



September 2019

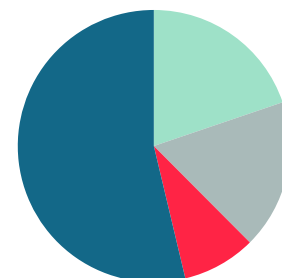
Area Delimited by School District Broken Arrow - Sch Dist (3)



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%
Median List Price	175,000	175,000	0.00%
Median Sale Price	171,500	174,515	1.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.50	17.50	-31.37%
End of Month Inventory	1,105	657	-40.54%
Months Supply of Inventory	5.02	2.78	-44.65%



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.

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 **1.76%** in September 2019 to \$174,515 versus the previous year at \$171,500.

Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 8.00 days or **31.37%** in September 2019 compared to last year's same month at **25.50** DOM.

Sales Success for September 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 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.

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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

September 2019



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

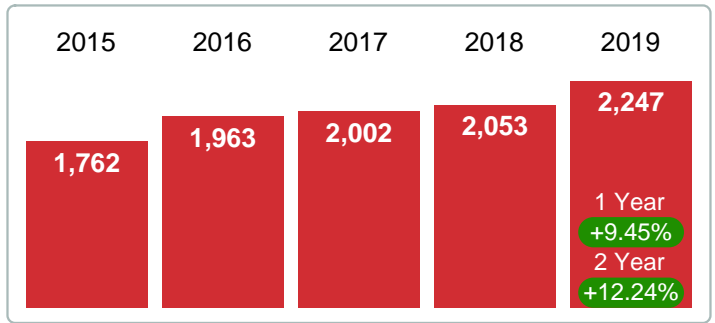
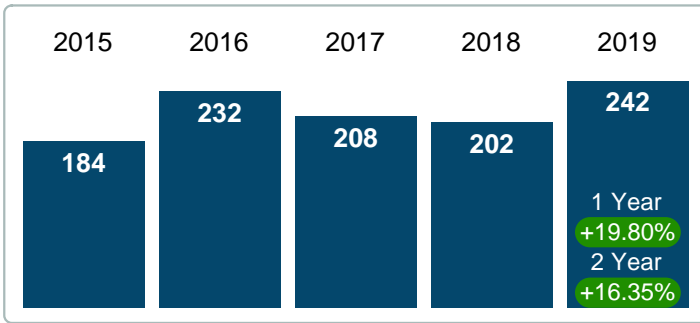


CLOSED LISTINGS

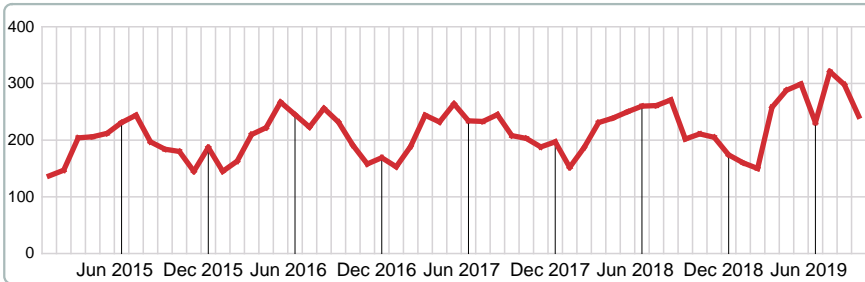
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SEPTEMBER

YEAR TO DATE (YTD)

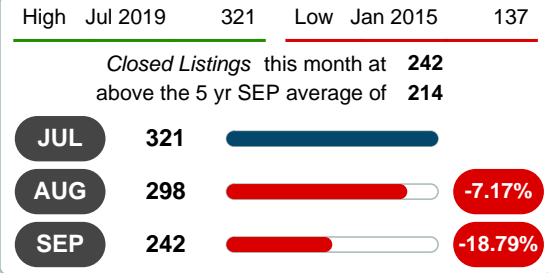


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 214



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.0	5	36	11	1
\$125,001-\$150,000	26	10.74%	11.0	1	22	2	1
\$150,001-\$200,000	69	28.51%	11.0	1	48	18	2
\$200,001-\$225,000	30	12.40%	16.5	0	19	10	1
\$225,001-\$300,000	39	16.12%	38.0	0	21	15	3
\$300,001 and up	25	10.33%	22.0	2	1	16	6
Total Closed Units	242			9	147	72	14
Total Closed Volume	43,927,478	100%	17.5	1.41M	23.07M	15.85M	3.60M
Median Closed Price	\$174,515			\$86,000	\$162,000	\$215,000	\$250,000

