

September 2019



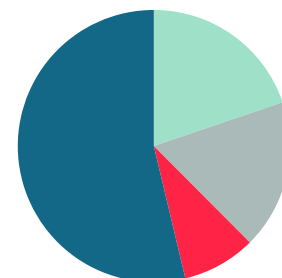
Area Delimited by School District Broken Arrow - Sch Dist (3)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	202	242	19.80%
Pending Listings	181	217	19.89%
New Listings	292	277	-5.14%
Average List Price	187,022	185,033	-1.06%
Average Sale Price	183,931	181,519	-1.31%
Average Percent of Selling Price to List Price	98.60%	98.45%	-0.15%
Average Days on Market to Sale	44.37	36.41	-17.94%
End of Month Inventory	1,105	657	-40.54%
Months Supply of Inventory	5.02	2.78	-44.65%



■ Closed (19.79%)
■ Pending (17.74%)
■ Other OffMarket (8.75%)
■ Active (53.72%)

Absorption: Last 12 months, an Average of **236** Sales/Month
Active Inventory as of September 30, 2019 = **657**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **40.54%** to 657 existing homes available for sale. Over the last 12 months this area has had an average of 236 closed sales per month. This represents an unsold inventory index of **2.78** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.31%** in September 2019 to \$181,519 versus the previous year at \$183,931.

Average Days on Market Shortens

The average number of **36.41** days that homes spent on the market before selling decreased by 7.96 days or **17.94%** in September 2019 compared to last year's same month at **44.37** DOM.

Sales Success for September 2019 is Positive

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

There were 277 New Listings in September 2019, down **5.14%** from last year at 292. Furthermore, there were 242 Closed Listings this month versus last year at 202, a **19.80%** increase.

Closed versus Listed trends yielded a **87.4%** ratio, up from previous year's, September 2018, at **69.2%**, a **26.29%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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 Broken Arrow - Sch Dist (3)

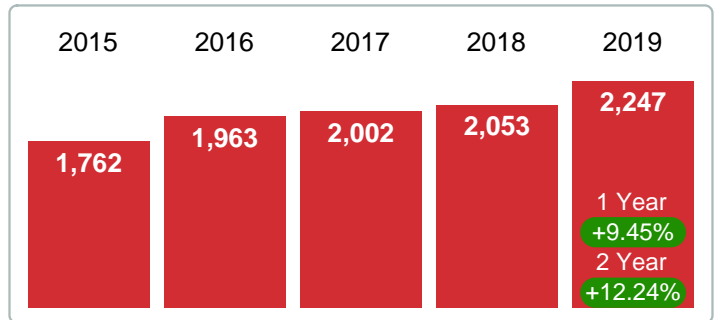
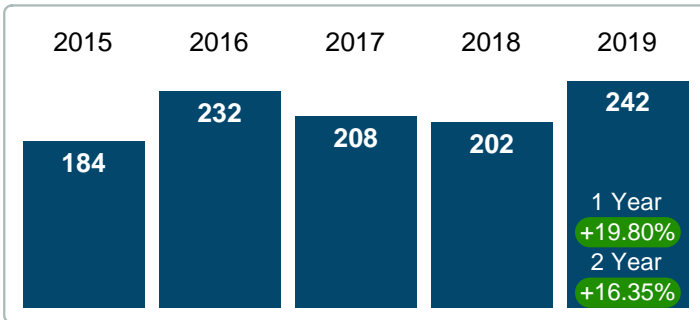


CLOSED LISTINGS

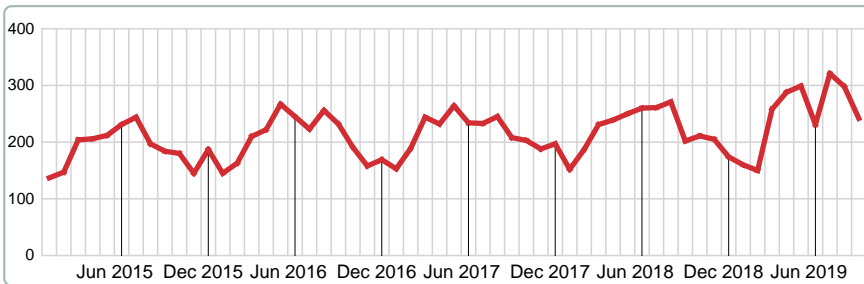
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

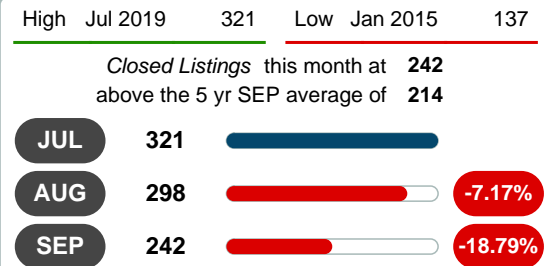


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 214



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-\$125,000	53	21.90%	34.2	5	36	11	1
\$125,001-\$150,000	26	10.74%	18.8	1	22	2	1
\$150,001-\$200,000	69	28.51%	30.8	1	48	18	2
\$200,001-\$225,000	30	12.40%	29.6	0	19	10	1
\$225,001-\$300,000	39	16.12%	61.5	0	21	15	3
\$300,001 and up	25	10.33%	43.8	2	1	16	6
Total Closed Units	242			9	147	72	14
Total Closed Volume	43,927,478	100%	36.4	1.41M	23.07M	15.85M	3.60M
Average Closed Price	\$181,519			\$156,413	\$156,963	\$220,115	\$256,993

