

September 2019



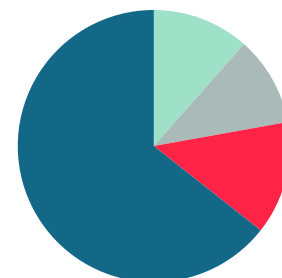
Area Delimited by School District Jenks - Sch Dist (5)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	105	107	1.90%
Pending Listings	76	99	30.26%
New Listings	149	190	27.52%
Average List Price	247,301	249,071	0.72%
Average Sale Price	242,162	239,396	-1.14%
Average Percent of Selling Price to List Price	98.36%	97.03%	-1.36%
Average Days on Market to Sale	44.47	41.84	-5.90%
End of Month Inventory	699	598	-14.45%
Months Supply of Inventory	5.97	5.37	-10.16%



■ Closed (11.52%)
■ Pending (10.66%)
■ Other OffMarket (13.46%)
■ Active (64.37%)

Absorption: Last 12 months, an Average of **111** Sales/Month
Active Inventory as of September 30, 2019 = **598**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **14.45%** to 598 existing homes available for sale. Over the last 12 months this area has had an average of 111 closed sales per month. This represents an unsold inventory index of **5.37** 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 **1.14%** in September 2019 to \$239,396 versus the previous year at \$242,162.

Average Days on Market Shortens

The average number of **41.84** days that homes spent on the market before selling decreased by 2.63 days or **5.90%** in September 2019 compared to last year's same month at **44.47** DOM.

Sales Success for September 2019 is Positive

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

There were 190 New Listings in September 2019, up **27.52%** from last year at 149. Furthermore, there were 107 Closed Listings this month versus last year at 105, a **1.90%** increase.

Closed versus Listed trends yielded a **56.3%** ratio, down from previous year's, September 2018, at **70.5%**, a **20.09%** downswing. 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 Jenks - Sch Dist (5)

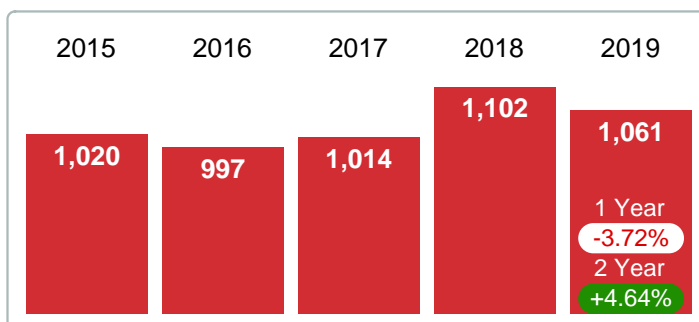
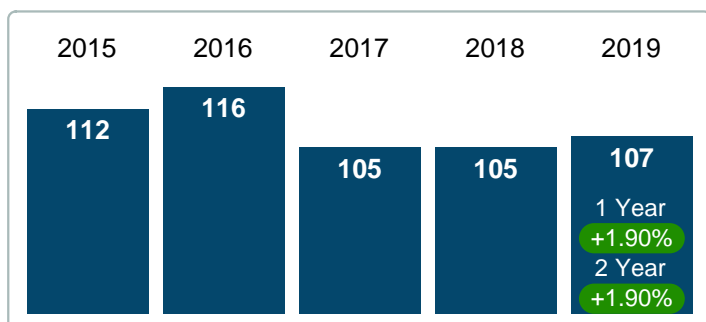


CLOSED LISTINGS

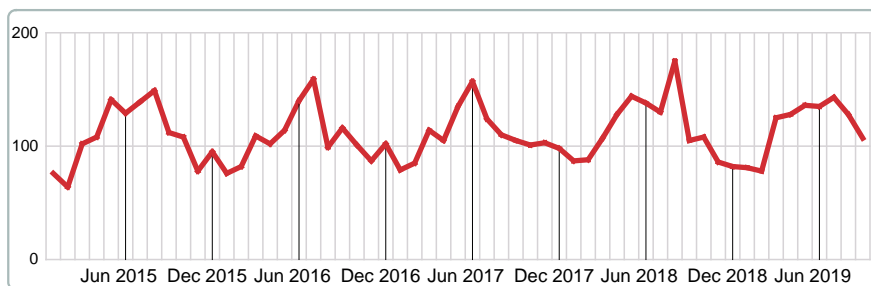
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SEPTEMBER

YEAR TO DATE (YTD)