September 2019



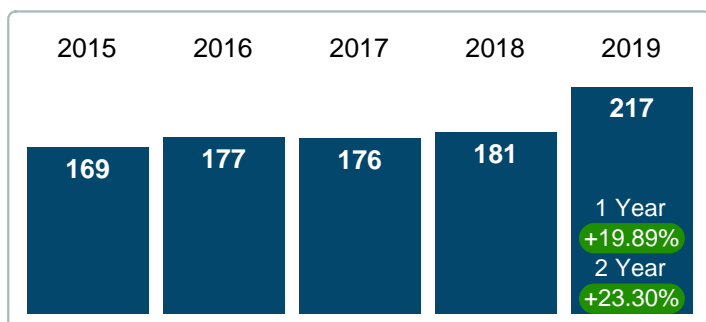
Area Delimited by School District Broken Arrow - Sch Dist (3)



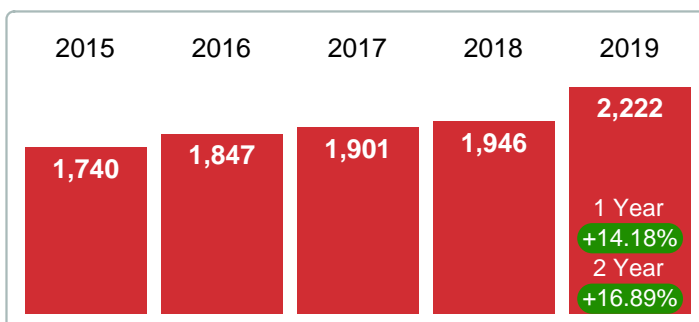
PENDING LISTINGS

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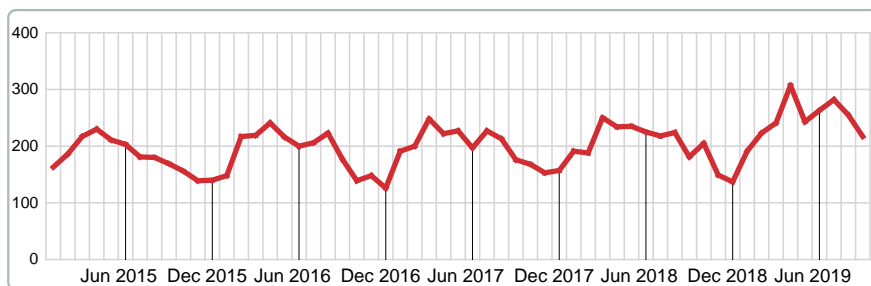
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

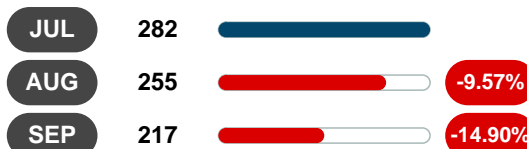


3 MONTHS

5 year SEP AVG = 184

High Apr 2019 307 Low Dec 2016 126

Pending Listings this month at 217
above the 5 yr SEP average of 184



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	18	8.29%	50.5	9	6	3	0
\$100,001 - \$125,000	8	3.69%	8.5	0	6	2	0
\$125,001 - \$150,000	29	13.36%	30.0	0	24	5	0
\$150,001 - \$200,000	73	33.64%	20.0	0	49	23	1
\$200,001 - \$250,000	38	17.51%	40.5	0	26	12	0
\$250,001 - \$300,000	22	10.14%	51.5	0	9	13	0
\$300,001 and up	29	13.36%	52.0	3	5	17	4
Total Pending Units	217			12	125	75	5
Total Pending Volume	44,206,627	100%	33.0	2.04M	22.68M	17.49M	1.99M
Median Listing Price	\$184,963			\$55,750	\$171,000	\$214,900	\$325,000

September 2019



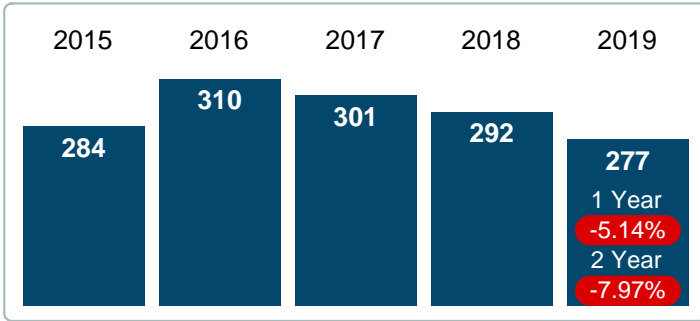
Area Delimited by School District Broken Arrow - Sch Dist (3)



