

# September 2019



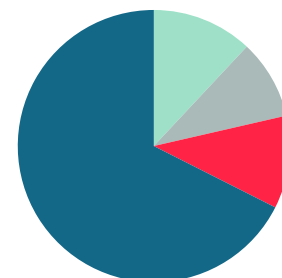
Area Delimited by School District Bixby - Sch Dist (4)



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	84	90	7.14%
Pending Listings	67	71	5.97%
New Listings	141	143	1.42%
Median List Price	242,827	214,500	-11.67%
Median Sale Price	245,327	209,000	-14.81%
Median Percent of Selling Price to List Price	99.83%	99.88%	0.05%
Median Days on Market to Sale	26.00	31.50	21.15%
End of Month Inventory	676	508	-24.85%
Months Supply of Inventory	7.01	5.54	-20.89%



■ Closed (11.97%)  
■ Pending (9.44%)  
■ Other OffMarket (11.04%)  
■ Active (67.55%)

**Absorption:** Last 12 months, an Average of **92** Sales/Month  
**Active Inventory** as of September 30, 2019 = **508**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **24.85%** to 508 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **5.54** 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 **14.81%** in September 2019 to \$209,000 versus the previous year at \$245,327.

#### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 5.50 days or **21.15%** in September 2019 compared to last year's same month at **26.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 143 New Listings in September 2019, up **1.42%** from last year at 141. Furthermore, there were 90 Closed Listings this month versus last year at 84, a **7.14%** increase.

Closed versus Listed trends yielded a **62.9%** ratio, up from previous year's, September 2018, at **59.6%**, a **5.64%** 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 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

# September 2019



Area Delimited by School District Bixby - Sch Dist (4)

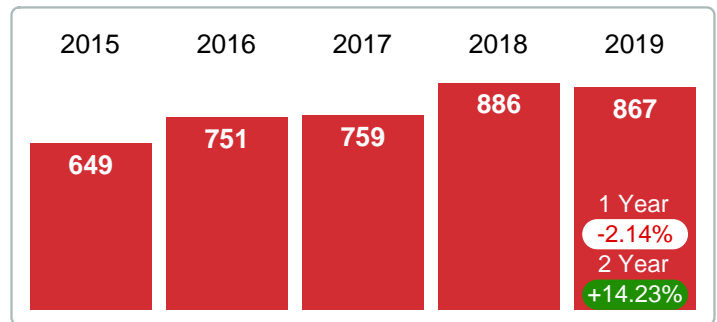
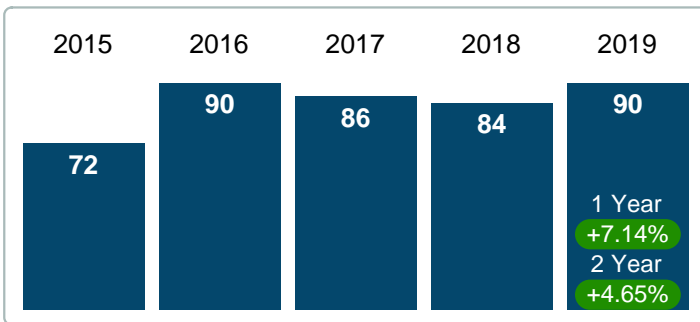


## CLOSED LISTINGS

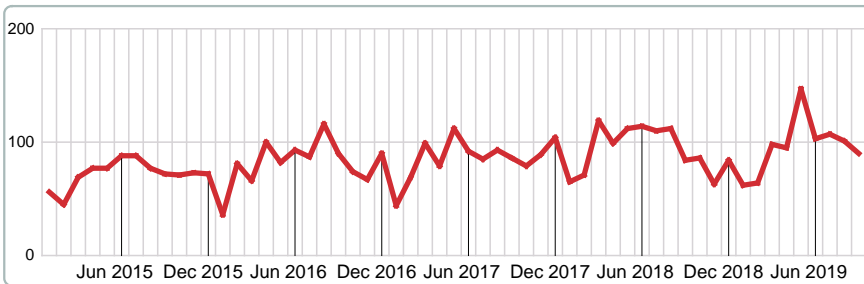
Report produced on Oct 11, 2019 for MLS Technology Inc.

### SEPTEMBER

### YEAR TO DATE (YTD)

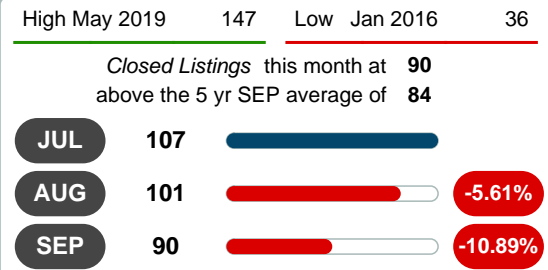


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 84



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	11.11%	23.0	2	5	1	2
\$25,001 - \$125,000	7	7.78%	116.0	7	0	0	0
\$125,001 - \$175,000	15	16.67%	11.0	0	14	1	0
\$175,001 - \$250,000	21	23.33%	28.0	1	16	4	0
\$250,001 - \$350,000	16	17.78%	30.0	1	4	8	3
\$350,001 - \$400,000	8	8.89%	34.0	0	1	5	2
\$400,001 and up	13	14.44%	84.0	0	2	3	8
<b>Total Closed Units</b>	<b>90</b>			<b>11</b>	<b>42</b>	<b>22</b>	<b>15</b>
<b>Total Closed Volume</b>	<b>21,907,556</b>	<b>100%</b>	<b>31.5</b>	<b>1.09M</b>	<b>7.84M</b>	<b>6.41M</b>	<b>6.57M</b>
<b>Median Closed Price</b>	<b>\$209,000</b>			<b>\$78,500</b>	<b>\$177,098</b>	<b>\$285,515</b>	<b>\$408,675</b>