September 2019



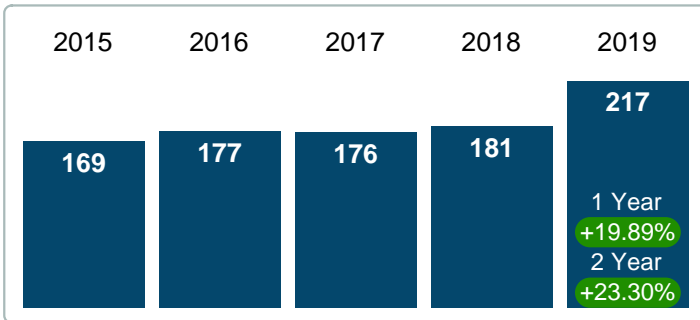
Area Delimited by School District Broken Arrow - Sch Dist (3)



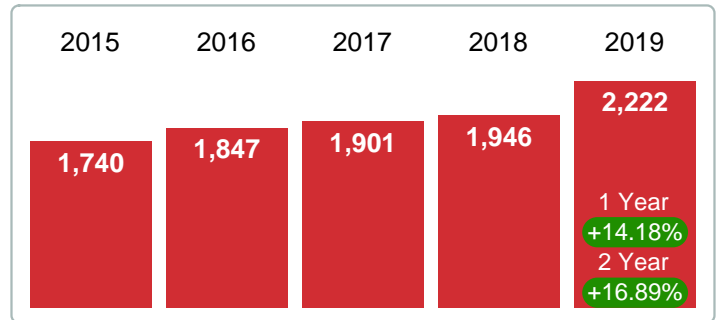
PENDING LISTINGS

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

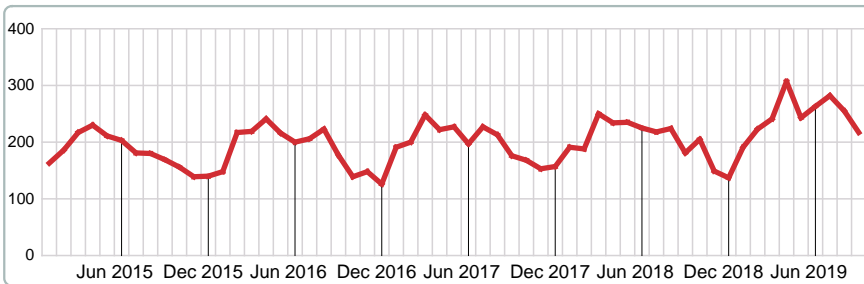
SEPTEMBER



YEAR TO DATE (YTD)

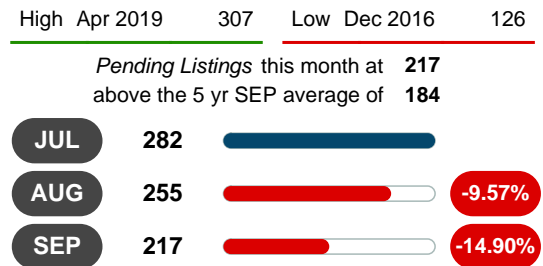


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 184



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	18	8.29%	60.3	9	6	3	0
\$100,001 - \$125,000	8	3.69%	30.5	0	6	2	0
\$125,001 - \$150,000	29	13.36%	29.6	0	24	5	0
\$150,001 - \$200,000	73	33.64%	35.6	0	49	23	1
\$200,001 - \$250,000	38	17.51%	54.0	0	26	12	0
\$250,001 - \$300,000	22	10.14%	68.3	0	9	13	0
\$300,001 and up	29	13.36%	59.6	3	5	17	4
Total Pending Units	217			12	125	75	5
Total Pending Volume	44,206,627	100%	48.3	2.04M	22.68M	17.49M	1.99M
Average Listing Price	\$190,111			\$170,283	\$181,463	\$233,213	\$397,860

September 2019



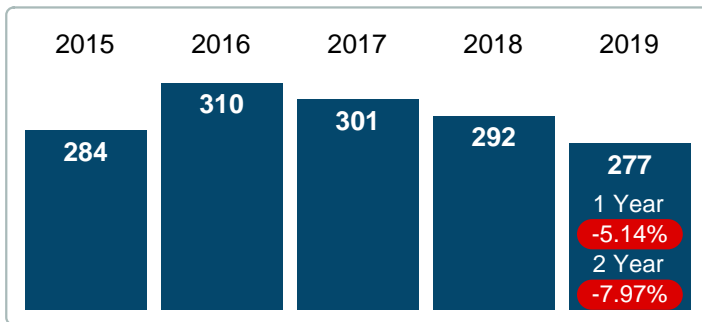
Area Delimited by School District Broken Arrow - Sch Dist (3)