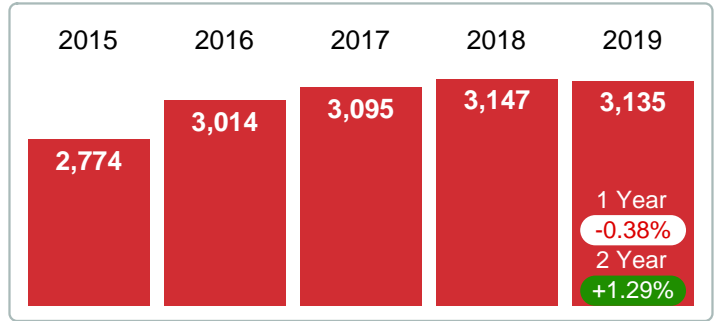
NEW LISTINGS

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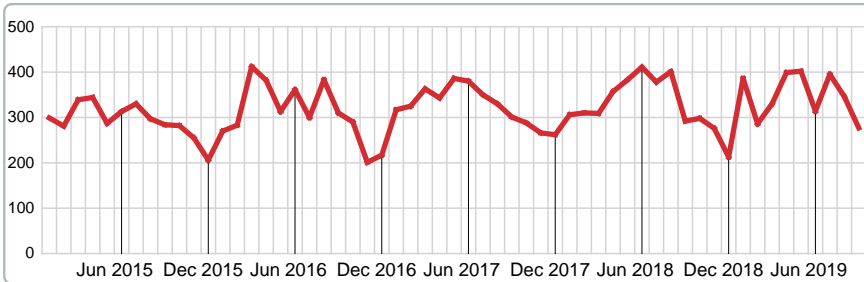
SEPTEMBER



YEAR TO DATE (YTD)

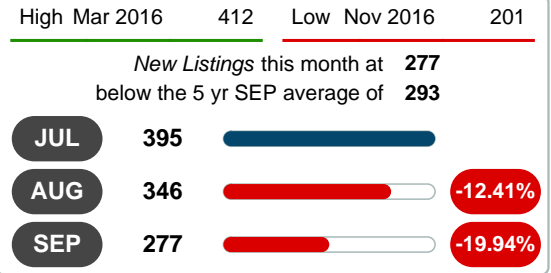


5 YEAR MARKET ACTIVITY TRENDS



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-\$125,000	57	20.58%	11	38	7	1
\$125,001-\$150,000	17	6.14%	0	14	3	0
\$150,001-\$200,000	82	29.60%	0	52	30	0
\$200,001-\$275,000	59	21.30%	1	39	17	2
\$275,001-\$325,000	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
Median New Listed Listing Price	\$189,000		\$99,450	\$171,990	\$210,950	\$309,950

September 2019



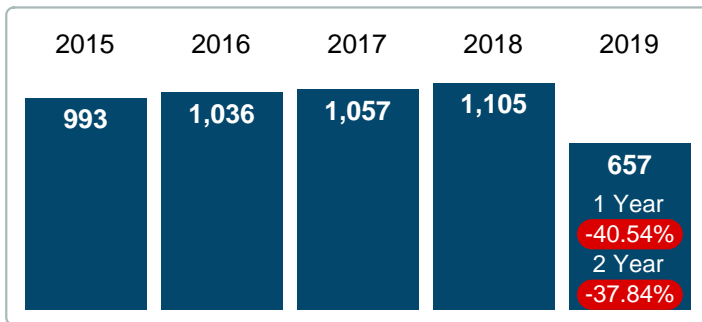
Area Delimited by School District Broken Arrow - Sch Dist (3)