# September 2019



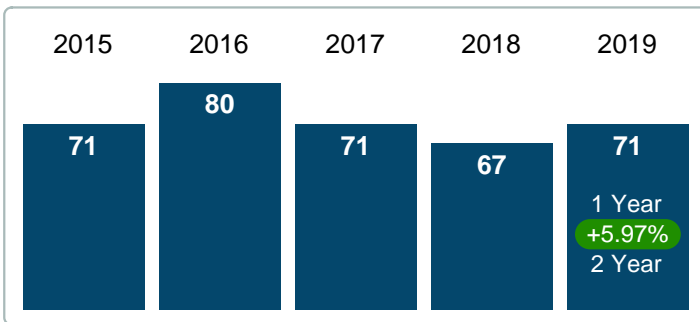
Area Delimited by School District Bixby - Sch Dist (4)



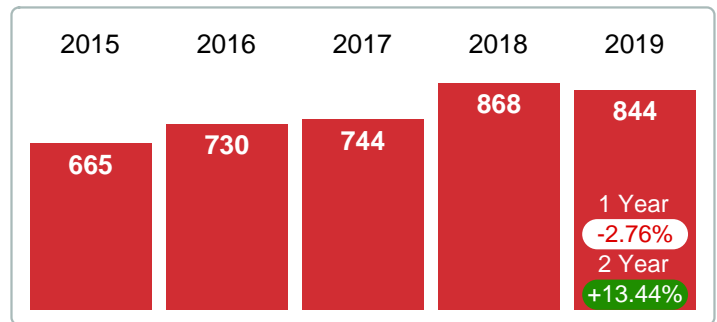
## PENDING LISTINGS

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

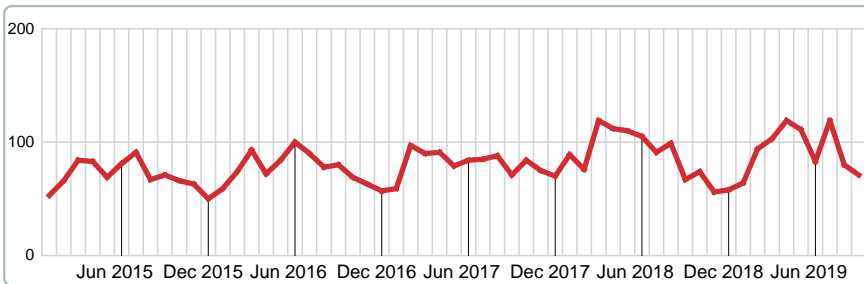
### SEPTEMBER



### YEAR TO DATE (YTD)

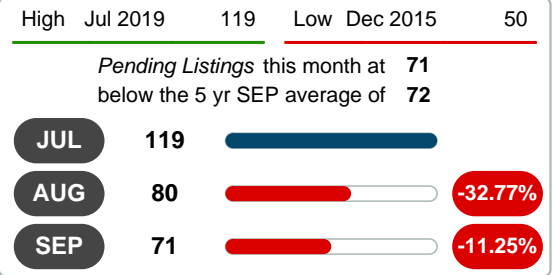


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 72



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	9.86%	34.0	2	4	1	0
\$125,001 - \$175,000	7	9.86%	5.0	0	7	0	0
\$175,001 - \$225,000	11	15.49%	36.0	0	9	2	0
\$225,001 - \$325,000	18	25.35%	58.0	0	8	9	1
\$325,001 - \$375,000	11	15.49%	54.0	0	4	7	0
\$375,001 - \$425,000	9	12.68%	9.0	0	3	5	1
\$425,001 and up	8	11.27%	90.5	1	1	4	2
<b>Total Pending Units</b>	<b>71</b>			<b>3</b>	<b>36</b>	<b>28</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>25,975,694</b>	<b>100%</b>	<b>37.0</b>	<b>5.37M</b>	<b>8.75M</b>	<b>10.23M</b>	<b>1.63M</b>
<b>Median Listing Price</b>	<b>\$280,000</b>			<b>\$89,900</b>	<b>\$201,950</b>	<b>\$344,825</b>	<b>\$429,500</b>

