

September 2019



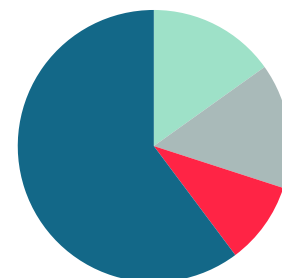
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	1,285	1,444	12.37%
Pending Listings	1,115	1,417	27.09%
New Listings	1,951	2,092	7.23%
Average List Price	175,551	191,969	9.35%
Average Sale Price	170,583	185,580	8.79%
Average Percent of Selling Price to List Price	97.41%	97.19%	-0.23%
Average Days on Market to Sale	43.13	39.02	-9.54%
End of Month Inventory	8,173	5,745	-29.71%
Months Supply of Inventory	5.89	4.05	-31.27%



■ Closed (15.13%)
■ Pending (14.85%)
■ Other OffMarket (9.80%)
■ Active (60.21%)

Absorption: Last 12 months, an Average of **1,420** Sales/Month
Active Inventory as of September 30, 2019 = **5,745**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **29.71%** to 5,745 existing homes available for sale. Over the last 12 months this area has had an average of 1,420 closed sales per month. This represents an unsold inventory index of **4.05** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **8.79%** in September 2019 to \$185,580 versus the previous year at \$170,583.

Average Days on Market Shortens

The average number of **39.02** days that homes spent on the market before selling decreased by 4.11 days or **9.54%** in September 2019 compared to last year's same month at **43.13** DOM.

Sales Success for September 2019 is Positive

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

There were 2,092 New Listings in September 2019, up **7.23%** from last year at 1,951. Furthermore, there were 1,444 Closed Listings this month versus last year at 1,285, a **12.37%** increase.

Closed versus Listed trends yielded a **69.0%** ratio, up from previous year's, September 2018, at **65.9%**, a **4.80%** 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

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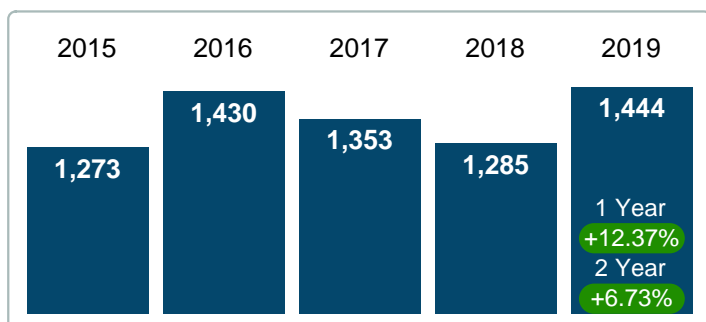
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



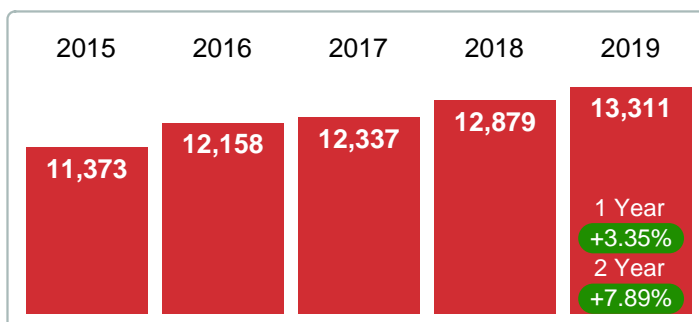
CLOSED LISTINGS

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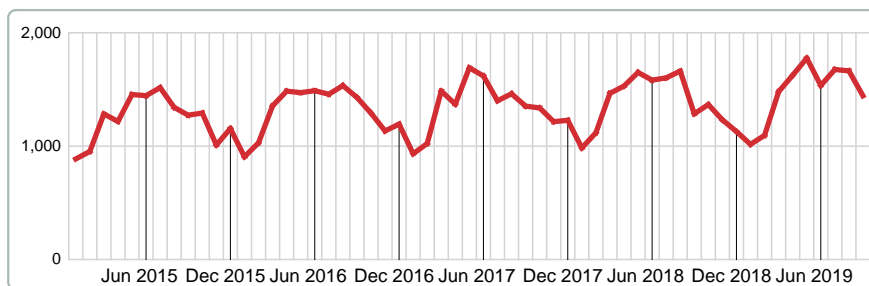
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

