

# September 2019



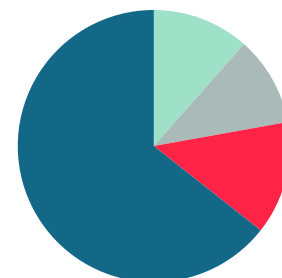
Area Delimited by School District Jenks - Sch Dist (5)



## 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%
Median List Price	220,000	219,900	-0.05%
Median Sale Price	215,000	211,500	-1.63%
Median Percent of Selling Price to List Price	98.85%	98.10%	-0.76%
Median Days on Market to Sale	28.00	24.00	-14.29%
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.

#### 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 **1.63%** in September 2019 to \$211,500 versus the previous year at \$215,000.

#### Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 4.00 days or **14.29%** in September 2019 compared to last year's same month at **28.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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.

### 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 Jenks - Sch Dist (5)

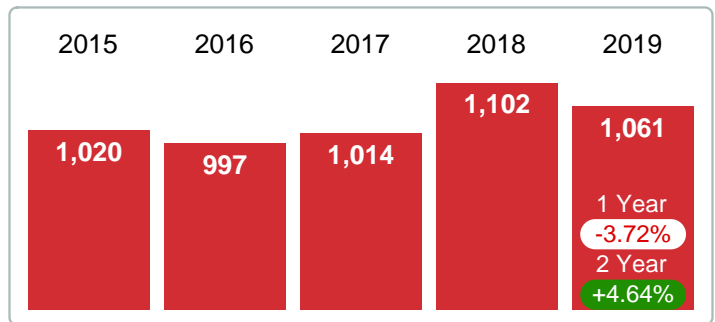
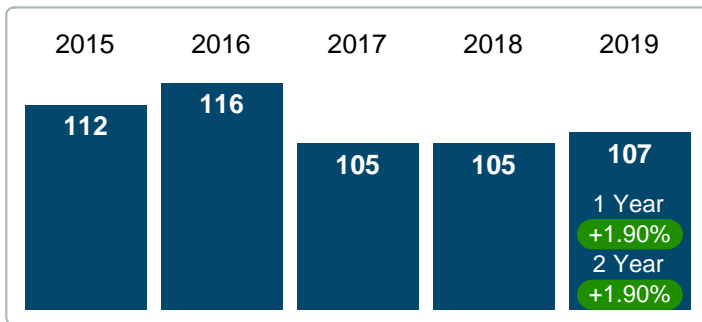


## CLOSED LISTINGS

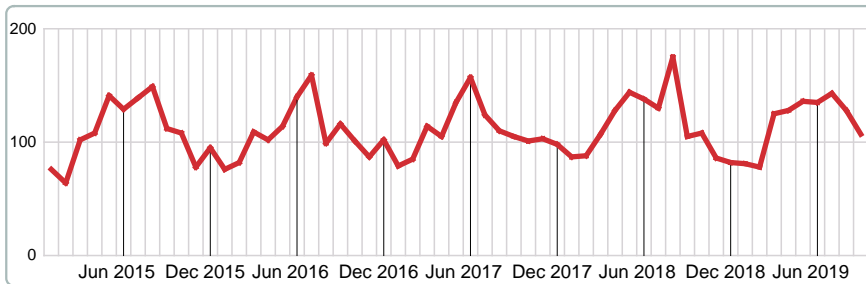
Report produced on Oct 11, 2019 for MLS Technology Inc.

### SEPTEMBER

### YEAR TO DATE (YTD)

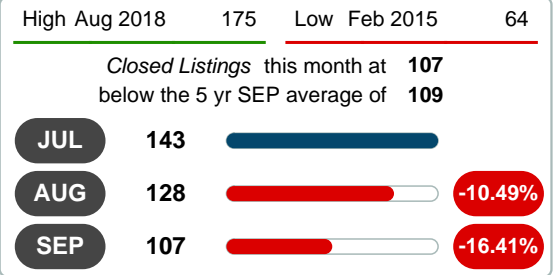


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 109



### 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	9.35%	32.0	1	9	0	0
\$25,001 - \$125,000	12	11.21%	14.5	10	2	0	0
\$125,001 - \$175,000	16	14.95%	15.5	2	11	3	0
\$175,001 - \$250,000	28	26.17%	22.5	0	17	10	1
\$250,001 - \$325,000	14	13.08%	23.5	1	5	7	1
\$325,001 - \$425,000	16	14.95%	19.5	0	4	12	0
\$425,001 and up	11	10.28%	51.0	0	3	3	5
<b>Total Closed Units</b>	<b>107</b>			<b>14</b>	<b>51</b>	<b>35</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>25,615,379</b>	<b>100%</b>	<b>24.0</b>	<b>1.15M</b>	<b>9.93M</b>	<b>10.68M</b>	<b>3.85M</b>
<b>Median Closed Price</b>	<b>\$211,500</b>			<b>\$62,950</b>	<b>\$187,000</b>	<b>\$288,000</b>	<b>\$545,000</b>