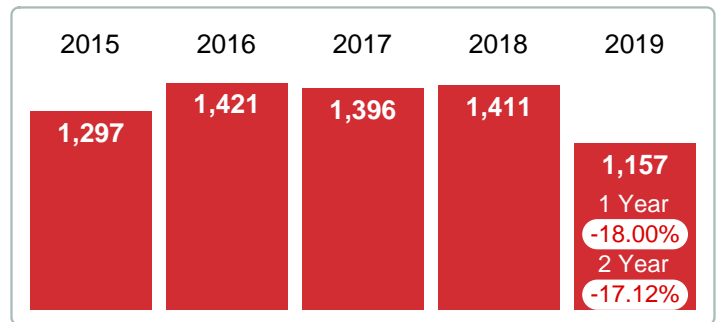
ACTIVE INVENTORY

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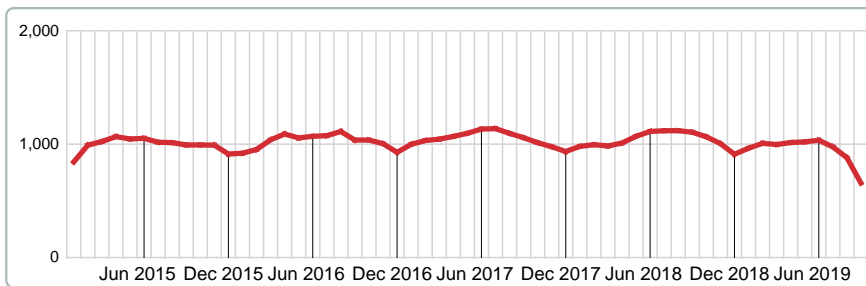
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

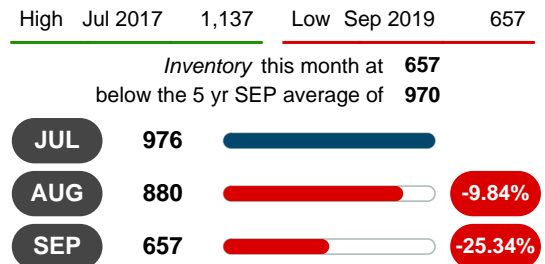


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 970



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	51	7.76%	25.0	17	27	7	0
\$50,001 - \$150,000	86	13.09%	48.0	49	35	2	0
\$150,001 - \$175,000	76	11.57%	45.5	2	58	14	2
\$175,001 - \$250,000	169	25.72%	47.0	7	93	66	3
\$250,001 - \$300,000	109	16.59%	66.0	5	43	55	6
\$300,001 - \$425,000	95	14.46%	75.0	8	14	58	15
\$425,001 and up	71	10.81%	76.0	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
Median Active Inventory Listing Price			\$224,900	\$92,000	\$187,375	\$277,900	\$364,250

September 2019



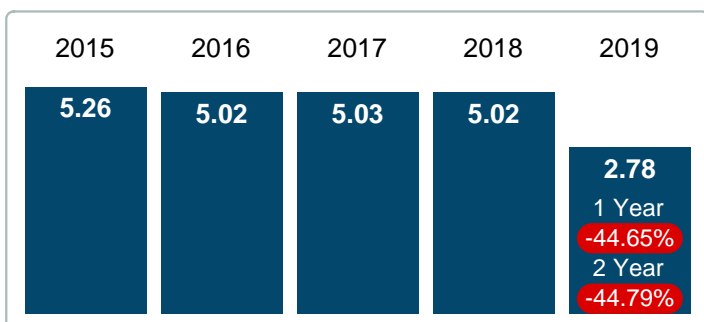
Area Delimited by School District Broken Arrow - Sch Dist (3)



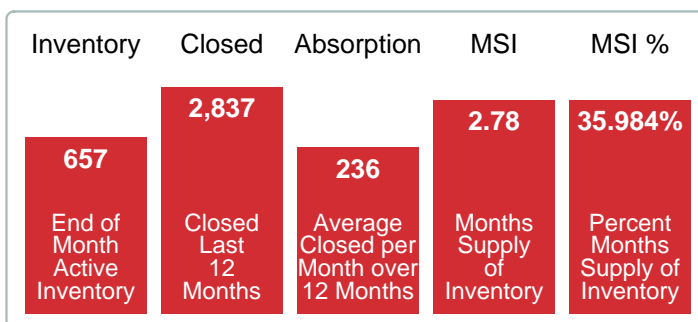
MONTHS SUPPLY of INVENTORY (MSI)

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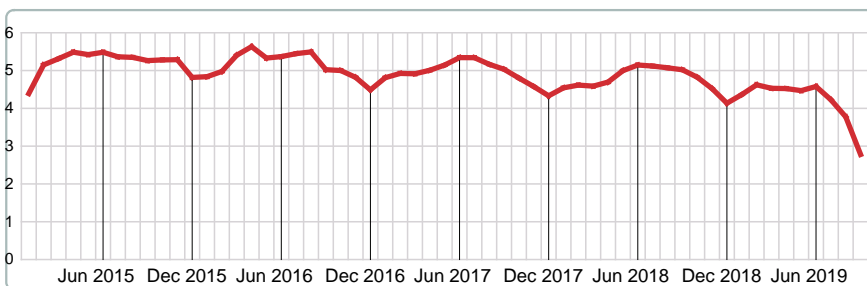
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