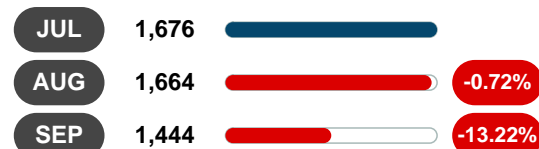


3 MONTHS

5 year SEP AVG = 1,357

High May 2019 1,776 Low Jan 2015 887

Closed Listings this month at 1,444 above the 5 yr SEP average of 1,357



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	146	10.11%	43.3	47	72	23	4
\$25,001 - \$75,000	142	9.83%	38.0	64	72	6	0
\$75,001 - \$125,000	186	12.88%	33.9	46	127	13	0
\$125,001 - \$175,000	348	24.10%	32.5	33	252	56	7
\$175,001 - \$225,000	255	17.66%	30.6	21	153	74	7
\$225,001 - \$325,000	226	15.65%	46.7	16	90	100	20
\$325,001 and up	141	9.76%	61.5	9	27	75	30
Total Closed Units	1,444			236	793	347	68
Total Closed Volume	267,977,578	100%	39.0	30.22M	121.11M	86.79M	29.87M
Average Closed Price	\$185,580			\$128,038	\$152,718	\$250,110	\$439,224

September 2019



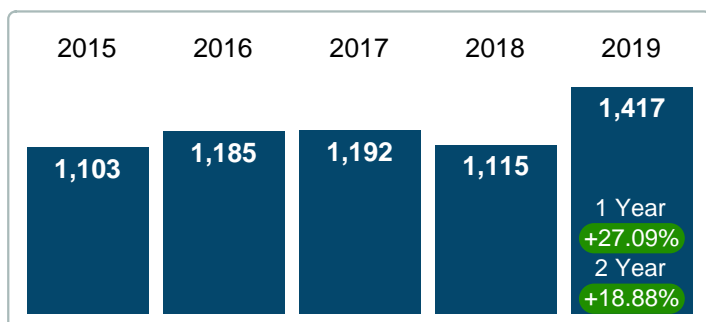
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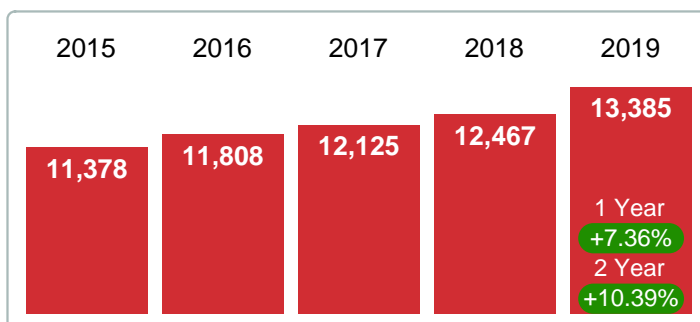
PENDING LISTINGS

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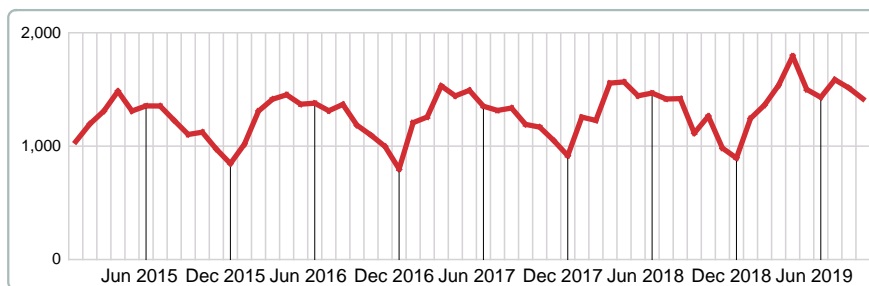
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