# September 2019



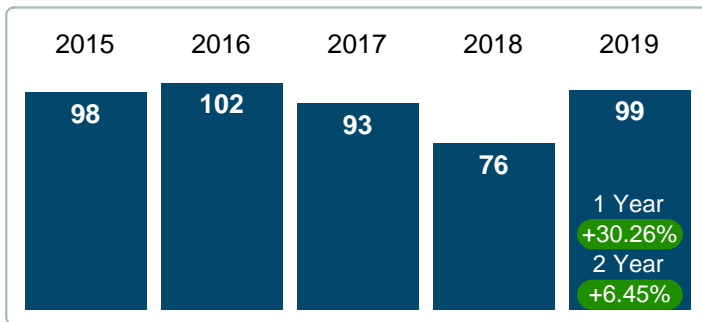
Area Delimited by School District Jenks - Sch Dist (5)



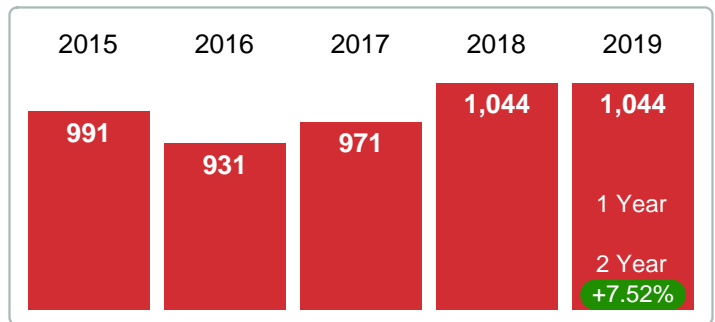
## PENDING LISTINGS

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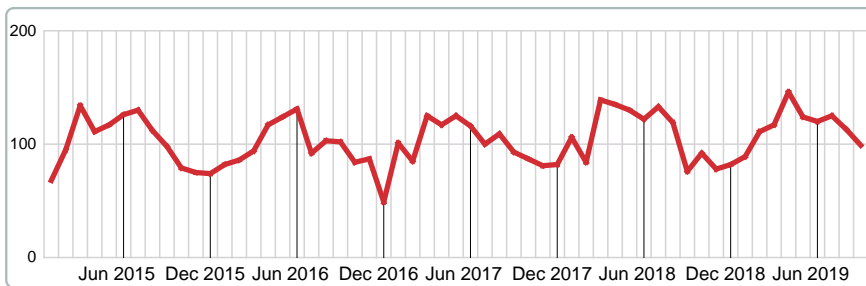
### SEPTEMBER



### YEAR TO DATE (YTD)

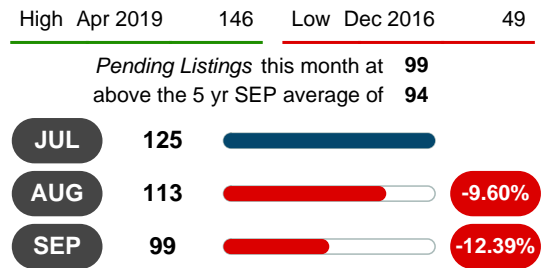


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 94



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	9.09%	30.0	4	3	2	0
\$100,001 - \$150,000	10	10.10%	21.0	4	5	1	0
\$150,001 - \$200,000	17	17.17%	35.0	0	11	6	0
\$200,001 - \$275,000	24	24.24%	18.5	1	13	9	1
\$275,001 - \$325,000	13	13.13%	45.0	0	3	8	2
\$325,001 - \$450,000	16	16.16%	27.5	0	4	10	2
\$450,001 and up	10	10.10%	39.5	0	0	7	3
<b>Total Pending Units</b>	<b>99</b>			<b>9</b>	<b>39</b>	<b>43</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>26,355,394</b>	<b>100%</b>	<b>33.0</b>	<b>993.72K</b>	<b>8.30M</b>	<b>13.66M</b>	<b>3.40M</b>
<b>Median Listing Price</b>	<b>\$259,900</b>			<b>\$107,000</b>	<b>\$215,000</b>	<b>\$289,000</b>	<b>\$409,000</b>

# September 2019



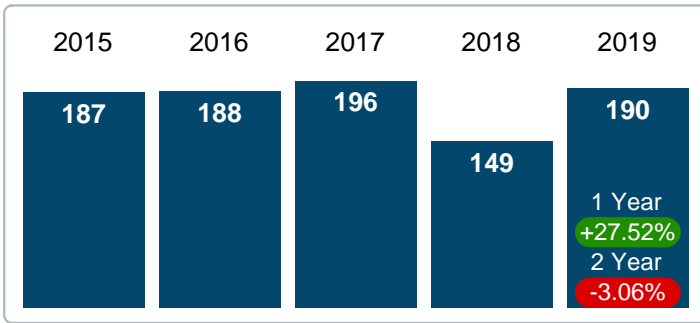
Area Delimited by School District Jenks - Sch Dist (5)