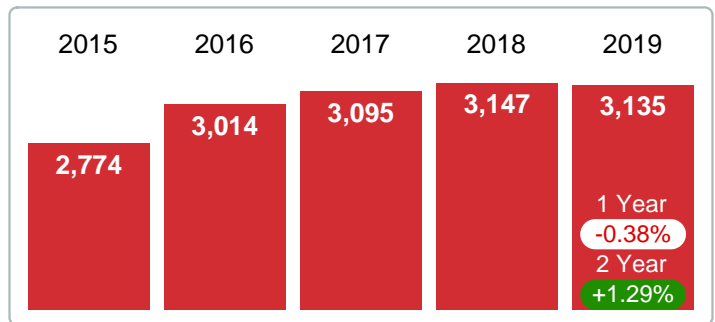
NEW LISTINGS

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

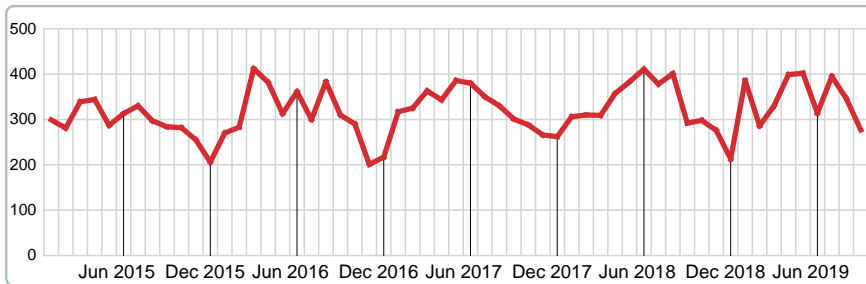
SEPTEMBER



YEAR TO DATE (YTD)

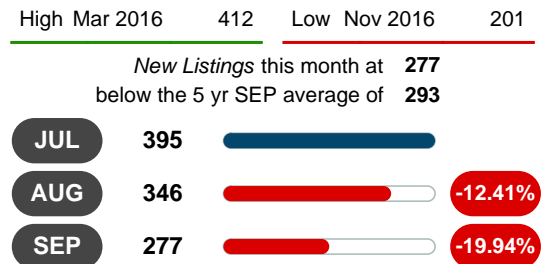


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 293



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	57	20.58%	11	38	7	1
\$125,001	17	6.14%	0	14	3	0
\$150,001	82	29.60%	0	52	30	0
\$200,001	59	21.30%	1	39	17	2
\$275,001	34	12.27%	1	16	17	0
\$325,001 and up	28	10.11%	7	4	14	3
Total New Listed Units	277		20	163	88	6
Total New Listed Volume	62,594,290	100%	9.78M	27.24M	23.51M	2.06M
Average New Listed Listing Price	\$164,743		\$489,065	\$167,088	\$267,213	\$343,821

September 2019



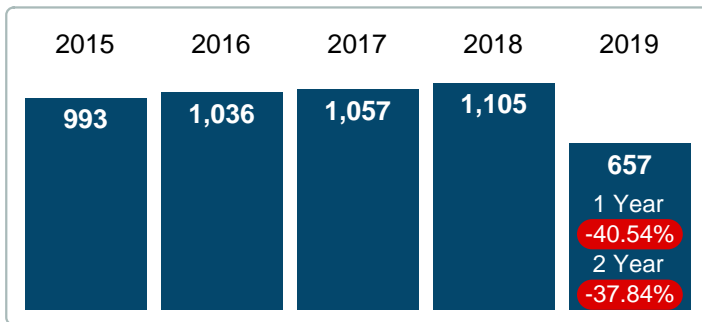
Area Delimited by School District Broken Arrow - Sch Dist (3)



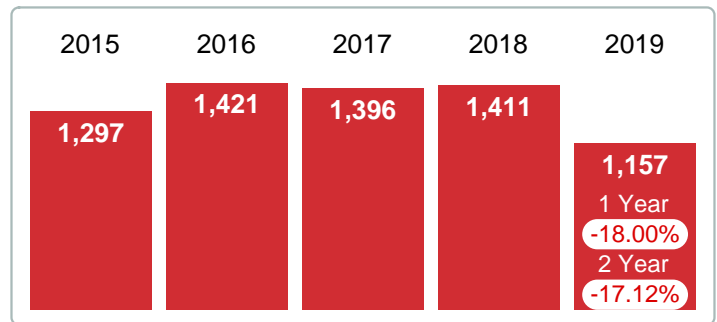
ACTIVE INVENTORY

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

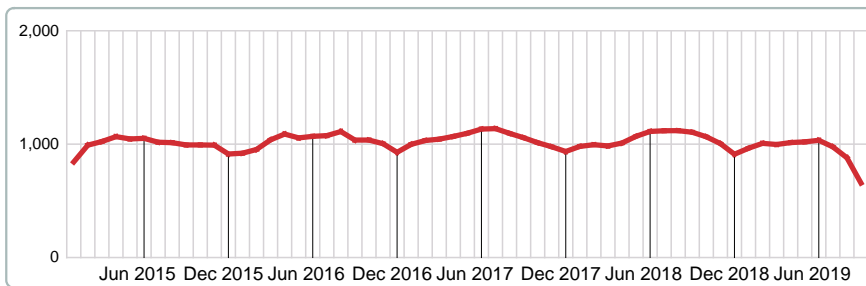
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