# September 2019



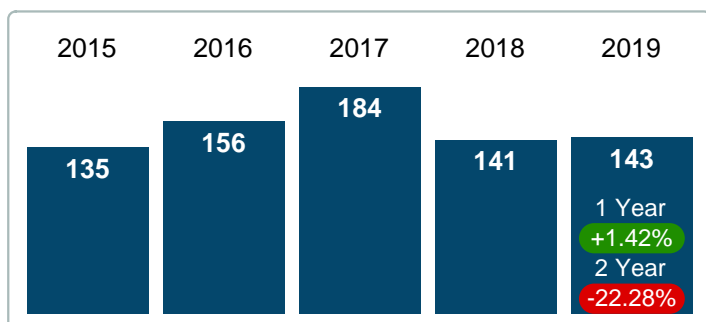
Area Delimited by School District Bixby - Sch Dist (4)



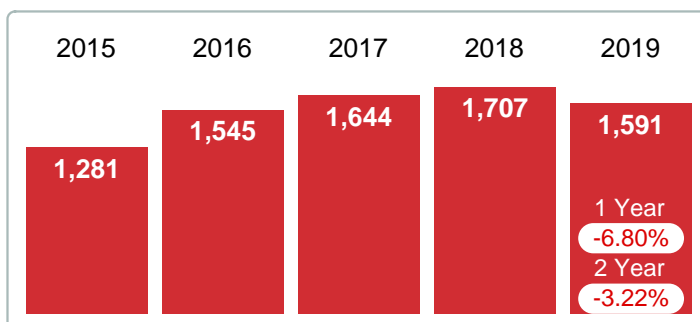
## NEW LISTINGS

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

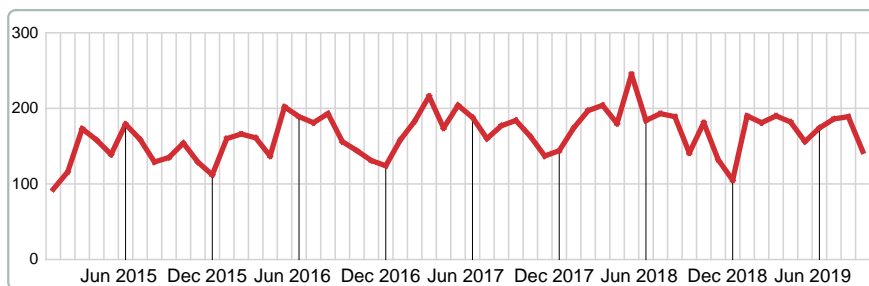
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 152

High May 2018 245 Low Jan 2015 93

New Listings this month at 143  
below the 5 yr SEP average of 152



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.29%	2	3	4	0
\$75,001 - \$150,000	19	13.29%	14	3	2	0
\$150,001 - \$200,000	25	17.48%	11	12	2	0
\$200,001 - \$350,000	33	23.08%	5	9	18	1
\$350,001 - \$425,000	24	16.78%	2	3	17	2
\$425,001 - \$600,000	18	12.59%	1	1	8	8
\$600,001 and up	15	10.49%	0	0	11	4
<b>Total New Listed Units</b>	<b>143</b>		<b>35</b>	<b>31</b>	<b>62</b>	<b>15</b>
<b>Total New Listed Volume</b>	<b>45,798,382</b>	<b>100%</b>	<b>6.07M</b>	<b>6.47M</b>	<b>25.05M</b>	<b>8.21M</b>
<b>Median New Listed Listing Price</b>	<b>\$279,900</b>		<b>\$160,000</b>	<b>\$189,000</b>	<b>\$368,900</b>	<b>\$529,000</b>

# September 2019



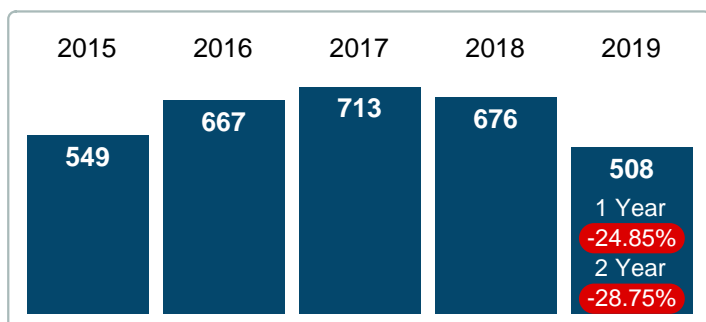
Area Delimited by School District Bixby - Sch Dist (4)