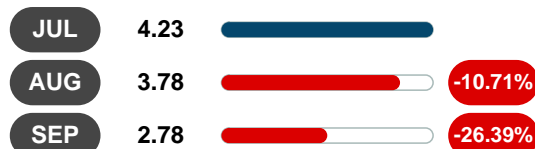


3 MONTHS

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



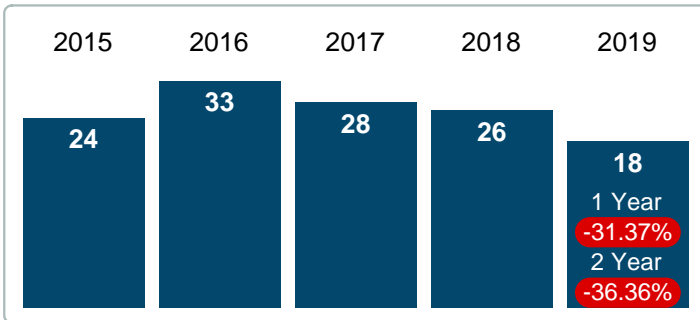
Area Delimited by School District Broken Arrow - Sch Dist (3)



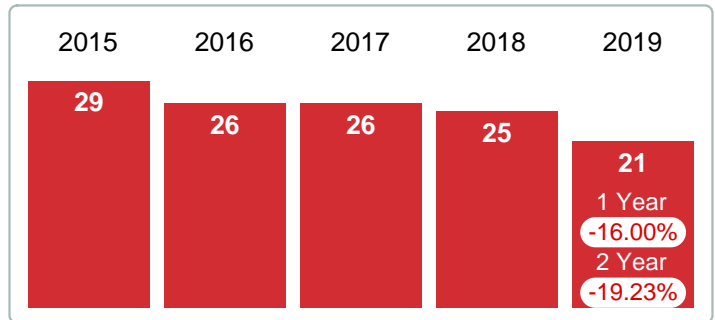
MEDIAN DAYS ON MARKET TO SALE

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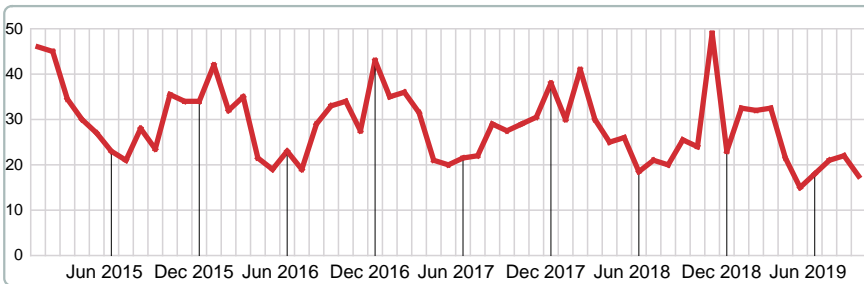
SEPTEMBER



YEAR TO DATE (YTD)

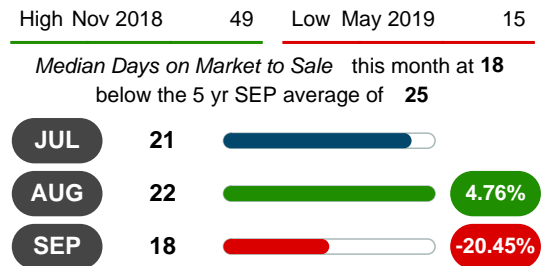


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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%	76	0	0	0	0
\$1-\$125,000	53	21.90%	25	14	26	41	9
\$125,001-\$150,000	26	10.74%	11	40	11	16	9
\$150,001-\$200,000	69	28.51%	11	9	17	7	7
\$200,001-\$225,000	30	12.40%	17	0	15	24	121
\$225,001-\$300,000	39	16.12%	38	0	62	18	31
\$300,001 and up	25	10.33%	22	69	110	30	15
Median Closed DOM	18			19	19	17	12
Total Closed Units	242	100%	17.5	9	147	72	14
Total Closed Volume	43,927,478			1.41M	23.07M	15.85M	3.60M

September 2019



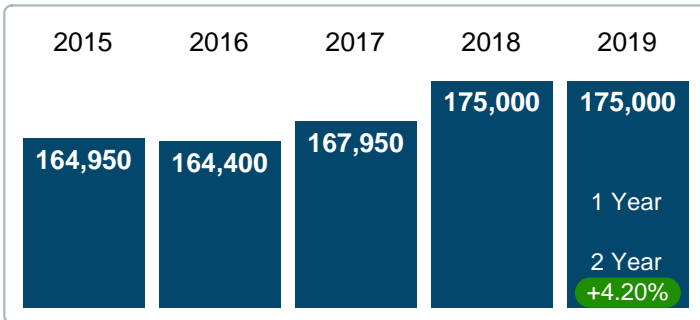
Area Delimited by School District Broken Arrow - Sch Dist (3)