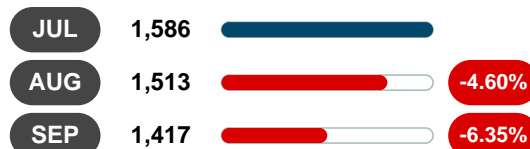


3 MONTHS

5 year SEP AVG = 1,202

High Apr 2019 1,794 Low Dec 2016 799

Pending Listings this month at 1,417 above the 5 yr SEP average of 1,202



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	74	5.22%	53.5	28	36	8	2
\$25,001 - \$100,000	247	17.43%	43.7	120	107	18	2
\$100,001 - \$125,000	109	7.69%	36.6	32	67	8	2
\$125,001 - \$175,000	340	23.99%	36.8	33	238	66	3
\$175,001 - \$250,000	311	21.95%	46.8	32	177	95	7
\$250,001 - \$350,000	191	13.48%	49.4	10	68	100	13
\$350,001 and up	145	10.23%	60.2	17	41	69	18
Total Pending Units	1,417			272	734	364	47
Total Pending Volume	284,127,969	100%	39.1	42.68M	128.92M	97.12M	15.41M
Average Listing Price	\$155,077			\$156,897	\$175,645	\$266,814	\$327,843

September 2019



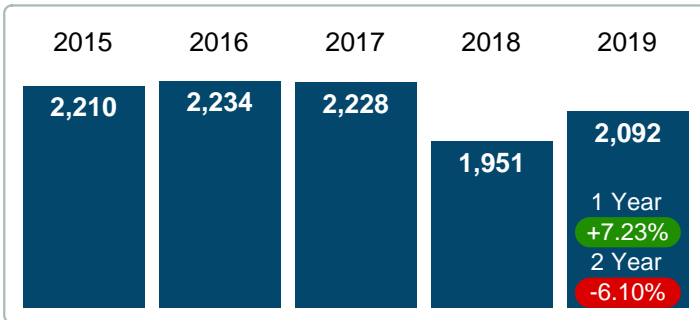
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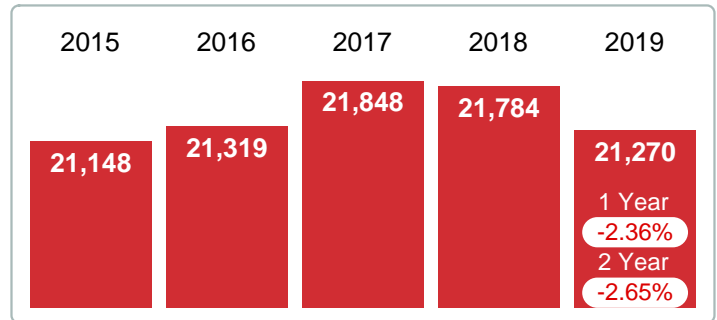
NEW LISTINGS

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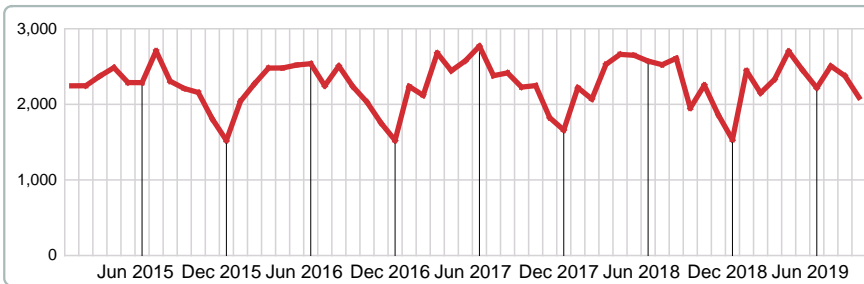
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