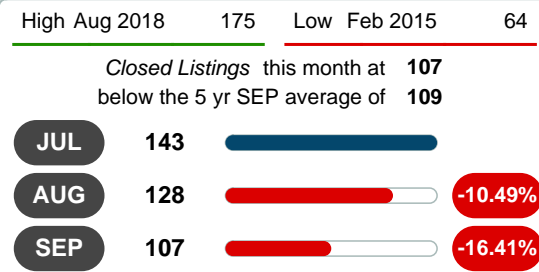


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 109



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	9.35%	37.6	1	9	0	0
\$25,001 - \$125,000	12	11.21%	57.4	10	2	0	0
\$125,001 - \$175,000	16	14.95%	38.0	2	11	3	0
\$175,001 - \$250,000	28	26.17%	29.9	0	17	10	1
\$250,001 - \$325,000	14	13.08%	37.5	1	5	7	1
\$325,001 - \$425,000	16	14.95%	43.9	0	4	12	0
\$425,001 and up	11	10.28%	67.3	0	3	3	5
Total Closed Units	107			14	51	35	7
Total Closed Volume	25,615,379	100%	41.8	1.15M	9.93M	10.68M	3.85M
Average Closed Price	\$239,396			\$82,232	\$194,719	\$305,125	\$550,586



September 2019

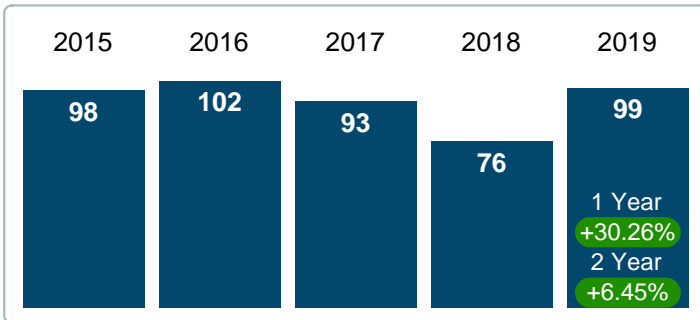
Area Delimited by School District Jenks - Sch Dist (5)



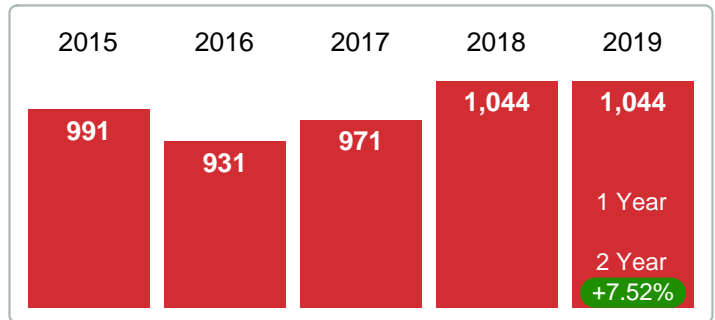
PENDING LISTINGS

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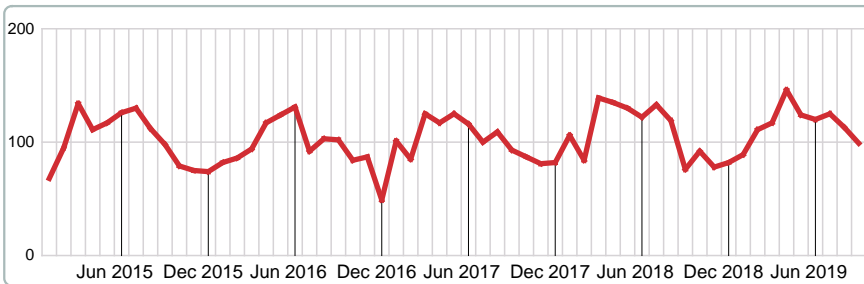
SEPTEMBER



YEAR TO DATE (YTD)

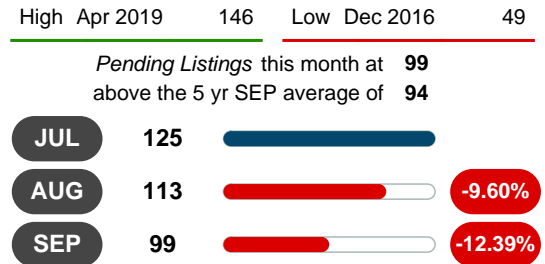


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 94



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	9	9.09%	28.8	4	3	2	0
\$100,001 - \$160,000	12	12.12%	34.3	4	7	1	0
\$160,001 - \$210,000	16	16.16%	39.1	0	9	7	0
\$210,001 - \$280,000	24	24.24%	37.6	1	13	9	1
\$280,001 - \$340,000	15	15.15%	52.5	0	3	10	2
\$340,001 - \$460,000	13	13.13%	24.7	0	4	7	2
\$460,001 and up	10	10.10%	59.4	0	0	7	3
Total Pending Units	99			9	39	43	8
Total Pending Volume	26,355,394	100%	28.1	993.72K	8.30M	13.66M	3.40M
Average Listing Price	\$136,910			\$110,413	\$212,790	\$317,678	\$425,338

September 2019



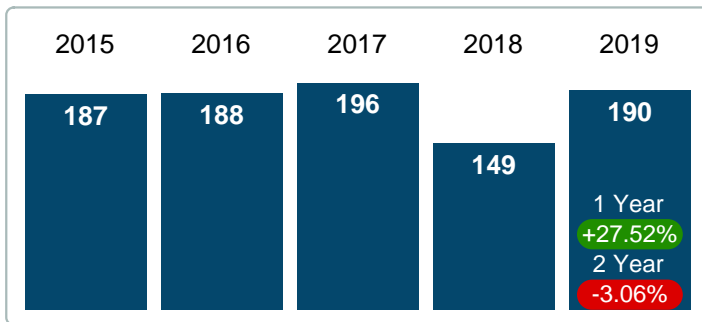
Area Delimited by School District Jenks - Sch Dist (5)