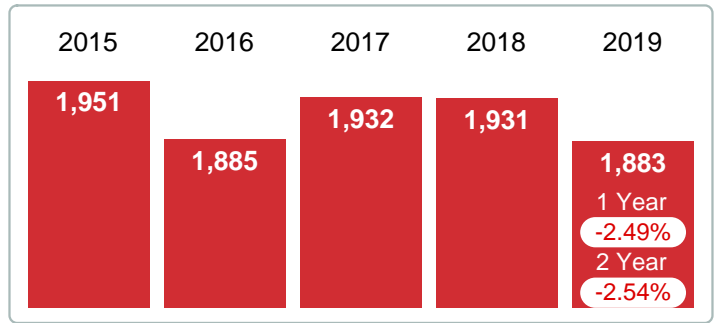
## NEW LISTINGS

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

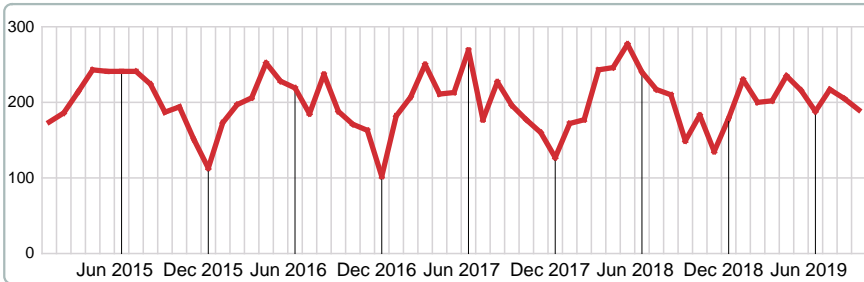
### SEPTEMBER



### YEAR TO DATE (YTD)

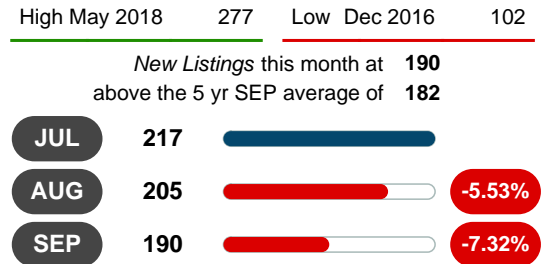


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
<b>Total New Listed Units</b>	<b>190</b>		<b>47</b>	<b>61</b>	<b>59</b>	<b>23</b>
<b>Total New Listed Volume</b>	<b>62,540,348</b>	<b>100%</b>	<b>14.94M</b>	<b>13.41M</b>	<b>22.49M</b>	<b>11.71M</b>
<b>Median New Listed Listing Price</b>	<b>\$259,900</b>		<b>\$114,700</b>	<b>\$214,900</b>	<b>\$320,000</b>	<b>\$525,000</b>

# September 2019



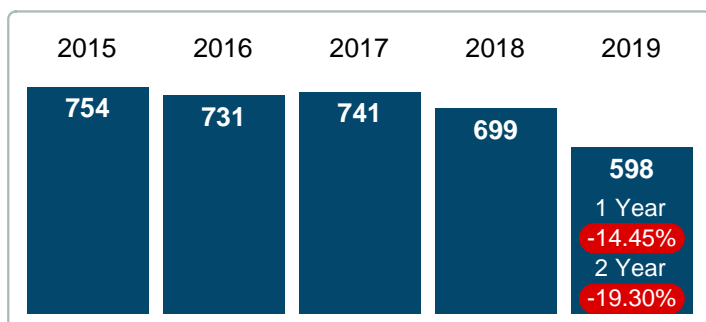
Area Delimited by School District Jenks - Sch Dist (5)