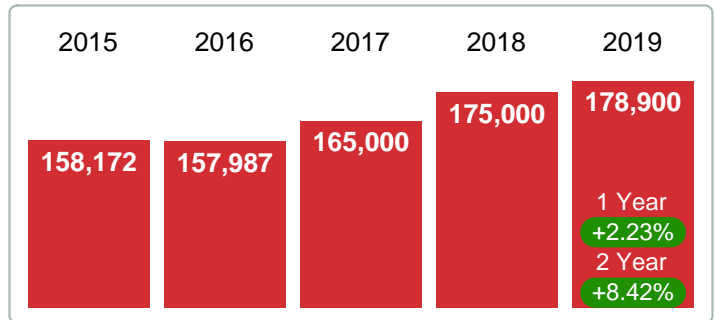
MEDIAN LIST PRICE AT CLOSING

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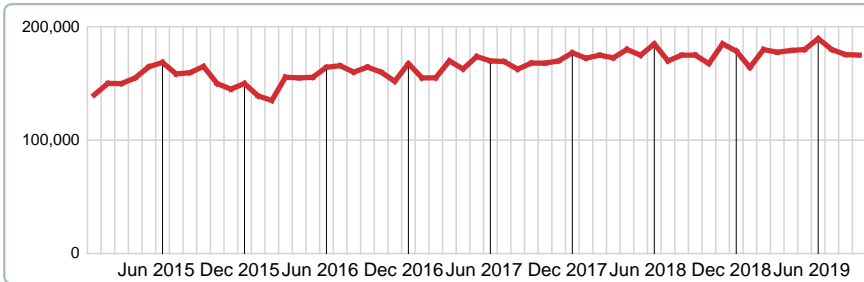
SEPTEMBER



YEAR TO DATE (YTD)

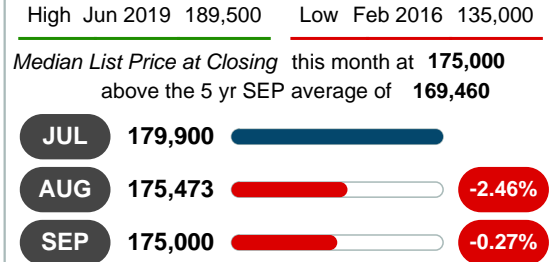


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 169,460



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%	22	0	0	0	0
\$1	55	22.73%	30,000	69,900	75,000	1,695	1,995
\$125,001	24	9.92%	146,000	150,000	145,000	149,950	140,000
\$150,001	67	27.69%	169,900	186,620	168,556	174,030	184,945
\$200,001	29	11.98%	215,000	0	215,000	215,000	225,000
\$225,001	41	16.94%	250,000	0	252,900	250,000	230,000
\$300,001 and up	26	10.74%	376,950	467,500	374,900	379,000	347,500
Median List Price			175,000	105,000	160,456	215,000	254,950
Total Closed Units		100%	175,000	9	147	72	14
Total Closed Volume			44,777,934	1.57M	23.41M	16.15M	3.65M

September 2019



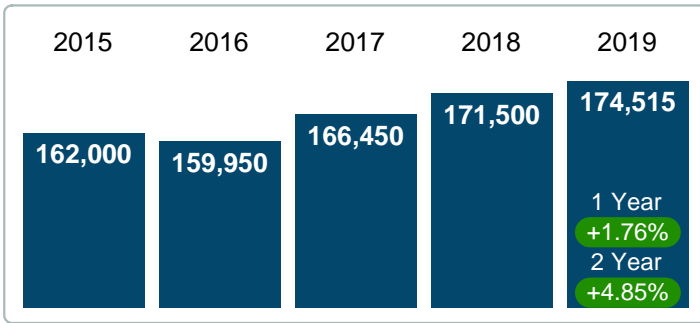
Area Delimited by School District Broken Arrow - Sch Dist (3)