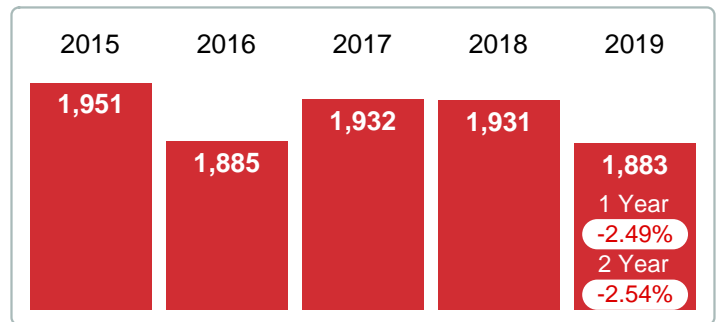
NEW LISTINGS

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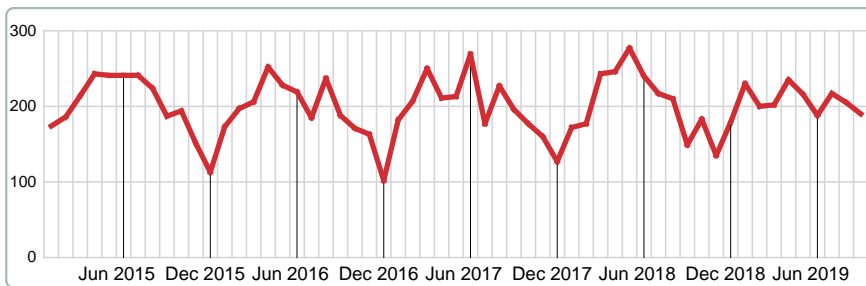
SEPTEMBER



YEAR TO DATE (YTD)

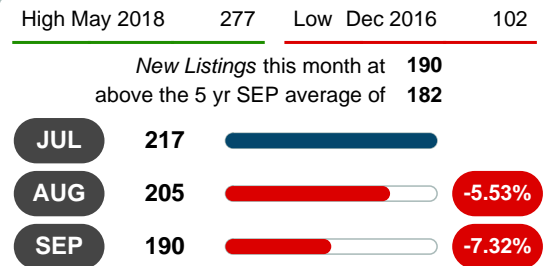


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 182



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	18	9.47%	9	7	1	1
\$75,001 - \$125,000	18	9.47%	16	2	0	0
\$125,001 - \$200,000	31	16.32%	10	20	1	0
\$200,001 - \$300,000	51	26.84%	3	19	23	6
\$300,001 - \$400,000	27	14.21%	1	9	16	1
\$400,001 - \$575,000	22	11.58%	4	3	11	4
\$575,001 and up	23	12.11%	4	1	7	11
Total New Listed Units	190		47	61	59	23
Total New Listed Volume	62,540,348	100%	14.94M	13.41M	22.49M	11.71M
Average New Listed Listing Price	\$165,011		\$317,771	\$219,813	\$381,162	\$509,040

September 2019



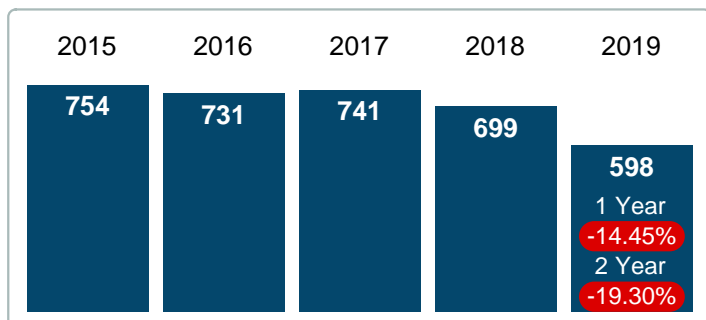
Area Delimited by School District Jenks - Sch Dist (5)