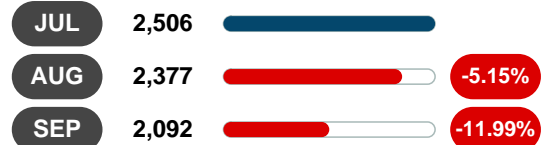


3 MONTHS

5 year SEP AVG = 2,143

High Jun 2017 2,770 Low Dec 2015 1,523

New Listings this month at **2,092**
below the 5 yr SEP average of **2,143**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	199	9.51%	62	99	31	7
\$10,001 - \$70,000	233	11.14%	176	46	10	1
\$70,001 - \$130,000	318	15.20%	150	150	15	3
\$130,001 - \$200,000	534	25.53%	94	325	105	10
\$200,001 - \$280,000	304	14.53%	34	147	110	13
\$280,001 - \$440,000	288	13.77%	28	92	145	23
\$440,001 and up	216	10.33%	57	28	84	47
Total New Listed Units	2,092		601	887	500	104
Total New Listed Volume	487,948,292	100%	122.56M	155.57M	157.58M	52.23M
Average New Listed Listing Price	\$120,777		\$203,926	\$175,392	\$315,163	\$502,254

September 2019



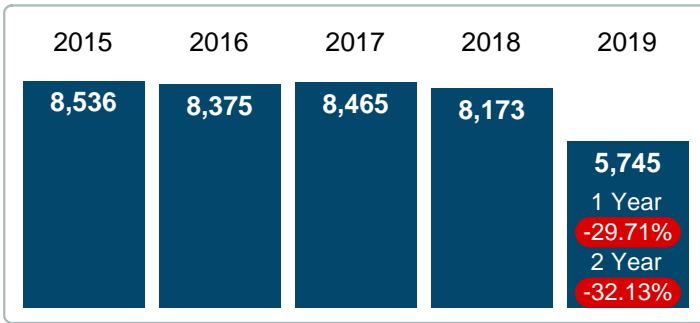
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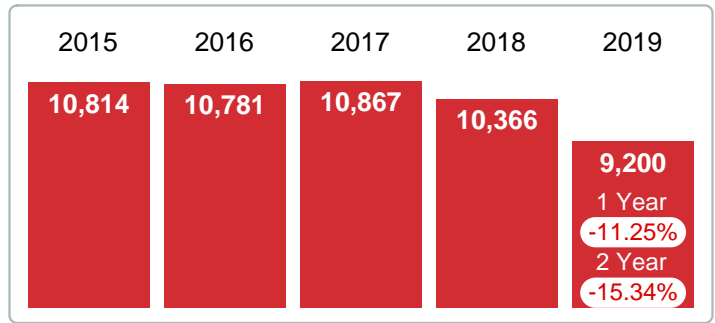
ACTIVE INVENTORY

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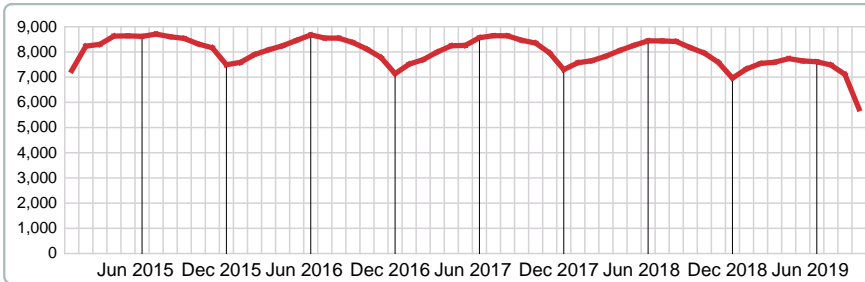
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