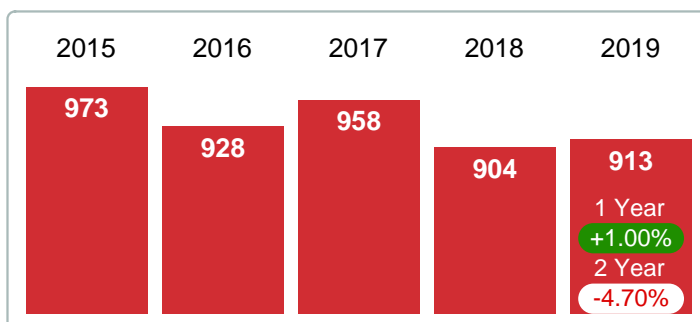
## ACTIVE INVENTORY

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

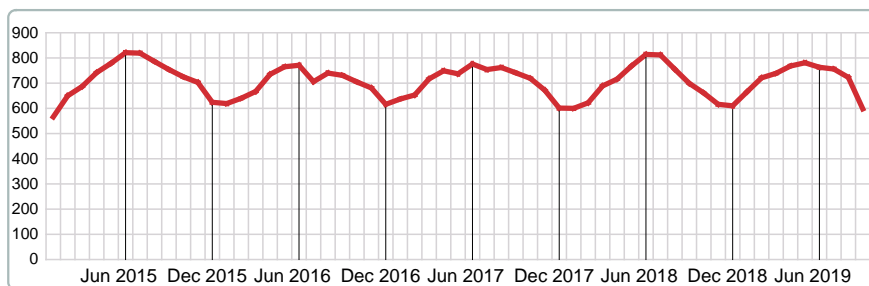
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

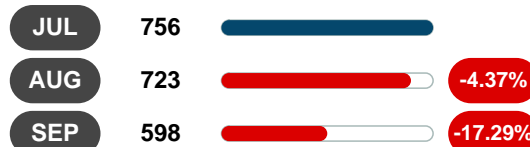


### 3 MONTHS

5 year SEP AVG = 705

High Jun 2015 821 Low Jan 2015 566

Inventory this month at **598**  
below the 5 yr SEP average of **705**



### 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	49	8.19%	54.0	30	11	7	1
\$75,001 - \$175,000	83	13.88%	33.0	60	21	2	0
\$175,001 - \$250,000	78	13.04%	44.0	12	38	24	4
\$250,001 - \$400,000	162	27.09%	67.5	15	28	101	18
\$400,001 - \$550,000	90	15.05%	80.0	7	13	49	21
\$550,001 - \$825,000	75	12.54%	88.0	12	3	29	31
\$825,001 and up	61	10.20%	124.0	16	2	14	29
Total Active Inventory by Units		598		152	116	226	104
Total Active Inventory by Volume		259,016,989	100%	53.29M	30.24M	99.19M	76.30M
Median Active Inventory Listing Price		\$340,000		\$140,000	\$214,950	\$378,450	\$599,000

# September 2019



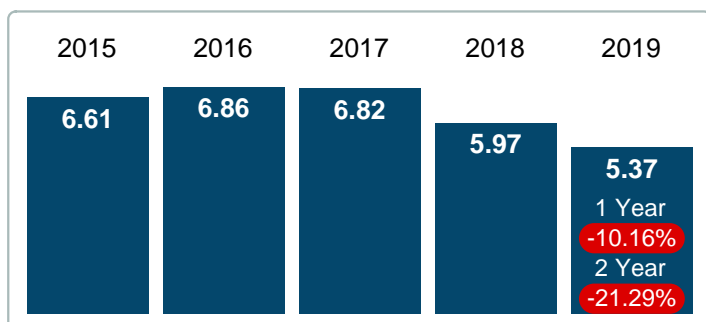
Area Delimited by School District Jenks - Sch Dist (5)



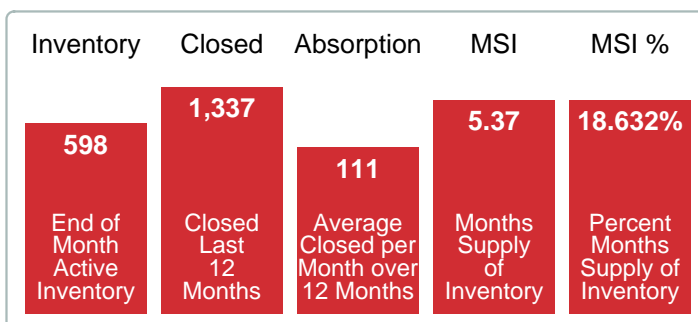
## MONTHS SUPPLY of INVENTORY (MSI)

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

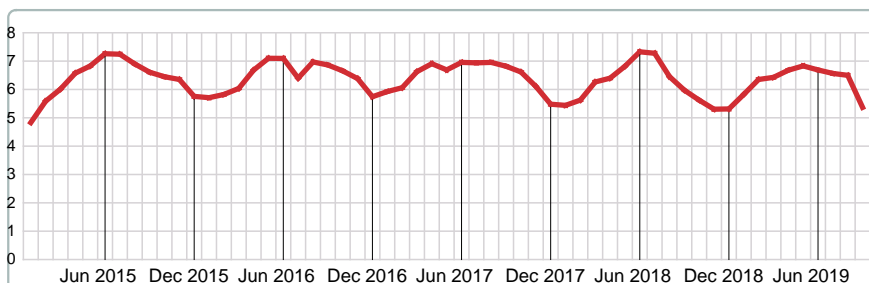
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