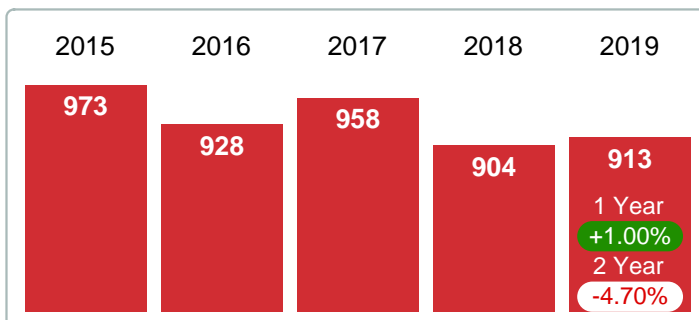
ACTIVE INVENTORY

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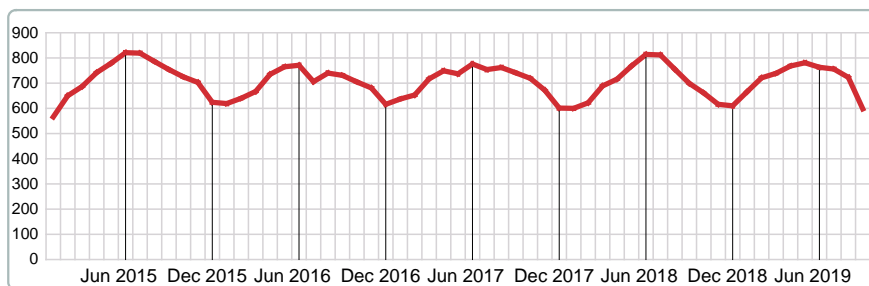
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

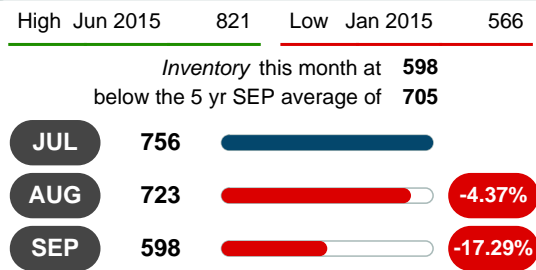


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 705



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	49	8.19%	78.2	30	11	7	1
\$75,001 - \$175,000	83	13.88%	57.6	60	21	2	0
\$175,001 - \$250,000	78	13.04%	53.8	12	38	24	4
\$250,001 - \$400,000	162	27.09%	75.4	15	28	101	18
\$400,001 - \$550,000	90	15.05%	86.4	7	13	49	21
\$550,001 - \$825,000	75	12.54%	102.8	12	3	29	31
\$825,001 and up	61	10.20%	125.4	16	2	14	29
Total Active Inventory by Units			598	152	116	226	104
Total Active Inventory by Volume			259,016,989	53.29M	30.24M	99.19M	76.30M
Average Active Inventory Listing Price			\$433,139	\$350,604	\$260,664	\$438,891	\$733,643

September 2019



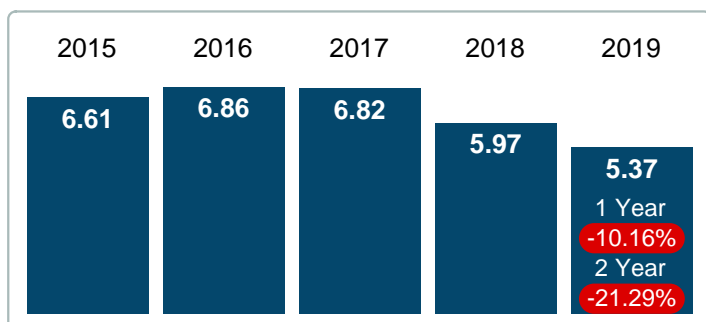
Area Delimited by School District Jenks - Sch Dist (5)



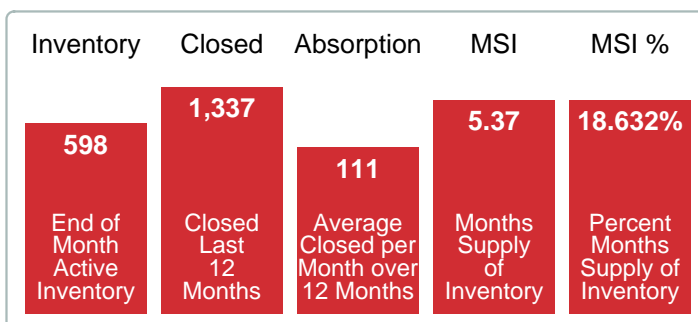
MONTHS SUPPLY of INVENTORY (MSI)

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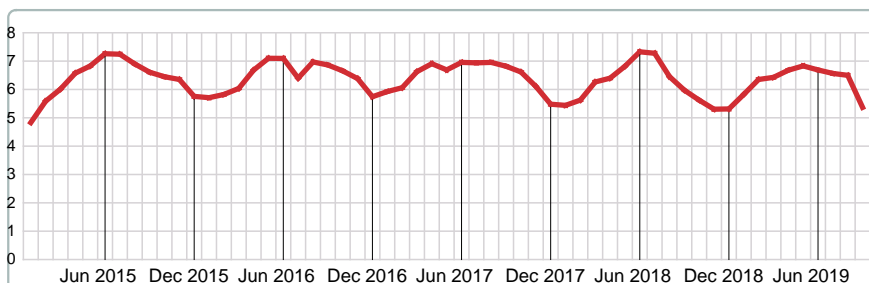
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