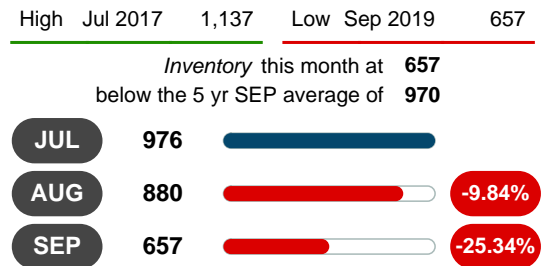


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 970



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	51	7.76%	82.3	17	27	7	0
\$50,001 - \$150,000	86	13.09%	63.8	49	35	2	0
\$150,001 - \$175,000	76	11.57%	56.3	2	58	14	2
\$175,001 - \$250,000	169	25.72%	64.2	7	93	66	3
\$250,001 - \$300,000	109	16.59%	74.3	5	43	55	6
\$300,001 - \$425,000	95	14.46%	79.7	8	14	58	15
\$425,001 and up	71	10.81%	86.5	21	5	29	16
Total Active Inventory by Units			657	109	275	231	42
Total Active Inventory by Volume			188,530,106	46.72M	52.84M	70.58M	18.38M
Average Active Inventory Listing Price			\$286,956	\$428,637	\$192,151	\$305,555	\$437,710

September 2019



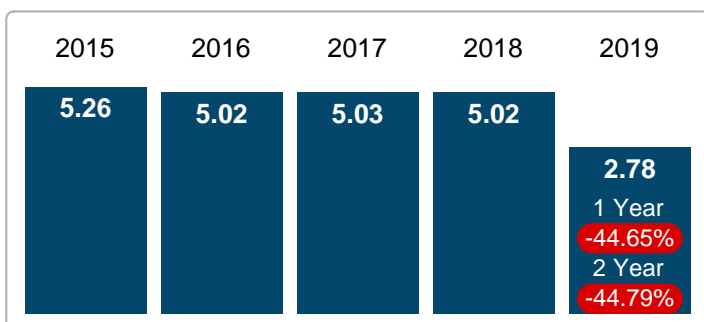
Area Delimited by School District Broken Arrow - Sch Dist (3)



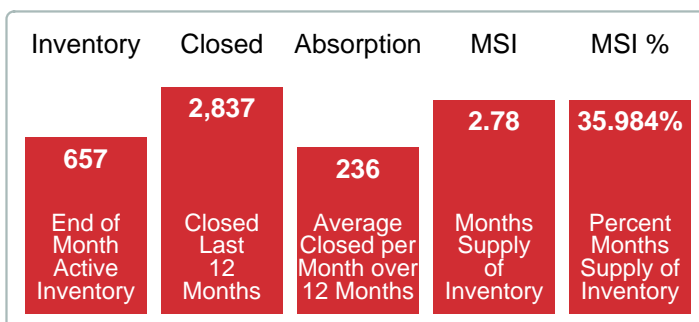
MONTHS SUPPLY of INVENTORY (MSI)

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

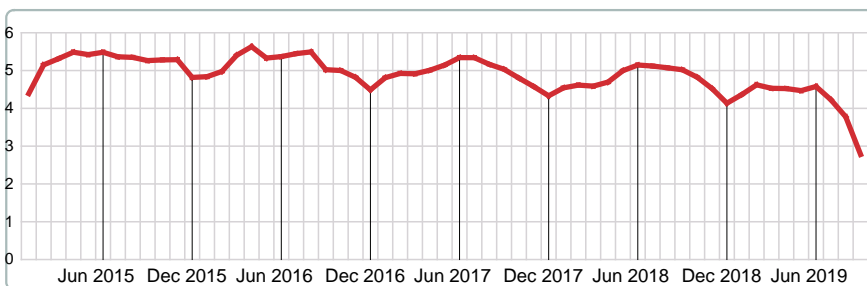
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