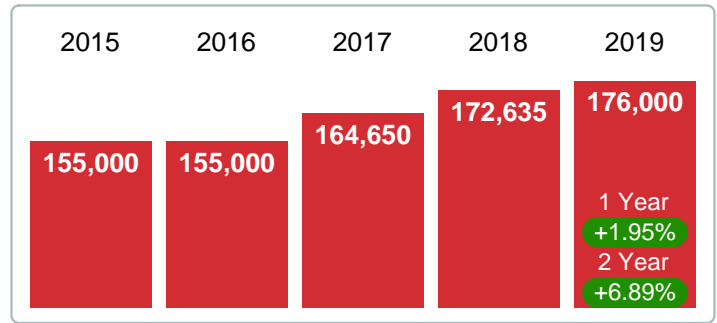
MEDIAN SOLD PRICE AT CLOSING

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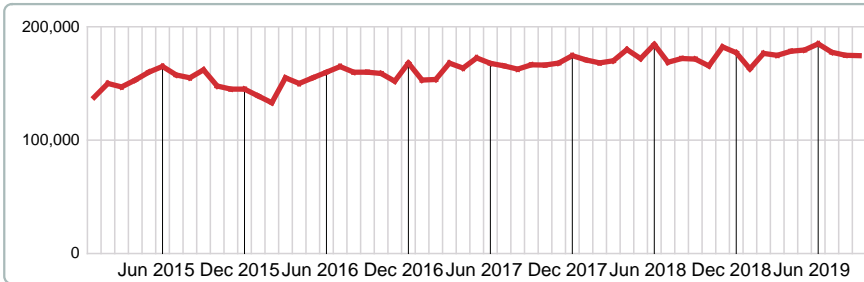
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

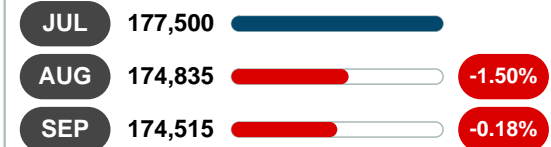


3 MONTHS

5 year SEP AVG = 166,883

High Jun 2019 184,900 Low Feb 2016 133,000

Median Sold Price at Closing this month at **174,515**
above the 5 yr SEP average of **166,883**



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%	376,950	0	0	0	0
\$1	53	21.90%	1,995	65,000	68,250	1,600	1,995
\$125,001	26	10.74%	141,500	150,000	140,500	137,000	143,000
\$150,001	69	28.51%	168,604	169,575	165,687	173,267	180,950
\$200,001	30	12.40%	215,000	0	213,000	215,000	223,000
\$225,001	39	16.12%	249,900	0	249,900	257,000	230,000
\$300,001 and up	25	10.33%	367,000	411,185	365,000	368,450	340,000
Median Sold Price			174,515	86,000	162,000	215,000	250,000
Total Closed Units		100%	242	9	147	72	14
Total Closed Volume			43,927,478	1.41M	23.07M	15.85M	3.60M

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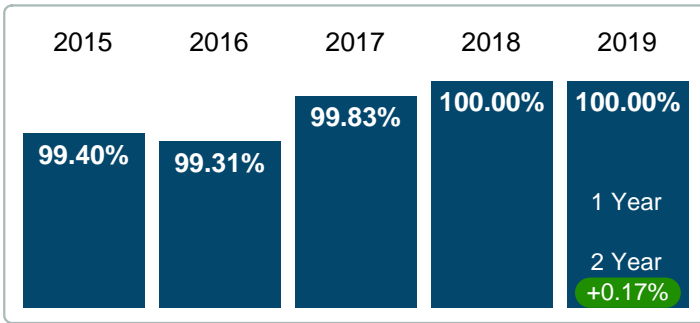
Area Delimited by School District Broken Arrow - Sch Dist (3)



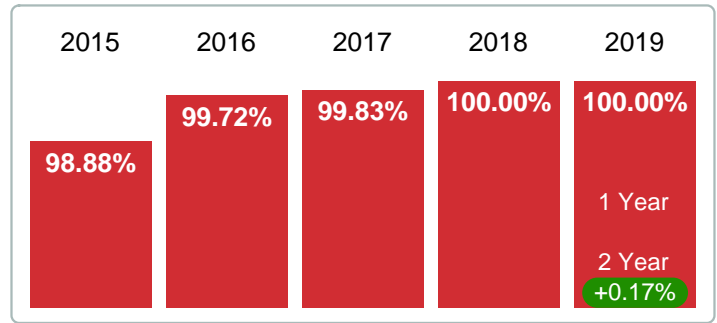
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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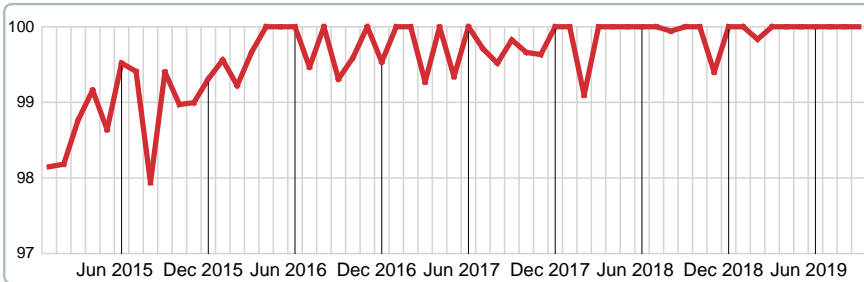
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