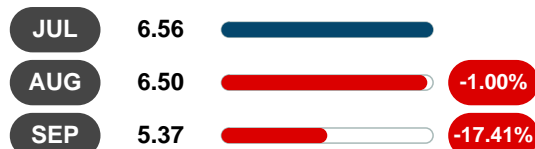


### 3 MONTHS

5 year SEP AVG = 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



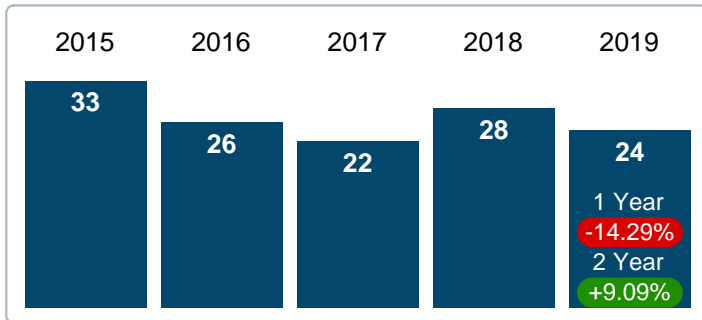
Area Delimited by School District Jenks - Sch Dist (5)



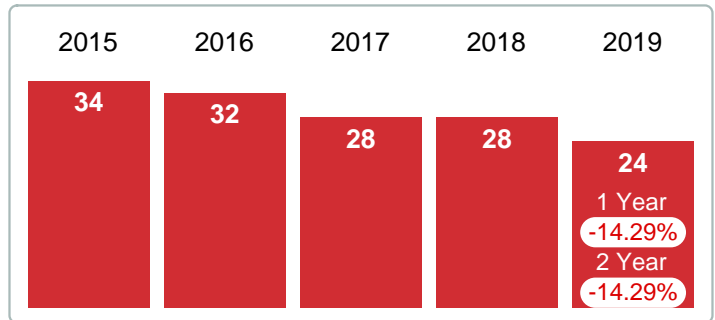
## MEDIAN DAYS ON MARKET TO SALE

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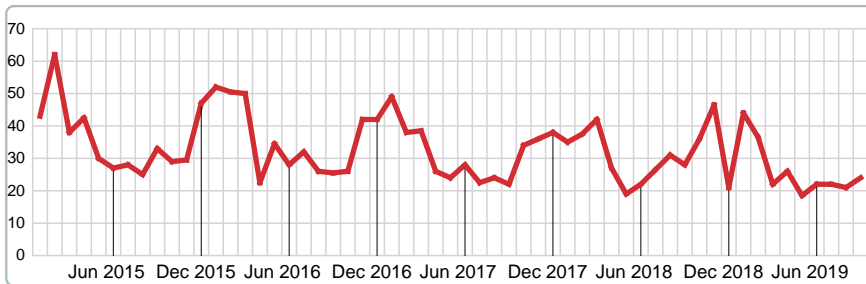
### SEPTEMBER



### YEAR TO DATE (YTD)

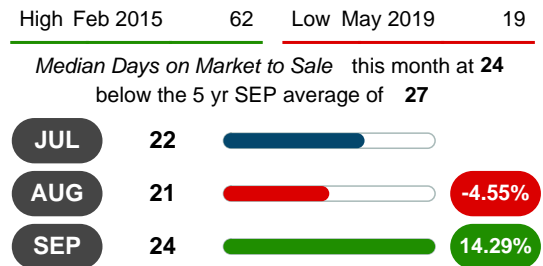


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 27



### 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	9.35%	32	15	36	0	0
\$25,001 - \$125,000	11.21%	15	15	17	0	0
\$125,001 - \$175,000	14.95%	16	124	14	38	0
\$175,001 - \$250,000	26.17%	23	0	9	29	6
\$250,001 - \$325,000	13.08%	24	1	22	49	30
\$325,001 - \$425,000	14.95%	20	0	1	32	0
\$425,001 and up	10.28%	51	0	9	62	51
Median Closed DOM		24	13	15	38	30
Total Closed Units	100%	24.0	14	51	35	7
Total Closed Volume		25,615,379	1.15M	9.93M	10.68M	3.85M

# September 2019



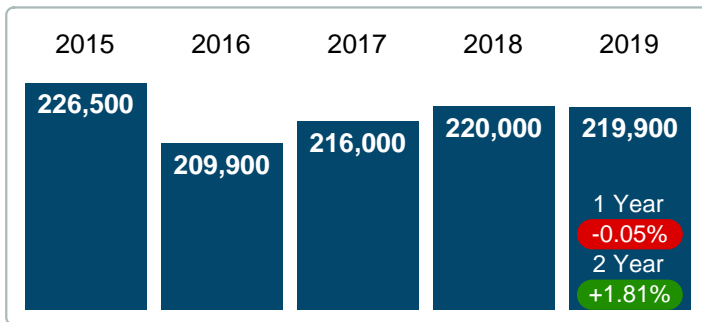
Area Delimited by School District Jenks - Sch Dist (5)