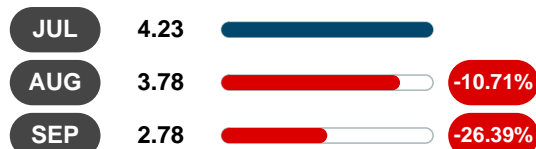


3 MONTHS

5 year SEP AVG = 4.62

High Apr 2016 5.63 Low Sep 2019 2.78

Months Supply this month at **2.78**
below the 5 yr SEP average of **4.62**



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
\$50,000 and less	51	7.76%	1.89	5.83	1.59	1.08	0.00
\$50,001 - \$150,000	86	13.09%	1.64	8.91	0.82	0.47	0.00
\$150,001 - \$175,000	76	11.57%	2.01	8.00	1.99	1.75	6.00
\$175,001 - \$250,000	169	25.72%	2.31	14.00	2.22	2.39	0.92
\$250,001 - \$300,000	109	16.59%	5.17	12.00	5.80	4.82	3.27
\$300,001 - \$425,000	95	14.46%	4.87	24.00	4.54	4.24	6.21
\$425,001 and up	71	10.81%	13.31	31.50	12.00	8.09	24.00
Market Supply of Inventory (MSI)			2.78	10.30	1.94	3.08	4.54
Total Active Inventory by Units		100%	2.78	109	275	231	42

September 2019



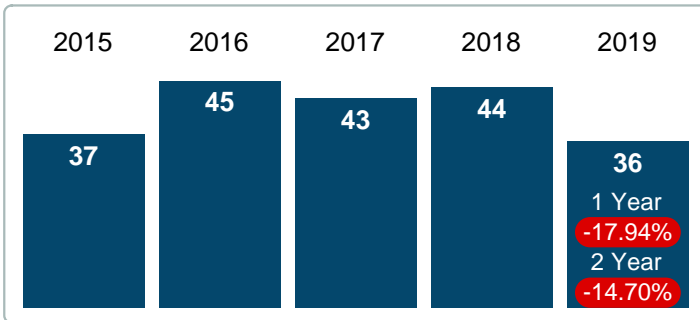
Area Delimited by School District Broken Arrow - Sch Dist (3)



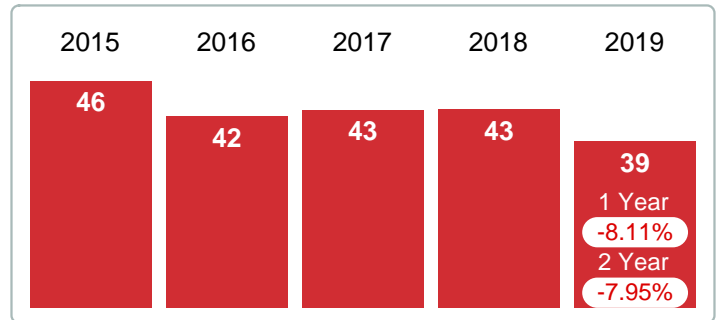
AVERAGE DAYS ON MARKET TO SALE

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

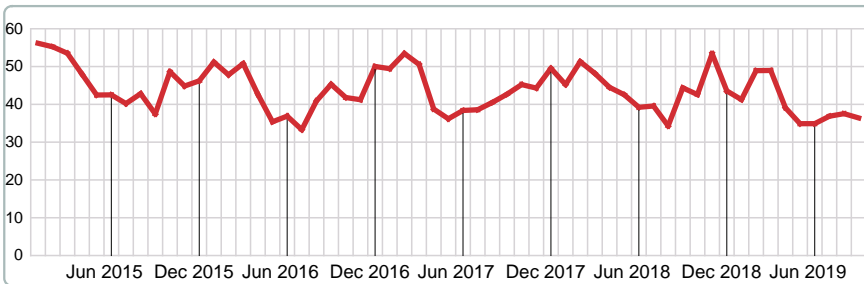
SEPTEMBER



YEAR TO DATE (YTD)

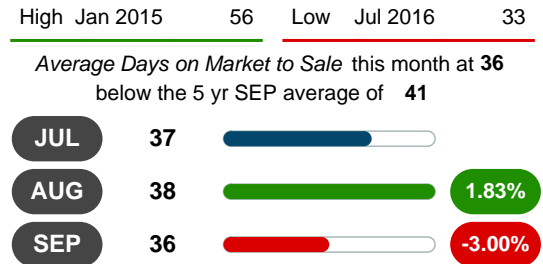


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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-\$125,000	53	21.90%	34	17	35	42	9
\$125,001-\$150,000	26	10.74%	19	40	19	16	9
\$150,001-\$200,000	69	28.51%	31	9	35	23	7
\$200,001-\$225,000	30	12.40%	30	0	28	24	121
\$225,001-\$300,000	39	16.12%	62	0	77	39	67
\$300,001 and up	25	10.33%	44	69	110	46	18
Average Closed DOM	36			30	38	34	33
Total Closed Units	242	100%	36	9	147	72	14
Total Closed Volume	43,927,478			1.41M	23.07M	15.85M	3.60M