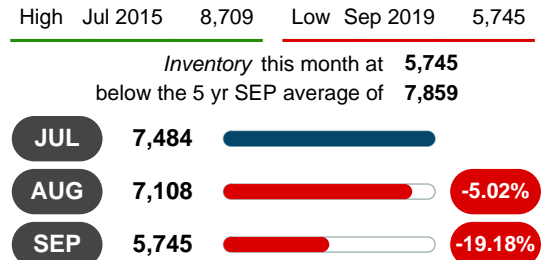


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7,859



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	489	8.51%	62.8	305	139	39	6
\$25,001 - \$75,000	741	12.90%	84.0	584	128	29	0
\$75,001 - \$150,000	933	16.24%	70.0	470	393	62	8
\$150,001 - \$250,000	1,322	23.01%	63.2	317	638	336	31
\$250,001 - \$375,000	937	16.31%	72.1	155	267	443	72
\$375,001 - \$625,000	756	13.16%	82.1	123	128	366	139
\$625,001 and up	567	9.87%	88.6	210	38	165	154
Total Active Inventory by Units	5,745			2,164	1,731	1,440	410
Total Active Inventory by Volume	1,768,147,670	100%	73.4	570.39M	352.44M	553.40M	291.92M
Average Active Inventory Listing Price	\$307,772			\$263,583	\$203,604	\$384,303	\$711,999

September 2019



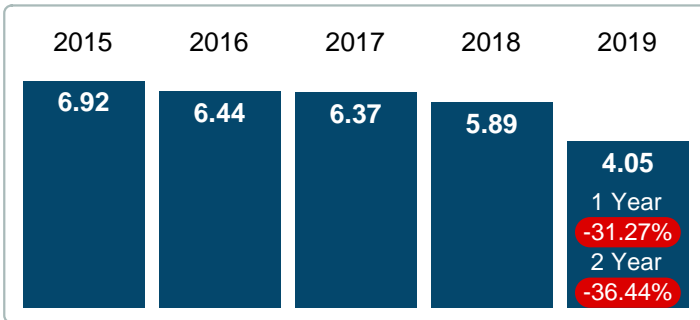
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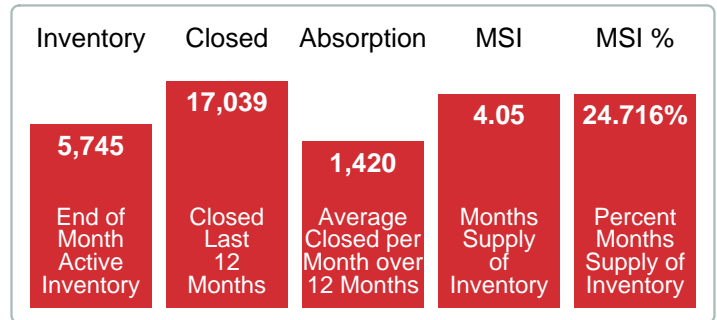
MONTHS SUPPLY of INVENTORY (MSI)

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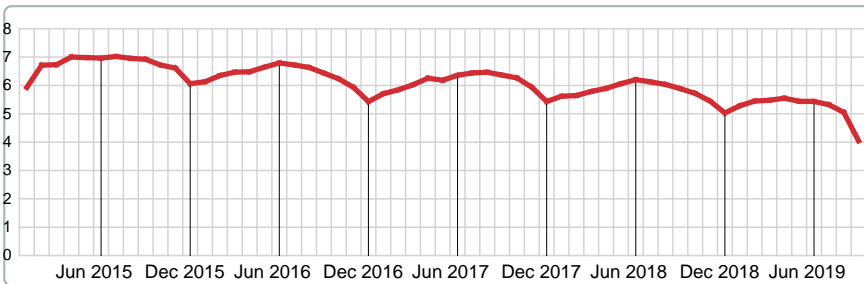
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

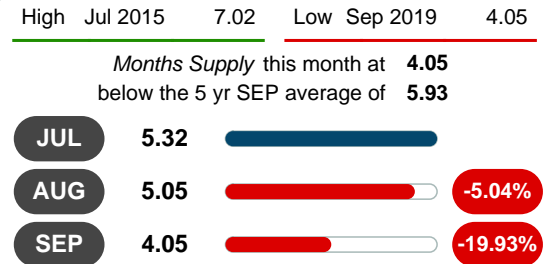


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.93



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
\$25,000 and less	489	8.51%	2.88	5.82	1.59	1.46	1.95
\$25,001 - \$75,000	741	12.90%	5.30	8.02	2.14	4.35	0.00
\$75,001 - \$150,000	933	16.24%	2.62	7.03	1.55	1.87	2.34
\$150,001 - \$250,000	1,322	23.01%	2.84	10.23	2.26	2.41	2.57
\$250,001 - \$375,000	937	16.31%	4.98	18.42	4.58	4.25	4.17
\$375,001 - \$625,000	756	13.16%	9.79	23.43	8.44	8.53	9.99
\$625,001 and up	567	9.87%	24.30	84.00	12.32	16.36	20.09
Market Supply of Inventory (MSI)			4.05	9.04	2.28	3.96	7.08
Total Active Inventory by Units		100%	4.05	2,164	1,731	1,440	410