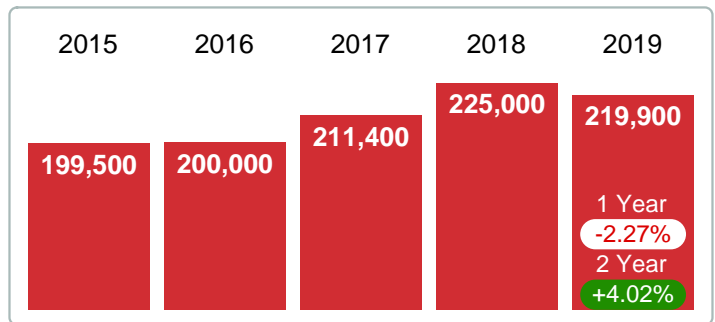
## MEDIAN LIST PRICE AT CLOSING

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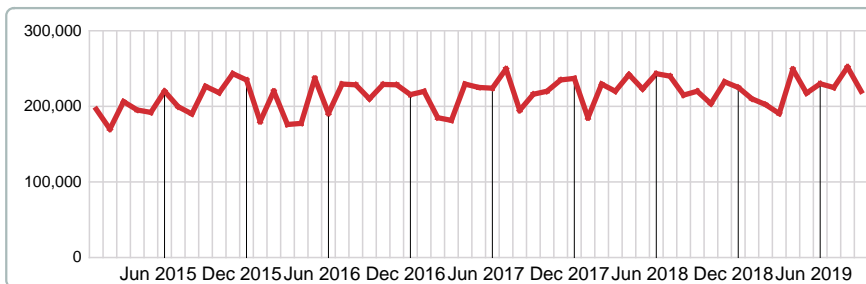
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

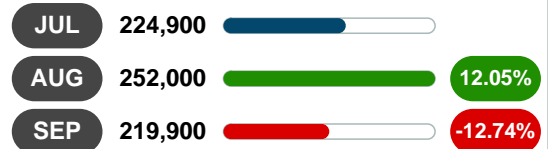


### 3 MONTHS

5 year SEP AVG = 218,460

High Aug 2019 252,000 Low Feb 2015 169,950

Median List Price at Closing this month at **219,900**  
above the 5 yr SEP average of **218,460**



### 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
\$25,000 and less	10	9.35%	1,200	900	1,250	0	0
\$25,001 - \$125,000	12	11.21%	65,750	55,000	113,950	0	0
\$125,001 - \$175,000	13	12.15%	160,000	146,500	160,000	165,000	0
\$175,001 - \$250,000	28	26.17%	203,500	176,680	202,450	226,250	195,000
\$250,001 - \$325,000	14	13.08%	274,950	290,000	262,000	274,950	325,000
\$325,001 - \$425,000	19	17.76%	374,900	0	365,000	377,200	0
\$425,001 and up	11	10.28%	569,000	0	557,000	562,400	695,000
Median List Price			219,900	65,750	195,000	300,000	569,000
Total Closed Units		100%	219,900	14	51	35	7
Total Closed Volume			26,650,547	1.21M	10.19M	11.14M	4.12M



# September 2019



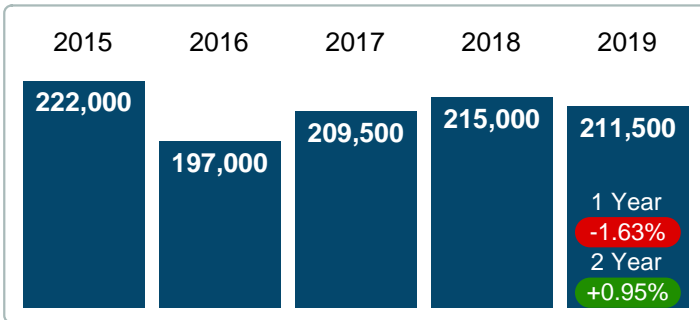
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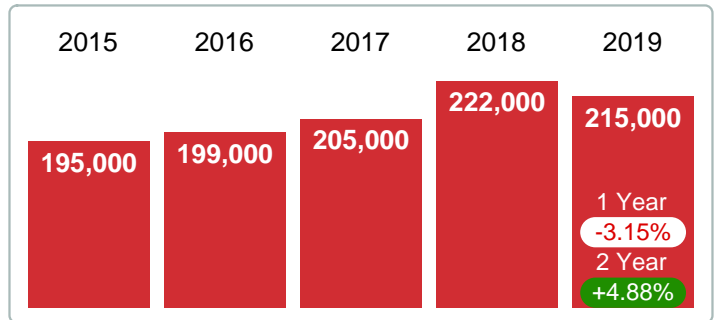
## MEDIAN SOLD PRICE AT CLOSING