September 2019



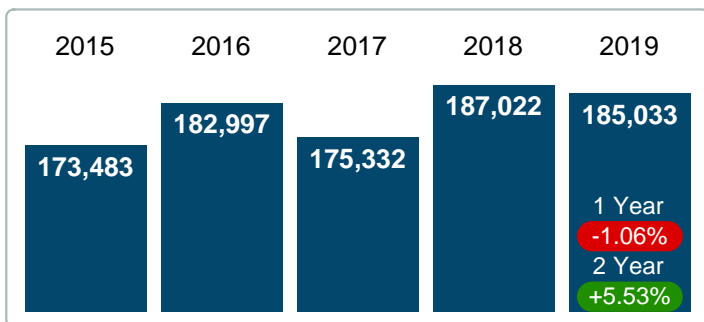
Area Delimited by School District Broken Arrow - Sch Dist (3)



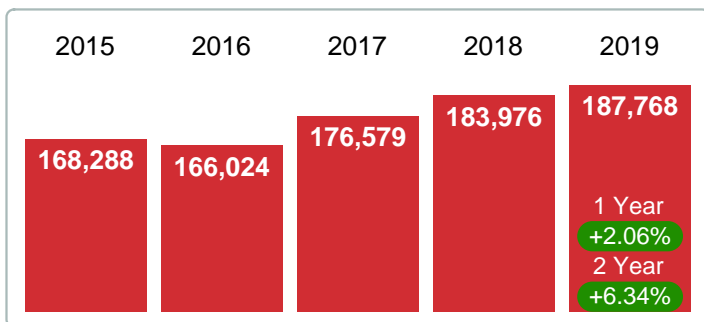
AVERAGE LIST PRICE AT CLOSING

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

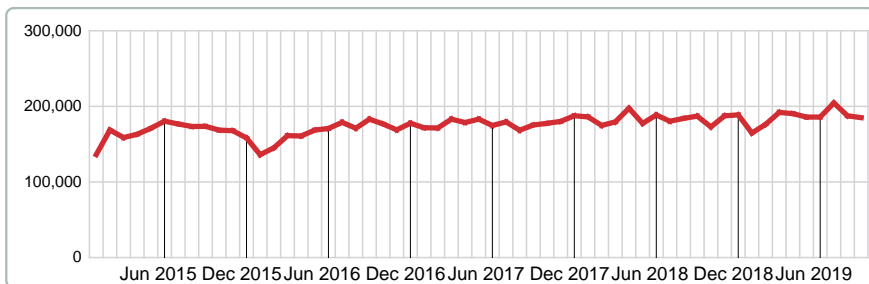
SEPTEMBER



YEAR TO DATE (YTD)

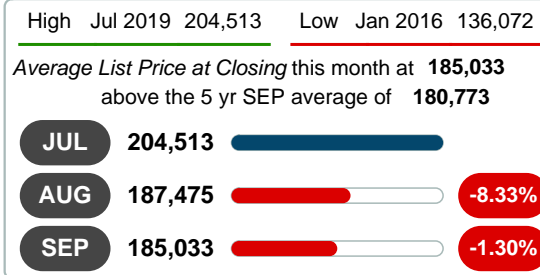


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 180,773



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	55	22.73%	52,373	59,115	58,325	21,478	1,995
\$125,001	24	9.92%	144,425	150,000	143,368	137,500	140,000
\$150,001	67	27.69%	172,263	186,620	171,956	174,185	184,945
\$200,001	29	11.98%	215,900	0	219,195	217,750	225,000
\$225,001	41	16.94%	254,213	0	255,395	260,568	246,600
\$300,001 and up	26	10.74%	392,530	467,500	374,900	401,098	362,217
Average List Price			185,033	174,133	159,256	224,308	260,713
Total Closed Units		100%	185,033	9	147	72	14
Total Closed Volume			44,777,934	1.57M	23.41M	16.15M	3.65M

September 2019



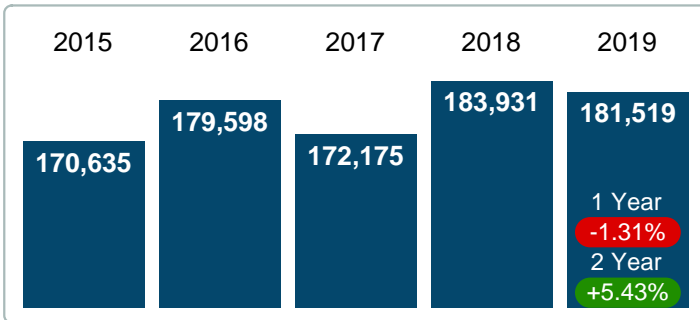
Area Delimited by School District Broken Arrow - Sch Dist (3)