September 2019



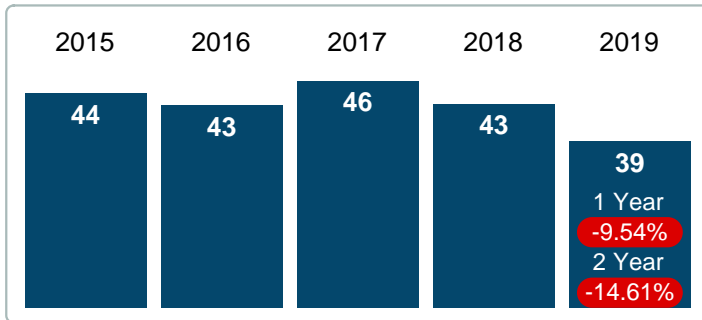
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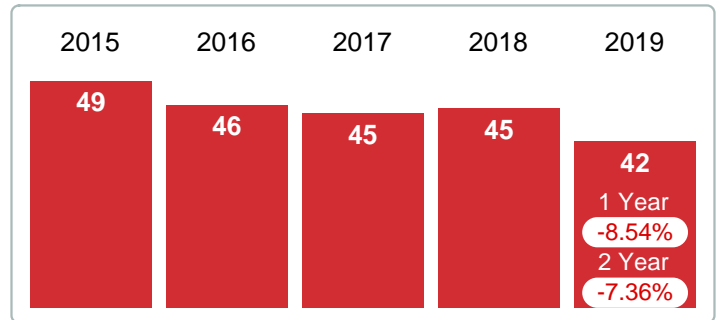
AVERAGE DAYS ON MARKET TO SALE

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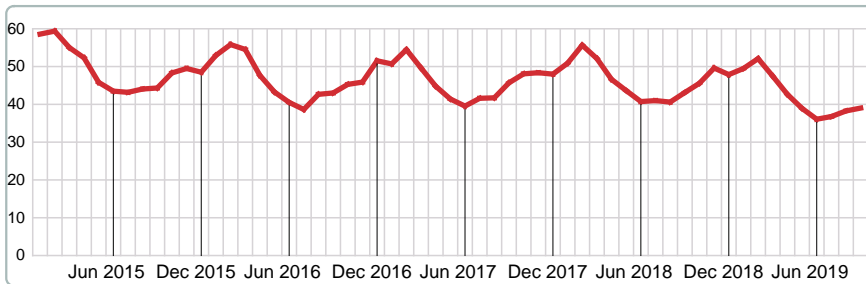
SEPTEMBER



YEAR TO DATE (YTD)

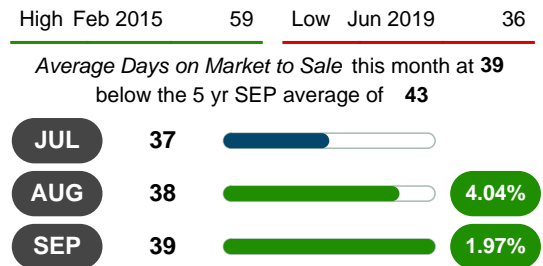


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43



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	10.11%	43	57	38	37	15
\$25,001 - \$75,000	9.83%	38	43	33	46	0
\$75,001 - \$125,000	12.88%	34	40	33	21	0
\$125,001 - \$175,000	24.10%	32	46	29	42	30
\$175,001 - \$225,000	17.66%	31	36	26	37	45
\$225,001 - \$325,000	15.65%	47	67	47	40	62
\$325,001 and up	9.76%	61	62	39	70	61
Average Closed DOM		39	47	33	45	54
Total Closed Units	100%	39	236	793	347	68
Total Closed Volume		267,977,578	30.22M	121.11M	86.79M	29.87M