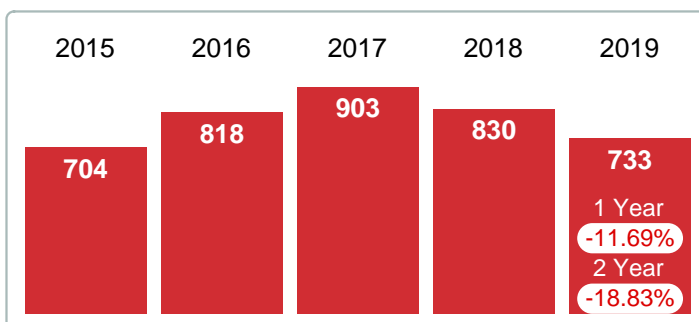
## ACTIVE INVENTORY

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

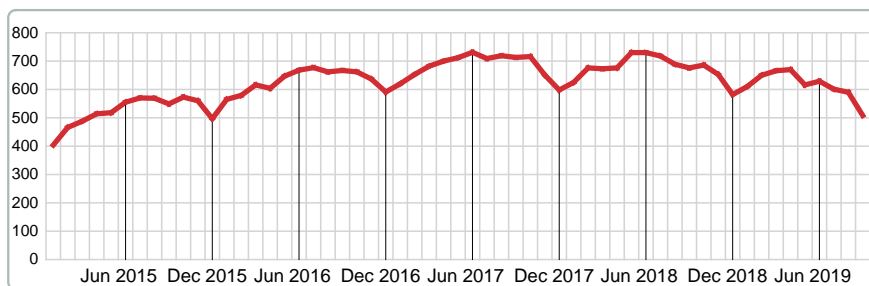
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

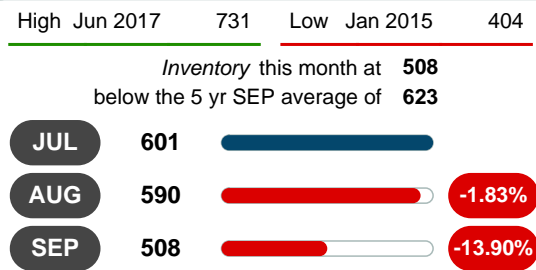


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 623



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	39	7.68%	53.0	25	7	6	1
\$75,001 - \$175,000	65	12.80%	32.0	50	11	4	0
\$175,001 - \$250,000	68	13.39%	39.0	28	24	14	2
\$250,001 - \$375,000	117	23.03%	63.0	19	24	66	8
\$375,001 - \$525,000	103	20.28%	73.0	9	9	58	27
\$525,001 - \$725,000	66	12.99%	64.0	6	4	32	24
\$725,001 and up	50	9.84%	82.0	15	0	15	20
Total Active Inventory by Units			508	152	79	195	82
Total Active Inventory by Volume			229,968,769	71.30M	20.29M	88.12M	50.26M
Median Active Inventory Listing Price			\$350,000	\$180,000	\$241,000	\$389,000	\$549,000

# September 2019



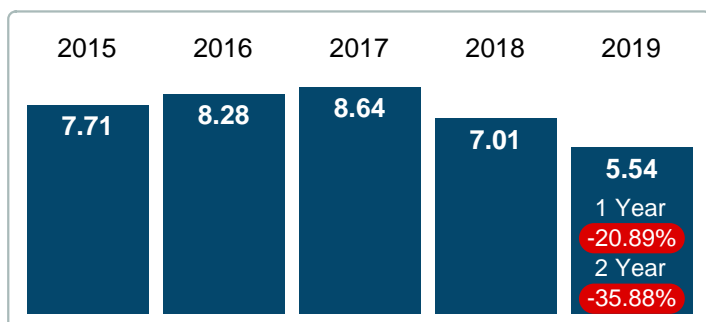
Area Delimited by School District Bixby - Sch Dist (4)



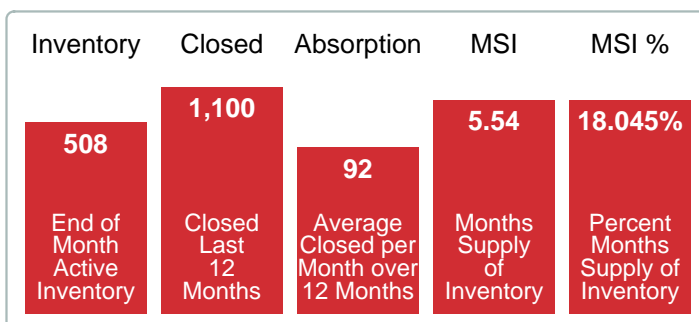
## MONTHS SUPPLY of INVENTORY (MSI)

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

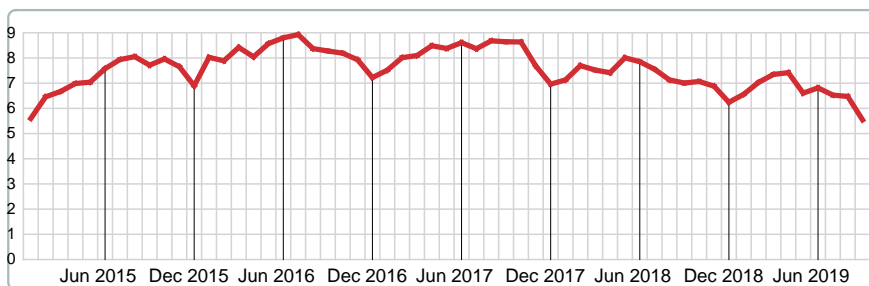
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019