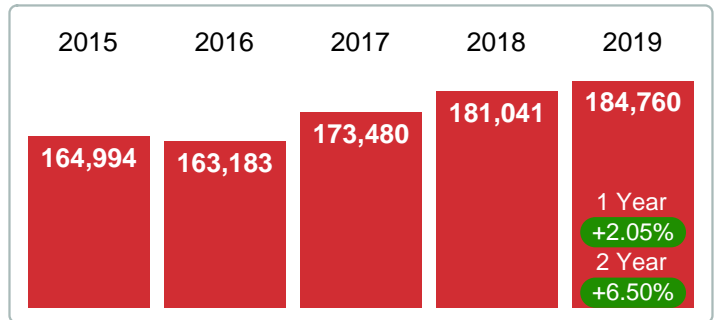
AVERAGE SOLD PRICE AT CLOSING

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

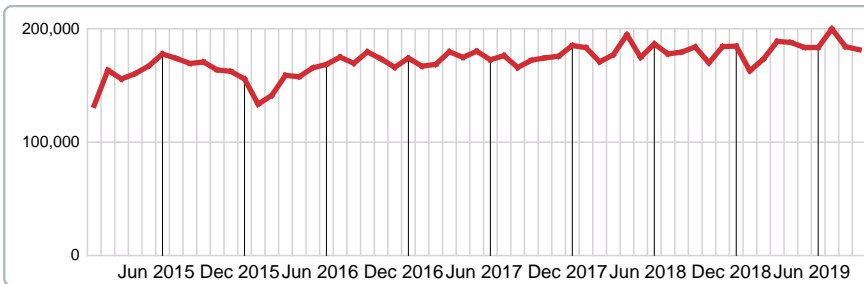
SEPTEMBER



YEAR TO DATE (YTD)

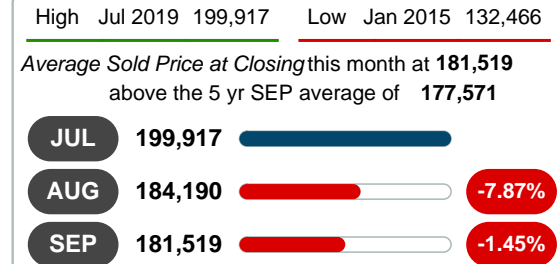


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 177,571



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	53	21.90%	47,652	53,155	56,771	19,460	1,995
\$125,001	26	10.74%	140,796	150,000	140,623	137,000	143,000
\$150,001	69	28.51%	172,052	169,575	170,889	174,300	180,950
\$200,001	30	12.40%	214,997	0	214,047	216,000	223,000
\$225,001	39	16.12%	253,028	0	252,456	255,801	243,167
\$300,001 and up	25	10.33%	382,066	411,185	365,000	389,111	356,417
Average Sold Price			181,519	156,413	156,963	220,115	256,993
Total Closed Units		100%	181,519	9	147	72	14
Total Closed Volume			43,927,478	1.41M	23.07M	15.85M	3.60M

September 2019



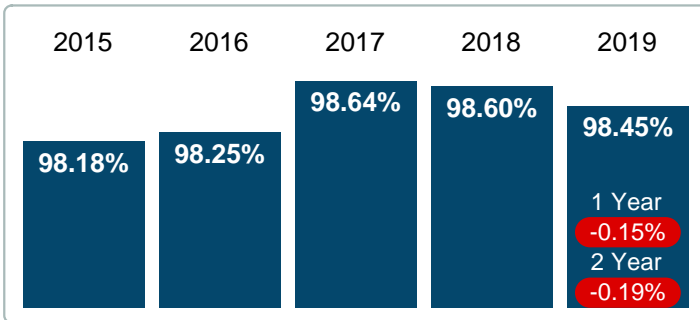
Area Delimited by School District Broken Arrow - Sch Dist (3)



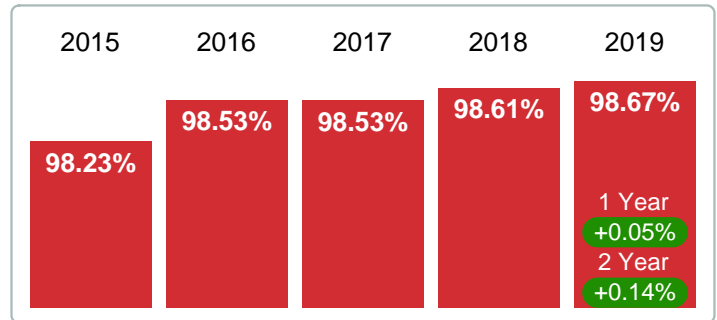
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

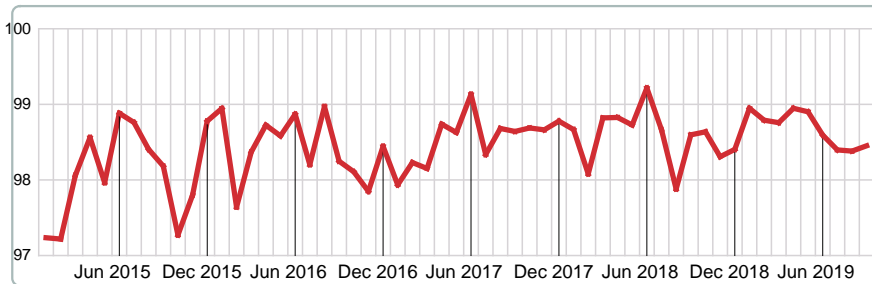
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