September 2019



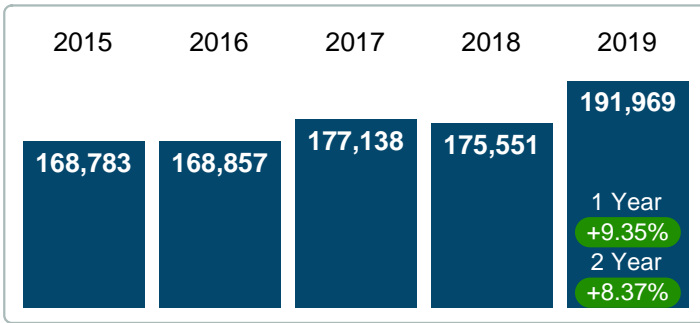
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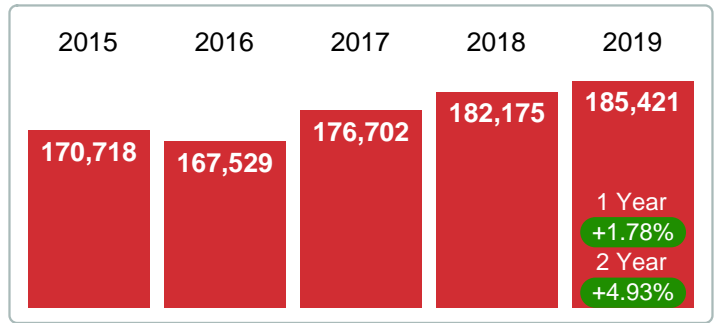
AVERAGE LIST PRICE AT CLOSING

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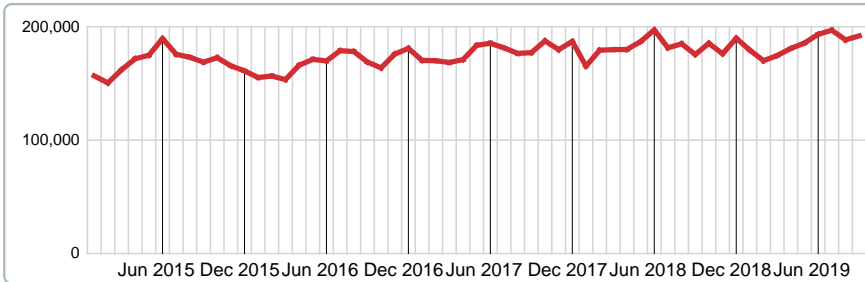
SEPTEMBER



YEAR TO DATE (YTD)

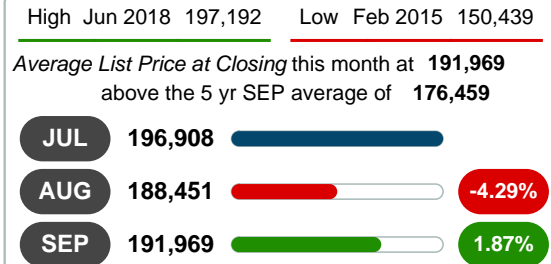


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 176,459



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	9.42%	4,909	16,436	2,676	1,546	1,786
\$25,001 - \$75,000	9.56%	54,182	54,178	61,268	70,150	0
\$75,001 - \$125,000	13.57%	104,174	102,754	108,678	109,231	0
\$125,001 - \$175,000	23.34%	153,230	157,182	153,993	154,960	159,978
\$175,001 - \$225,000	17.38%	199,504	206,350	200,832	206,097	202,028
\$225,001 - \$325,000	16.14%	265,495	291,263	263,113	273,354	292,945
\$325,001 and up	10.60%	555,983	977,000	454,094	480,635	793,125
Average List Price		191,969	135,340	156,217	257,027	473,439
Total Closed Units	100%	1,444	236	793	347	68
Total Closed Volume		277,202,612	31.94M	123.88M	89.19M	32.19M