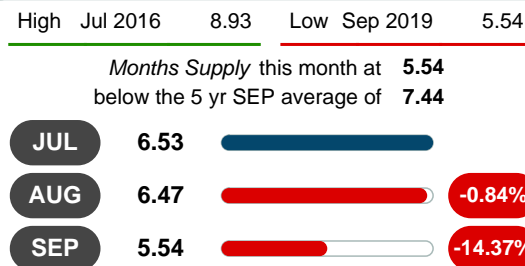


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 7.44



### 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
\$75,000 and less	39	7.68%	2.87	6.12	1.14	2.48	1.09
\$75,001 - \$175,000	65	12.80%	4.94	20.69	1.12	4.36	0.00
\$175,001 - \$250,000	68	13.39%	2.91	21.00	1.83	1.58	24.00
\$250,001 - \$375,000	117	23.03%	4.51	114.00	3.39	4.13	3.00
\$375,001 - \$525,000	103	20.28%	9.66	36.00	5.68	9.16	10.80
\$525,001 - \$725,000	66	12.99%	19.32	24.00	48.00	20.21	16.00
\$725,001 and up	50	9.84%	31.58	60.00	0.00	22.50	30.00
Market Supply of Inventory (MSI)			5.54	17.37	2.09	5.31	9.84
Total Active Inventory by Units		100%	508	152	79	195	82

# September 2019



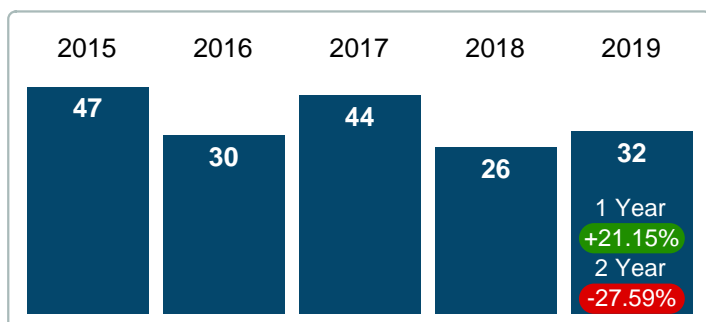
Area Delimited by School District Bixby - Sch Dist (4)



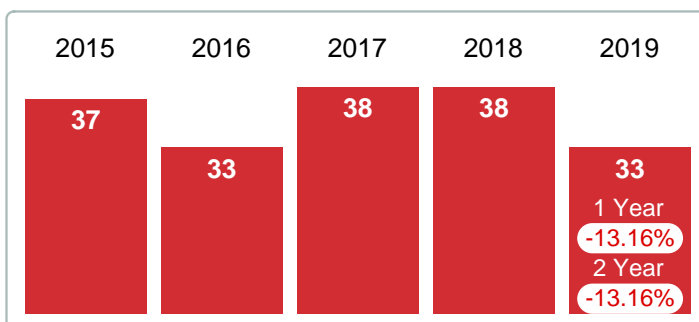
## MEDIAN DAYS ON MARKET TO SALE

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

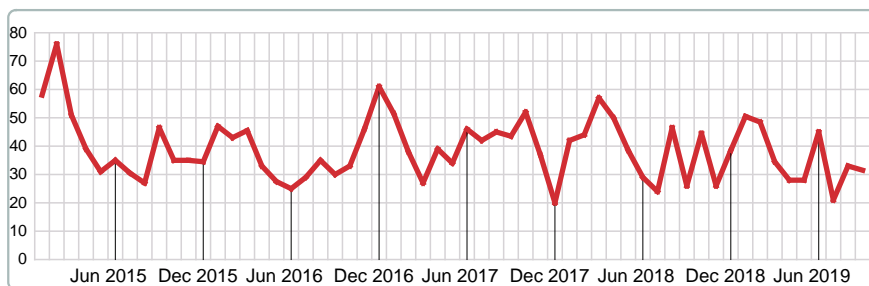
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

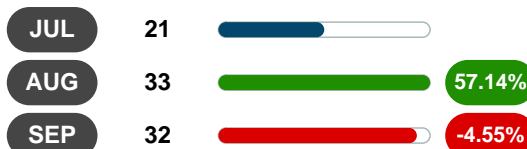


### 3 MONTHS

5 year SEP AVG = 36

High Feb 2015 76 Low Dec 2017 20

Median Days on Market to Sale this month at 32 below the 5 yr SEP average of 36



### 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
\$25,000 and less	11.11%	23	38	34	16	15
\$25,001 - \$125,000	7.78%	116	116	0	0	0
\$125,001 - \$175,000	16.67%	11	0	8	36	0
\$175,001 - \$250,000	23.33%	28	73	24	52	0
\$250,001 - \$350,000	17.78%	30	172	31	30	14
\$350,001 - \$400,000	8.89%	34	0	29	19	62
\$400,001 and up	14.44%	84	0	47	132	96
Median Closed DOM		32	74	19	36	60
Total Closed Units	100%	90	11	42	22	15
Total Closed Volume		21,907,556	1.09M	7.84M	6.41M	6.57M