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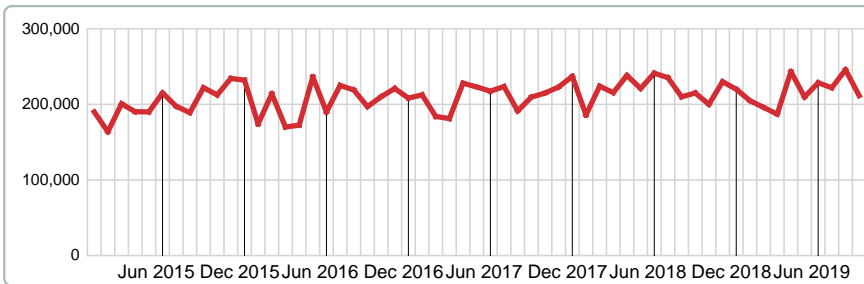
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

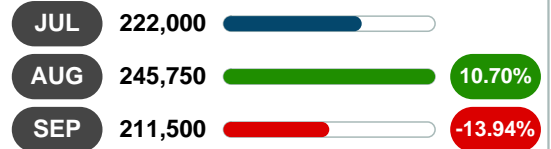


### 3 MONTHS

5 year SEP AVG = 211,000

High Aug 2019 245,750 Low Feb 2015 163,750

Median Sold Price at Closing this month at 211,500 above the 5 yr SEP average of 211,000



### 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	9.35%	1,200	900	1,250	0	0
\$25,001 - \$125,000	11.21%	62,950	49,300	109,700	0	0
\$125,001 - \$175,000	14.95%	159,450	145,450	160,400	155,777	0
\$175,001 - \$250,000	26.17%	203,400	0	200,000	223,500	192,000
\$250,001 - \$325,000	13.08%	289,000	290,000	298,000	280,000	305,100
\$325,001 - \$425,000	14.95%	376,991	0	363,291	377,400	0
\$425,001 and up	10.28%	540,000	0	445,000	529,000	575,000
<b>Median Sold Price</b>		<b>211,500</b>	<b>62,950</b>	<b>187,000</b>	<b>288,000</b>	<b>545,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>211,500</b>	<b>14</b>	<b>51</b>	<b>35</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>25,615,379</b>	<b>1.15M</b>	<b>9.93M</b>	<b>10.68M</b>	<b>3.85M</b>

# September 2019



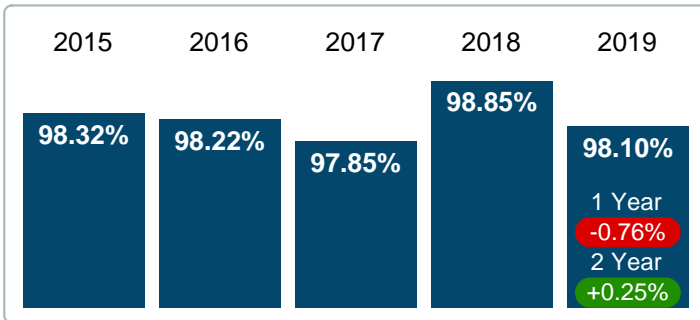
Area Delimited by School District Jenks - Sch Dist (5)



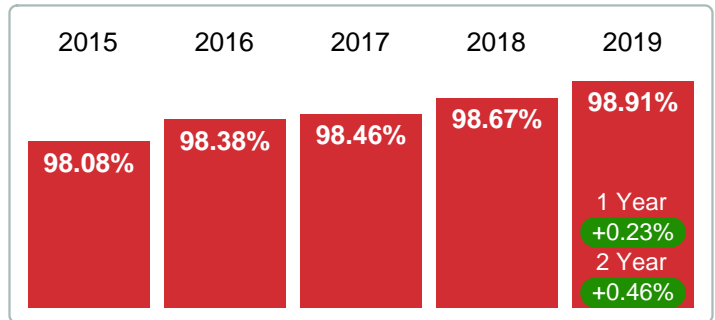
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

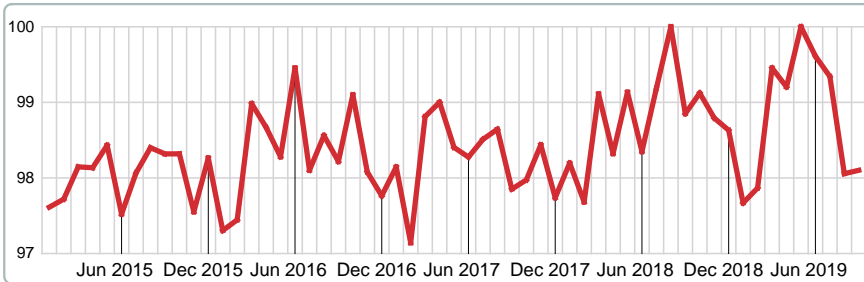
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