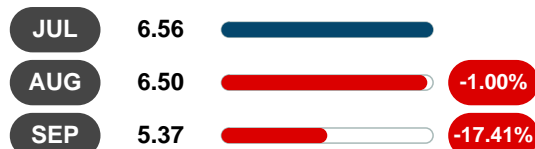


3 MONTHS

5 year SEP AVG = 6.33

High Jun 2018 7.33 Low Jan 2015 4.83

Months Supply this month at 5.37 below the 5 yr SEP average of 6.33



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	49	8.19%	2.67	4.62	1.47	1.75	3.00
\$75,001 - \$175,000	83	13.88%	4.20	10.59	1.76	0.96	0.00
\$175,001 - \$250,000	78	13.04%	2.75	12.00	2.43	2.17	6.86
\$250,001 - \$400,000	162	27.09%	5.45	15.00	4.87	5.20	5.02
\$400,001 - \$550,000	90	15.05%	8.85	14.00	15.60	8.17	7.41
\$550,001 - \$825,000	75	12.54%	20.45	0.00	18.00	14.50	20.67
\$825,001 and up	61	10.20%	43.06	192.00	0.00	33.60	31.64
Market Supply of Inventory (MSI)			5.37	10.31	2.77	5.02	10.58
Total Active Inventory by Units		100%	5.37	152	116	226	104

September 2019



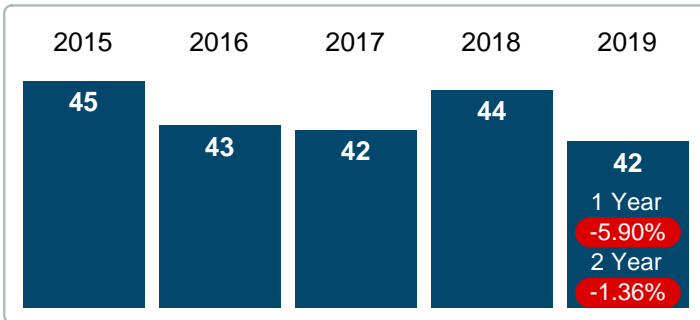
Area Delimited by School District Jenks - Sch Dist (5)



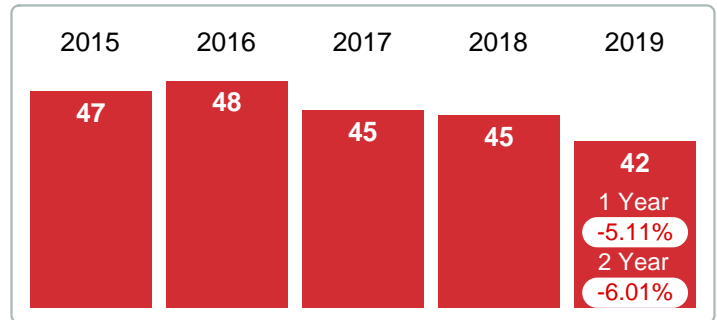
AVERAGE DAYS ON MARKET TO SALE

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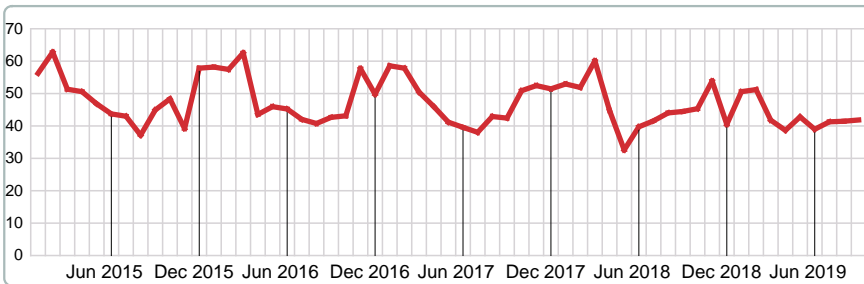
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

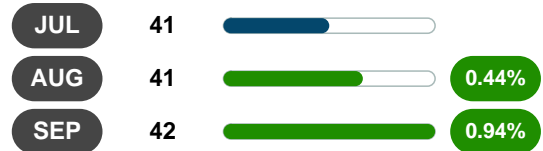


3 MONTHS

5 year SEP AVG = 43

High Feb 2015 63 Low May 2018 33

Average Days on Market to Sale this month at 42 below the 5 yr SEP average of 43



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
\$25,000 and less	9.35%	38	15	40	0	0
\$25,001 - \$125,000	11.21%	57	66	17	0	0
\$125,001 - \$175,000	14.95%	38	124	25	29	0
\$175,001 - \$250,000	26.17%	30	0	27	37	6
\$250,001 - \$325,000	13.08%	38	1	26	52	30
\$325,001 - \$425,000	14.95%	44	0	34	47	0
\$425,001 and up	10.28%	67	0	50	67	78
Average Closed DOM		42				
Total Closed Units		107				
Total Closed Volume		25,615,379				
			66	30	45	61
	100%	42	14	51	35	7
			1.15M	9.93M	10.68M	3.85M