# September 2019



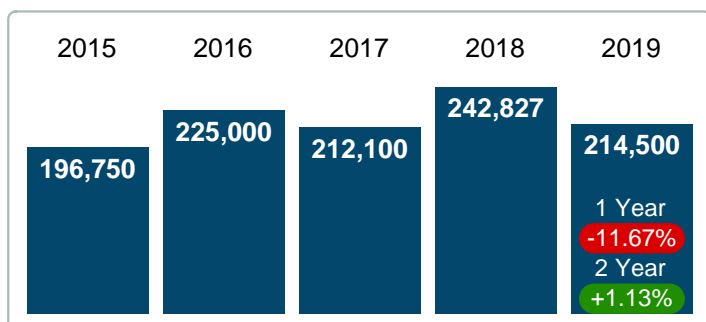
Area Delimited by School District Bixby - Sch Dist (4)



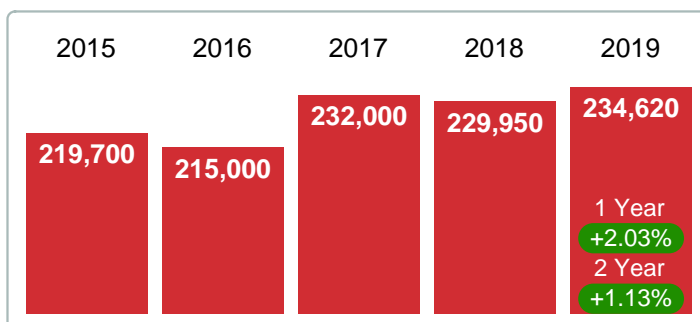
## MEDIAN LIST PRICE AT CLOSING

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

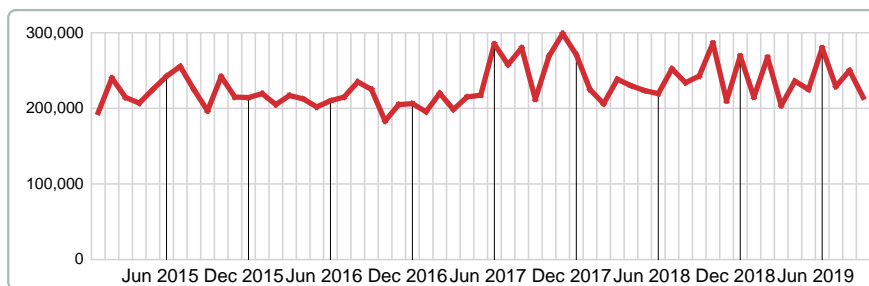
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

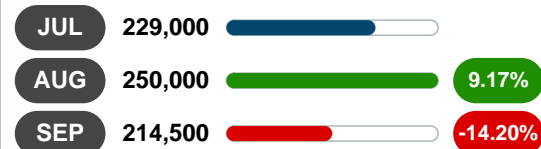


### 3 MONTHS

5 year SEP AVG = 218,235

High Nov 2017 298,855 Low Oct 2016 183,230

Median List Price at Closing this month at **214,500**  
below the 5 yr SEP average of **218,235**



### 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		
\$25,000 and less	10	11.11%	1,495	18,750	1,395	1,395	1,975	
\$25,001 - \$125,000	6	6.67%	84,200	84,200	0	0	0	
\$125,001 - \$175,000	16	17.78%	159,900	140,000	159,900	162,000	0	
\$175,001 - \$250,000	21	23.33%	209,900	210,000	208,950	209,000	0	
\$250,001 - \$350,000	16	17.78%	294,537	299,000	292,425	281,950	309,900	
\$350,001 - \$400,000	7	7.78%	374,999	0	365,000	384,900	374,999	
\$400,001 and up	14	15.56%	450,000	0	432,450	440,000	599,000	
<b>Median List Price</b>		214,500		89,900	179,048	287,487	426,000	
<b>Total Closed Units</b>		90	100%	214,500	11	42	22	15
<b>Total Closed Volume</b>		22,623,789		1.21M	7.94M	6.49M	6.98M	



# September 2019



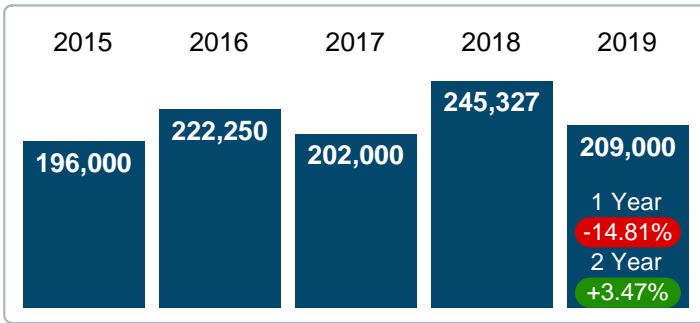
Area Delimited by School District Bixby - Sch Dist (4)