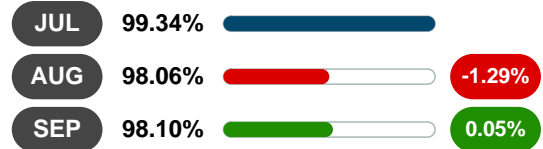


### 3 MONTHS

5 year SEP AVG = 98.27%

High May 2019 100.00% Low Feb 2017 97.14%

Median Sold/List Ratio this month at **98.10%**  
equal to 5 yr SEP average of **98.27%**



### 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	9.35%	100.00%	100.00%	100.00%	0.00%	0.00%
\$25,001 - \$125,000	12	11.21%	95.74%	95.74%	96.33%	0.00%	0.00%
\$125,001 - \$175,000	16	14.95%	97.68%	90.49%	98.15%	96.97%	0.00%
\$175,001 - \$250,000	28	26.17%	98.55%	0.00%	98.98%	98.30%	98.46%
\$250,001 - \$325,000	14	13.08%	98.47%	100.00%	98.51%	98.42%	93.88%
\$325,001 - \$425,000	16	14.95%	97.88%	0.00%	100.00%	97.55%	0.00%
\$425,001 and up	11	10.28%	95.59%	0.00%	95.70%	94.48%	95.78%
Median Sold/List Ratio		98.10%		96.47%	100.00%	97.59%	95.78%
Total Closed Units		107	100%	14	51	35	7
Total Closed Volume		25,615,379		1.15M	9.93M	10.68M	3.85M

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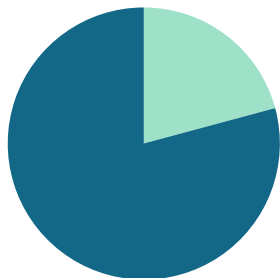
Area Delimited by School District Jenks - Sch Dist (5)



## MARKET SUMMARY

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

### INVENTORY

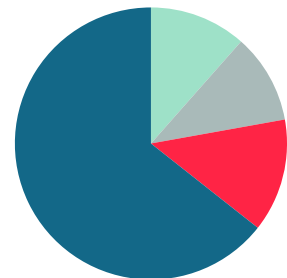


**Inventory**  
 New Listings  
**190 = 20.81%**  
 Start Inventory  
**723**  
 Total Inventory Units  
**913**  
 Volume  
**\$345,764,235**

### 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%
Median List Price	220,000	219,900	-0.05%	225,000	219,900	-2.27%
Median Sale Price	215,000	211,500	-1.63%	222,000	215,000	-3.15%
Median Percent of Selling Price to List Price	98.85%	98.10%	-0.76%	98.67%	98.91%	0.23%
Median Days on Market to Sale	28.00	24.00	-14.29%	28.00	24.00	-14.29%
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

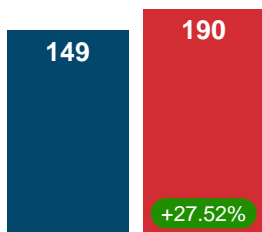
**Inventory on September 30, 2019 = 598**

**2018 2019**

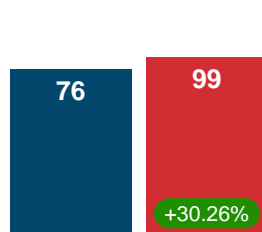
### SEPTEMBER MARKET

### MEDIAN PRICES

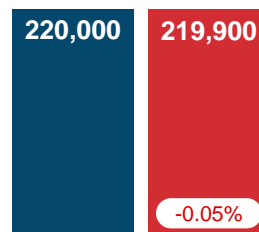
#### New Listings



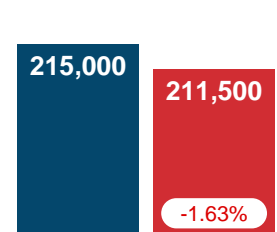
#### Pending Listings



#### List Price



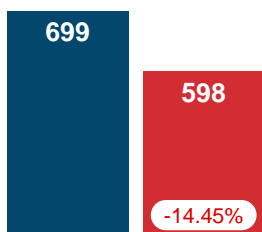
#### Sale Price



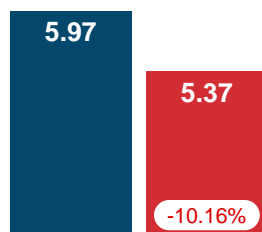
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

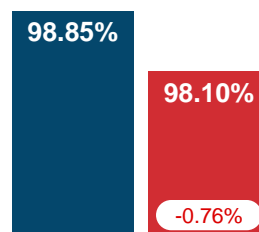
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

