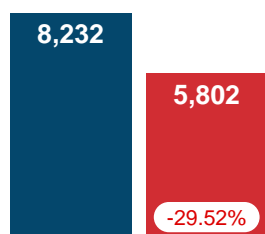
Sale Price



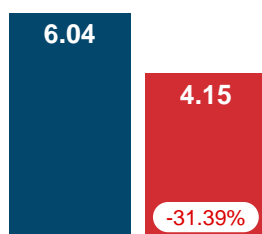
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

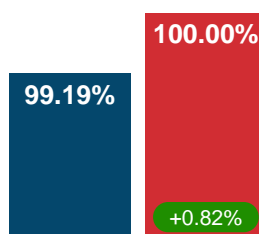
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