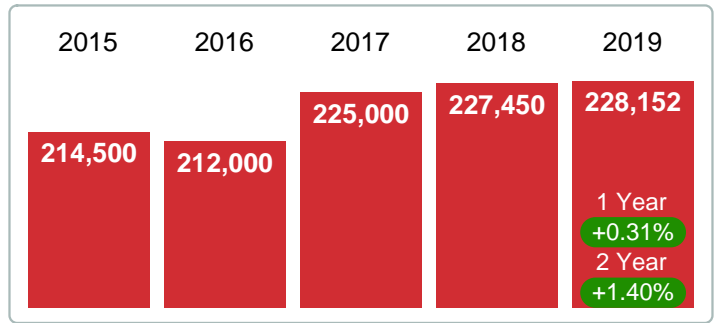
## MEDIAN SOLD PRICE AT CLOSING

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

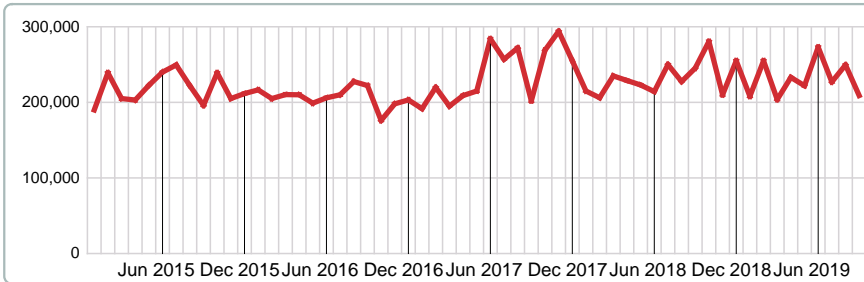
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 214,915

High Nov 2017 294,000    Low Oct 2016 176,041

Median Sold Price at Closing this month at **209,000**  
below the 5 yr SEP average of **214,915**

- JUL** 227,000
- AUG** 249,500 **+9.91%**
- SEP** 209,000 **-16.23%**

### 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
\$25,000 and less	11.11%	1,495	17,000	1,395	1,395	1,975
\$25,001 - \$125,000	7.78%	78,500	78,500	0	0	0
\$125,001 - \$175,000	16.67%	159,900	0	157,950	160,000	0
\$175,001 - \$250,000	23.33%	203,000	200,000	203,500	207,750	0
\$250,001 - \$350,000	17.78%	288,465	273,000	292,425	278,500	300,000
\$350,001 - \$400,000	8.89%	373,775	0	365,000	374,900	380,000
\$400,001 and up	14.44%	445,000	0	427,500	422,000	601,000
<b>Median Sold Price</b>		<b>209,000</b>	<b>78,500</b>	<b>177,098</b>	<b>285,515</b>	<b>408,675</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,000</b>	<b>11</b>	<b>42</b>	<b>22</b>	<b>15</b>
<b>Total Closed Volume</b>		<b>21,907,556</b>	<b>1.09M</b>	<b>7.84M</b>	<b>6.41M</b>	<b>6.57M</b>

# September 2019



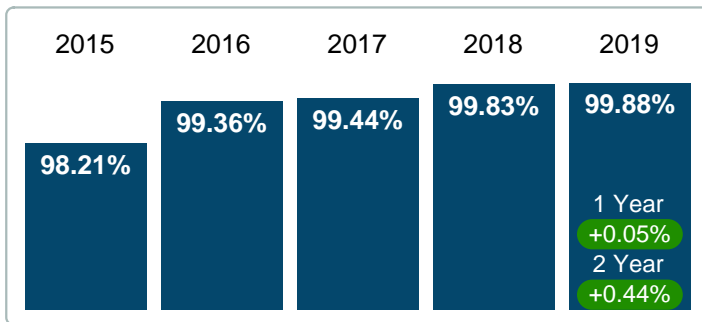
Area Delimited by School District Bixby - Sch Dist (4)



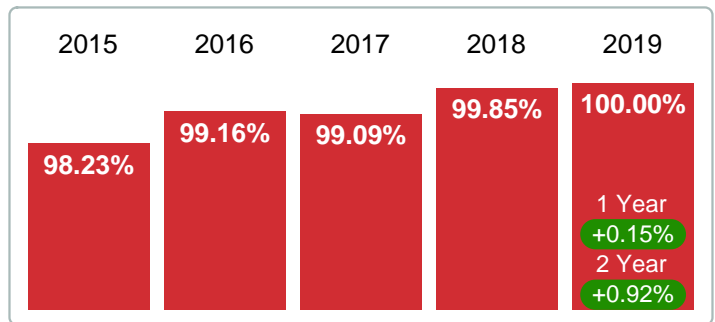
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