September 2019



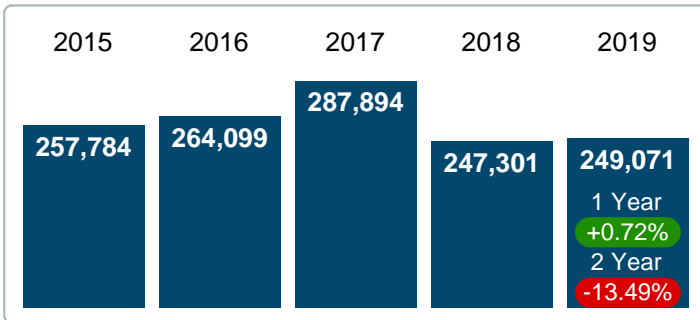
Area Delimited by School District Jenks - Sch Dist (5)



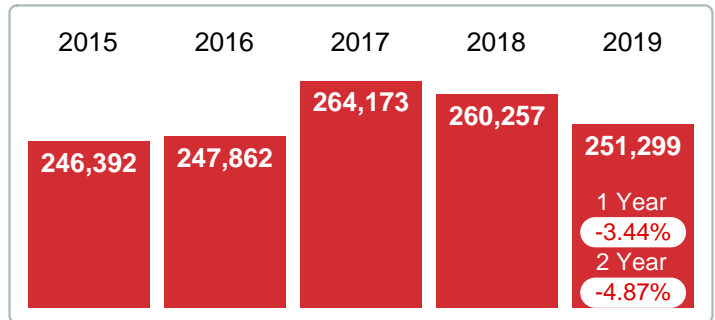
AVERAGE LIST PRICE AT CLOSING

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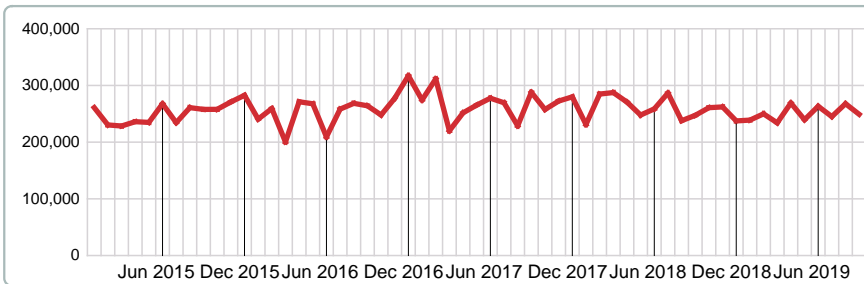
SEPTEMBER



YEAR TO DATE (YTD)

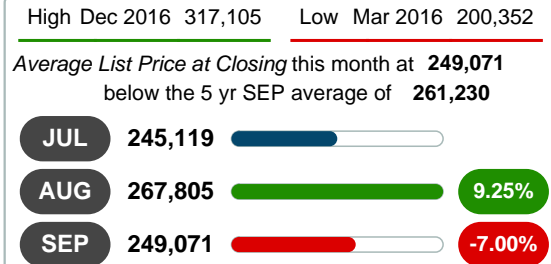


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 261,230



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
\$25,000 and less	10	9.35%	1,197	900	1,230	0	0
\$25,001 - \$125,000	12	11.21%	68,363	59,245	113,950	0	0
\$125,001 - \$175,000	13	12.15%	156,854	161,590	163,364	158,333	0
\$175,001 - \$250,000	28	26.17%	210,389	0	212,771	230,260	195,000
\$250,001 - \$325,000	14	13.08%	280,129	290,000	305,480	290,614	325,000
\$325,001 - \$425,000	19	17.76%	374,360	0	368,112	384,208	0
\$425,001 and up	11	10.28%	623,055	0	513,000	571,267	719,180
Average List Price			249,071	86,181	199,842	318,177	587,986
Total Closed Units		100%	249,071	14	51	35	7
Total Closed Volume			26,650,547	1.21M	10.19M	11.14M	4.12M

September 2019



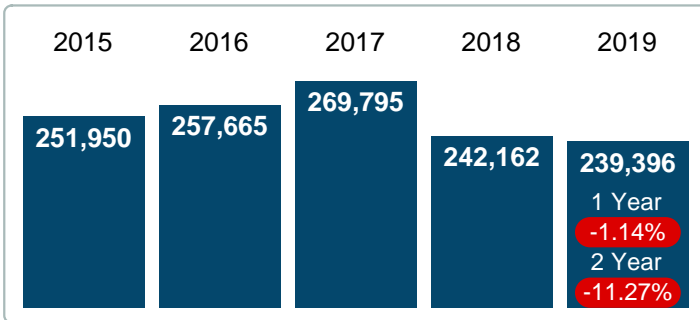
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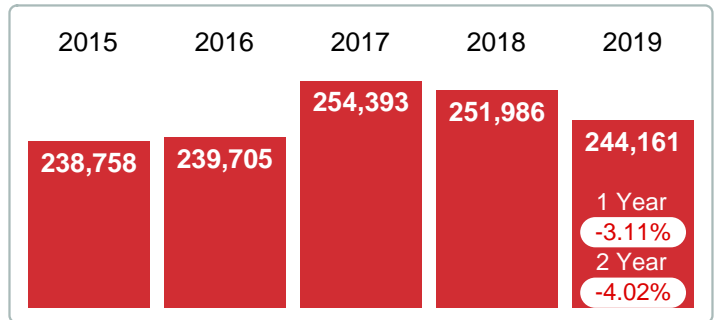
AVERAGE SOLD PRICE AT CLOSING