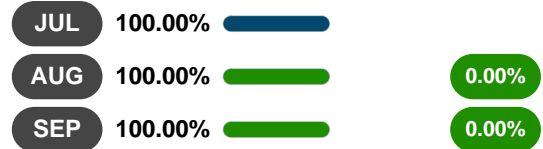


3 MONTHS

5 year SEP AVG = 99.71%

High Sep 2019 100.00% Low Aug 2015 97.94%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.71%**



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%	97.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$125,000	53	21.90%	100.00%	93.44%	100.00%	100.00%	100.00%
\$125,001-\$150,000	26	10.74%	99.43%	100.00%	99.36%	99.80%	102.14%
\$150,001-\$200,000	69	28.51%	100.00%	90.87%	100.00%	100.00%	97.65%
\$200,001-\$225,000	30	12.40%	99.34%	0.00%	98.16%	100.00%	99.11%
\$225,001-\$300,000	39	16.12%	100.00%	0.00%	100.00%	98.53%	99.83%
\$300,001 and up	25	10.33%	98.43%	88.19%	97.36%	98.47%	98.51%
Median Sold/List Ratio		100.00%		93.44%	100.00%	100.00%	98.96%
Total Closed Units	242	100%	100.00%	9	147	72	14
Total Closed Volume	43,927,478			1.41M	23.07M	15.85M	3.60M

September 2019



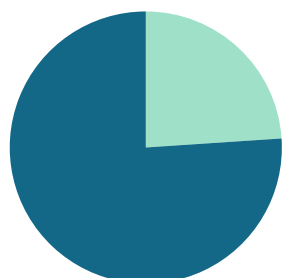
Area Delimited by School District Broken Arrow - Sch Dist (3)



MARKET SUMMARY

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

INVENTORY

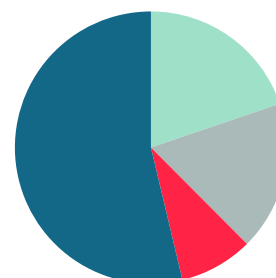


Inventory
 New Listings
277 = 23.94%
 Start Inventory
880
 Total Inventory Units
1,157
 Volume
\$298,653,663

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%
Median List Price	175,000	175,000	0.00%	175,000	178,900	2.23%
Median Sale Price	171,500	174,515	1.76%	172,635	176,000	1.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.50	17.50	-31.37%	25.00	21.00	-16.00%
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

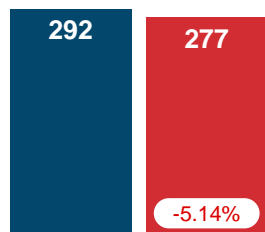
Inventory on September 30, 2019 = **657**

2018 **2019**

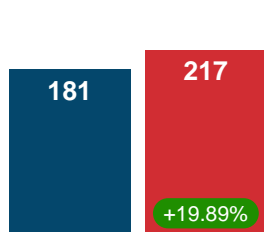
SEPTEMBER MARKET

MEDIAN PRICES

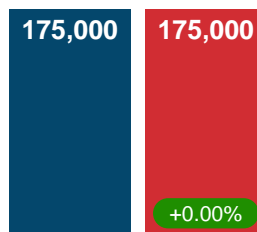
New Listings



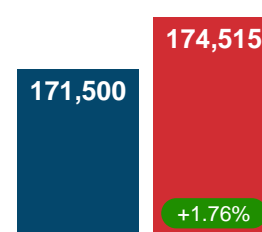
Pending Listings



List Price



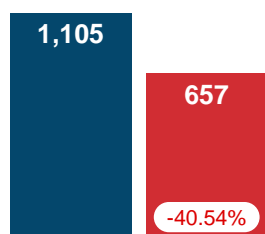
Sale Price



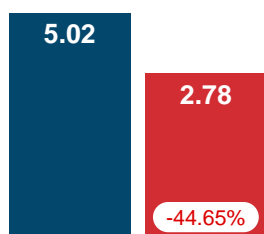
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

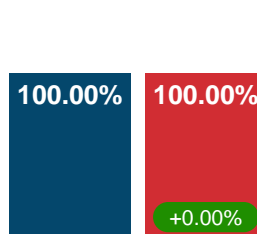
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