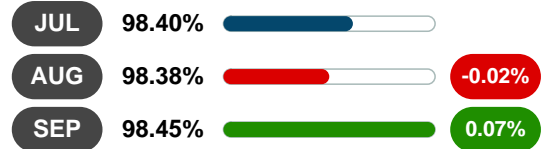


3 MONTHS

5 year SEP AVG = 98.42%

High Jun 2018 99.22% Low Feb 2015 97.22%

Average Sold/List Ratio this month at **98.45%**
equal to 5 yr SEP average of **98.42%**



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-\$125,000	53	21.90%	97.88%	93.67%	98.63%	97.18%	100.00%
\$125,001-\$150,000	26	10.74%	98.52%	100.00%	98.17%	99.80%	102.14%
\$150,001-\$200,000	69	28.51%	99.46%	90.87%	99.47%	100.09%	97.65%
\$200,001-\$225,000	30	12.40%	98.27%	0.00%	97.74%	99.21%	99.11%
\$225,001-\$300,000	39	16.12%	98.59%	0.00%	98.84%	98.21%	98.76%
\$300,001 and up	25	10.33%	96.81%	88.19%	97.36%	97.28%	98.35%
Average Sold/List Ratio		98.50%		92.84%	98.74%	98.50%	98.78%
Total Closed Units	242	100%	98.50%	9	147	72	14
Total Closed Volume	43,927,478			1.41M	23.07M	15.85M	3.60M

September 2019



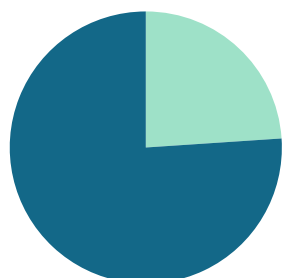
Area Delimited by School District Broken Arrow - Sch Dist (3)



MARKET SUMMARY

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

INVENTORY

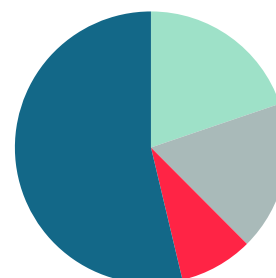


Inventory
 New Listings
277 = 23.94%
 Start Inventory
880
 Total Inventory Units
1,157
 Volume
\$298,653,663

Market Activity

Closed Sales
242 = 19.79%
 Pending Sales
217 = 17.74%
 Other Off Market
107 = 8.75%
 Active Inventory
657 = 53.72%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	202	242	19.80%	2,053	2,247	9.45%
Pending Sales	181	217	19.89%	1,946	2,222	14.18%
New Listings	292	277	-5.14%	3,147	3,135	-0.38%
Average List Price	187,022	185,033	-1.06%	183,976	187,768	2.06%
Average Sale Price	183,931	181,519	-1.31%	181,041	184,760	2.05%
Average Percent of Selling Price to List Price	98.60%	98.45%	-0.15%	98.61%	98.67%	0.05%
Average Days on Market to Sale	44.37	36.41	-17.94%	42.69	39.23	-8.11%
Monthly Inventory	1,105	657	-40.54%	1,105	657	-40.54%
Months Supply of Inventory	5.02	2.78	-44.65%	5.02	2.78	-44.65%

Absorption: Last 12 months, an Average of **236** Sales/Month

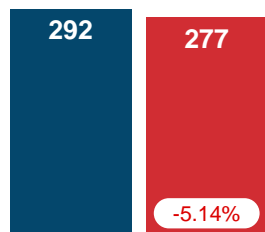
Inventory on September 30, 2019 = **657**

2018 **2019**

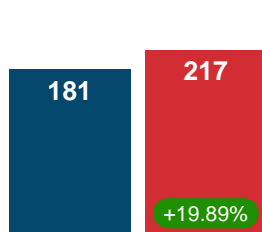
SEPTEMBER MARKET

AVERAGE PRICES

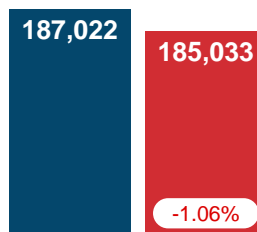
New Listings



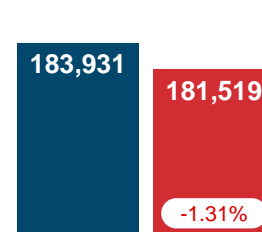
Pending Listings



List Price



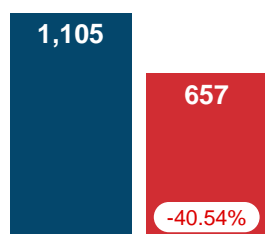
Sale Price



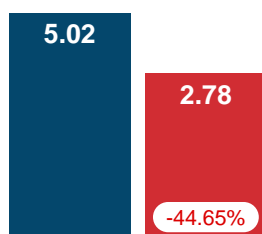
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

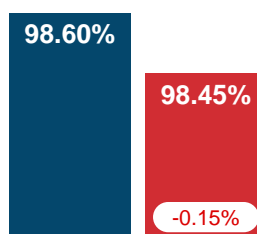
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