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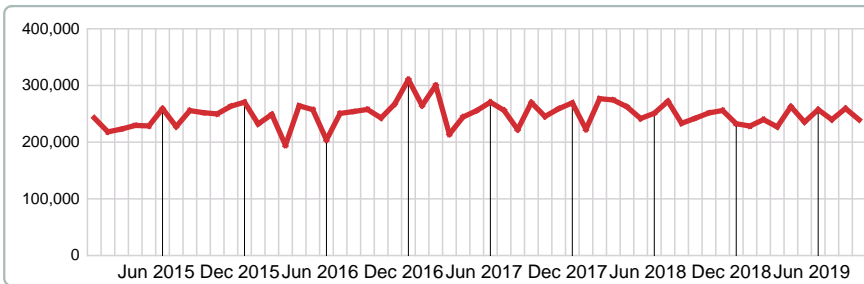
SEPTEMBER



YEAR TO DATE (YTD)

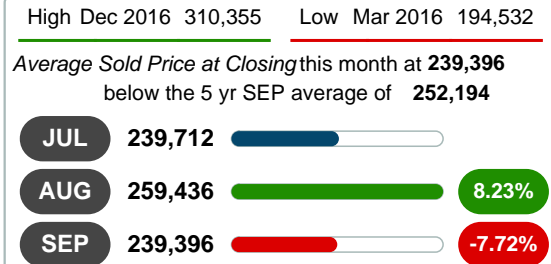


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 252,194



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
\$25,000 and less	9.35%	1,202	900	1,236	0	0
\$25,001 - \$125,000	11.21%	65,738	56,945	109,700	0	0
\$125,001 - \$175,000	14.95%	156,305	145,450	159,018	153,592	0
\$175,001 - \$250,000	26.17%	211,771	0	208,547	219,230	192,000
\$250,001 - \$325,000	13.08%	290,286	290,000	293,800	285,700	305,100
\$325,001 - \$425,000	14.95%	374,565	0	369,158	376,367	0
\$425,001 and up	10.28%	575,182	0	486,667	503,333	671,400
Average Sold Price		239,396	82,232	194,719	305,125	550,586
Total Closed Units	100%	239,396	14	51	35	7
Total Closed Volume		25,615,379	1.15M	9.93M	10.68M	3.85M

September 2019



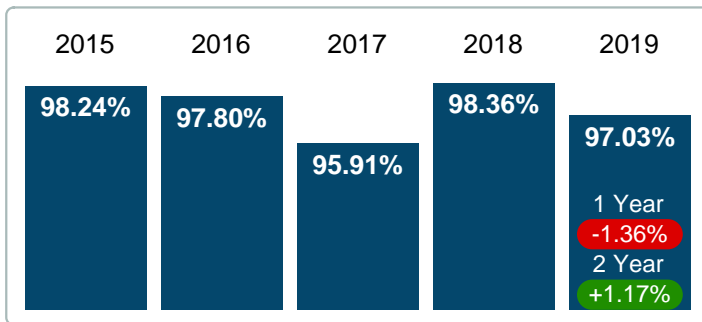
Area Delimited by School District Jenks - Sch Dist (5)



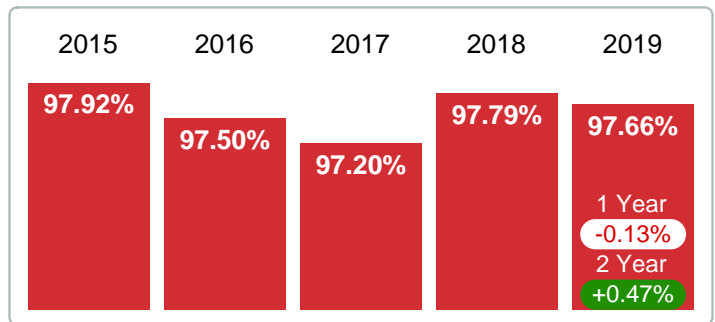
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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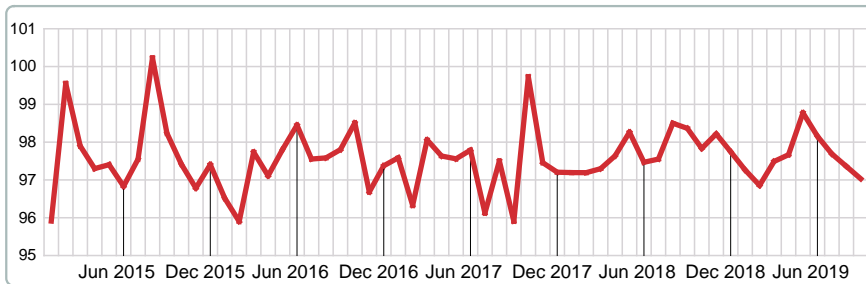
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