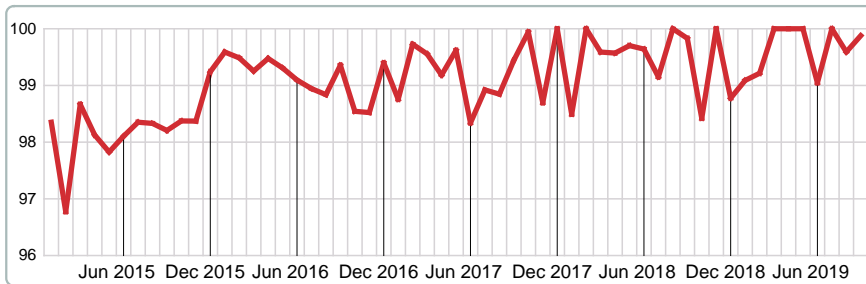
### SEPTEMBER



### YEAR TO DATE (YTD)

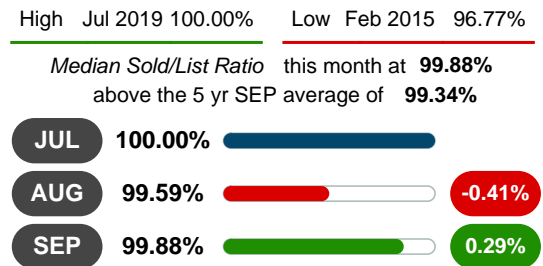


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.34%



## 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
\$25,000 and less	10	11.11%	100.00%	86.00%	100.00%	100.00%	100.00%
\$25,001 - \$125,000	7	7.78%	100.00%	100.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	15	16.67%	100.00%	0.00%	100.00%	98.77%	0.00%
\$175,001 - \$250,000	21	23.33%	99.51%	95.24%	99.77%	98.97%	0.00%
\$250,001 - \$350,000	16	17.78%	100.00%	91.30%	100.00%	100.00%	97.00%
\$350,001 - \$400,000	8	8.89%	98.41%	0.00%	100.00%	100.00%	92.44%
\$400,001 and up	13	14.44%	97.03%	0.00%	98.82%	97.03%	96.58%
Median Sold/List Ratio		99.88%		95.24%	100.00%	99.83%	96.81%
Total Closed Units		90	100%	11	42	22	15
Total Closed Volume		21,907,556		1.09M	7.84M	6.41M	6.57M

# September 2019



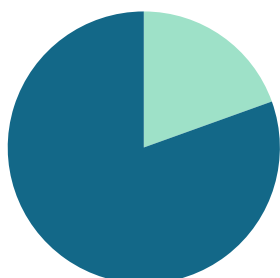
Area Delimited by School District Bixby - Sch Dist (4)



## MARKET SUMMARY

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

### INVENTORY

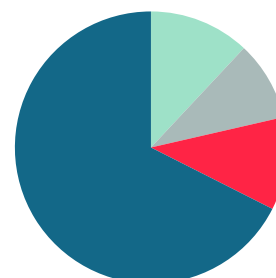


**Inventory**  
 New Listings  
**143 = 19.51%**  
 Start Inventory  
**590**  
 Total Inventory Units  
**733**  
 Volume  
**\$315,832,258**

### Market Activity

Closed Sales  
**90 = 11.97%**  
 Pending Sales  
**71 = 9.44%**  
 Other Off Market  
**83 = 11.04%**  
 Active Inventory  
**508 = 67.55%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	84	90	7.14%	886	867	-2.14%
Pending Sales	67	71	5.97%	868	844	-2.76%
New Listings	141	143	1.42%	1,707	1,591	-6.80%
Median List Price	242,827	214,500	-11.67%	229,950	234,620	2.03%
Median Sale Price	245,327	209,000	-14.81%	227,450	228,152	0.31%
Median Percent of Selling Price to List Price	99.83%	99.88%	0.05%	99.85%	100.00%	0.15%
Median Days on Market to Sale	26.00	31.50	21.15%	38.00	33.00	-13.16%
Monthly Inventory	676	508	-24.85%	676	508	-24.85%
Months Supply of Inventory	7.01	5.54	-20.89%	7.01	5.54	-20.89%

**Absorption:** Last 12 months, an Average of **92** Sales/Month

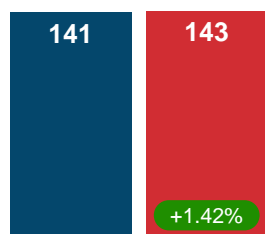
**Inventory** on September 30, 2019 = **508**

**2018** **2019**

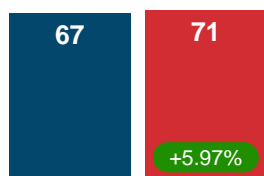
### SEPTEMBER MARKET

### MEDIAN PRICES

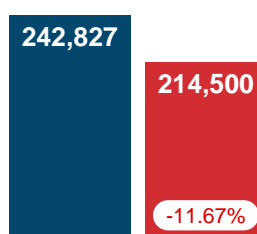
#### New Listings



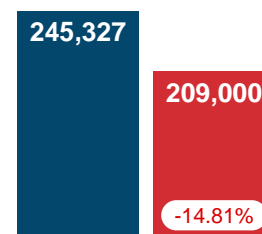
#### Pending Listings



#### List Price



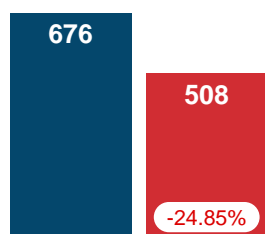
#### Sale Price



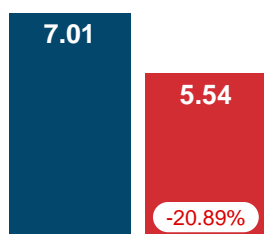
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

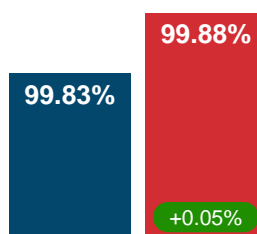
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