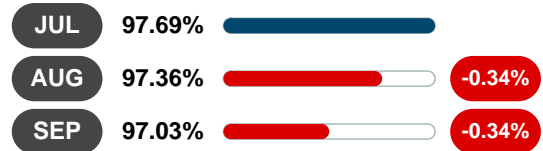


3 MONTHS

5 year SEP AVG = 97.47%

High Aug 2015 100.23% Low Feb 2016 95.90%

Average Sold/List Ratio this month at **97.03%**
equal to 5 yr SEP average of **97.47%**



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
\$25,000 and less	10	9.35%	100.44%	100.00%	100.49%	0.00%	0.00%
\$25,001 - \$125,000	12	11.21%	95.62%	95.47%	96.33%	0.00%	0.00%
\$125,001 - \$175,000	16	14.95%	96.61%	90.49%	97.50%	97.43%	0.00%
\$175,001 - \$250,000	28	26.17%	97.23%	0.00%	98.06%	95.69%	98.46%
\$250,001 - \$325,000	14	13.08%	97.57%	100.00%	96.71%	98.37%	93.88%
\$325,001 - \$425,000	16	14.95%	98.56%	0.00%	100.32%	97.98%	0.00%
\$425,001 and up	11	10.28%	92.66%	0.00%	95.67%	88.32%	93.45%
Average Sold/List Ratio		97.00%		95.41%	98.21%	96.53%	94.23%
Total Closed Units		107	100%	14	51	35	7
Total Closed Volume		25,615,379		1.15M	9.93M	10.68M	3.85M

September 2019



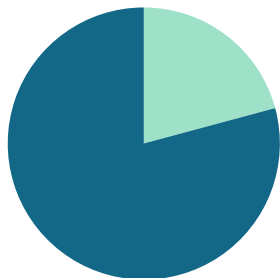
Area Delimited by School District Jenks - Sch Dist (5)



MARKET SUMMARY

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

INVENTORY

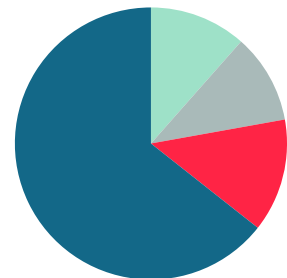


Inventory
 New Listings
190 = 20.81%
 Start Inventory
723
 Total Inventory Units
913
 Volume
\$345,764,235

Market Activity

Closed Sales
107 = 11.52%
 Pending Sales
99 = 10.66%
 Other Off Market
125 = 13.46%
 Active Inventory
598 = 64.37%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	105	107	1.90%	1,102	1,061	-3.72%
Pending Sales	76	99	30.26%	1,044	1,044	0.00%
New Listings	149	190	27.52%	1,931	1,883	-2.49%
Average List Price	247,301	249,071	0.72%	260,257	251,299	-3.44%
Average Sale Price	242,162	239,396	-1.14%	251,986	244,161	-3.11%
Average Percent of Selling Price to List Price	98.36%	97.03%	-1.36%	97.79%	97.66%	-0.13%
Average Days on Market to Sale	44.47	41.84	-5.90%	44.73	42.44	-5.11%
Monthly Inventory	699	598	-14.45%	699	598	-14.45%
Months Supply of Inventory	5.97	5.37	-10.16%	5.97	5.37	-10.16%

Absorption: Last 12 months, an Average of 111 Sales/Month

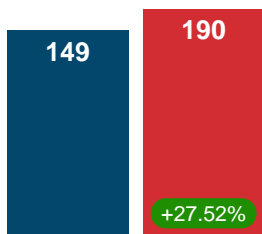
Inventory on September 30, 2019 = **598**

2018 **2019**

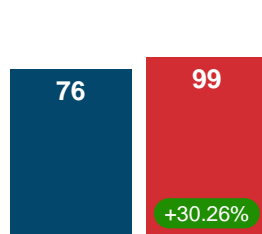
SEPTEMBER MARKET

AVERAGE PRICES

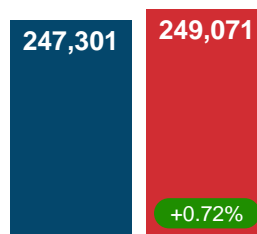
New Listings



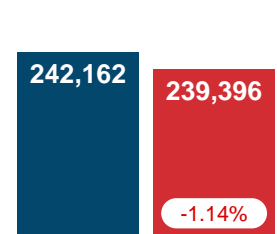
Pending Listings



List Price



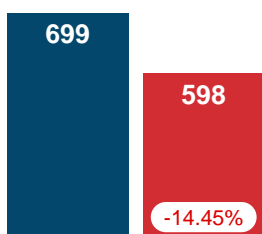
Sale Price



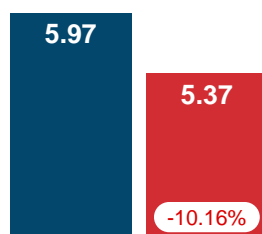
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

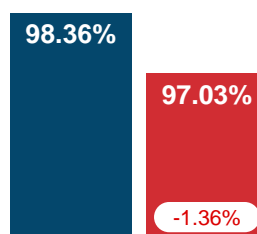
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