September 2019



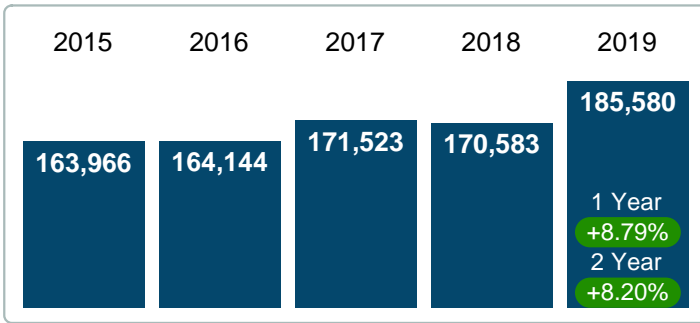
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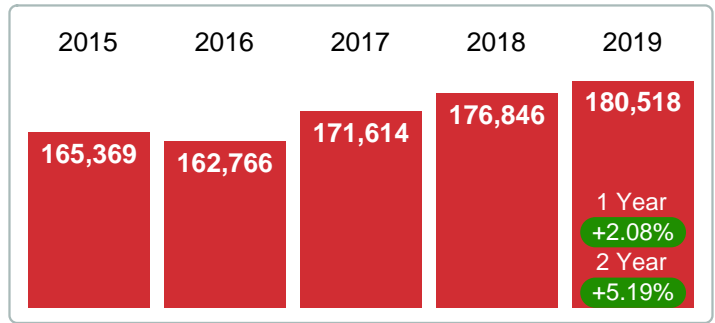
AVERAGE SOLD PRICE AT CLOSING

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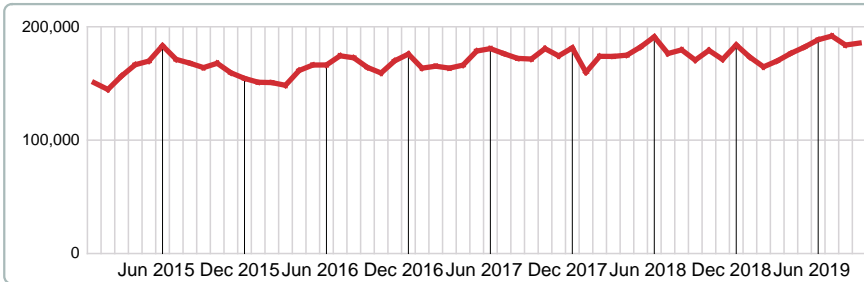
SEPTEMBER



YEAR TO DATE (YTD)

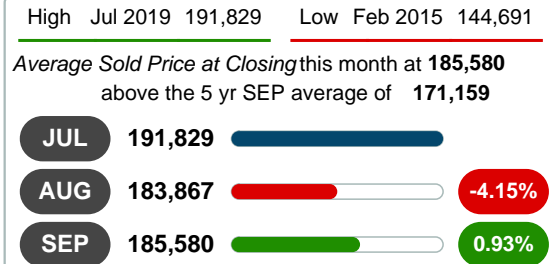


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 171,159



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	10.11%	5,814	13,736	2,228	1,554	1,786
\$25,001 - \$75,000	9.83%	54,626	50,485	57,408	65,400	0
\$75,001 - \$125,000	12.88%	102,997	98,751	104,536	102,985	0
\$125,001 - \$175,000	24.10%	151,846	149,816	151,973	152,888	148,500
\$175,001 - \$225,000	17.66%	199,043	200,510	197,062	202,769	198,529
\$225,001 - \$325,000	15.65%	266,133	274,266	259,485	268,303	278,695
\$325,001 and up	9.76%	542,343	917,208	434,594	461,659	728,566
Average Sold Price		185,580	128,038	152,718	250,110	439,224
Total Closed Units	100%	1,444	236	793	347	68
Total Closed Volume		267,977,578	30.22M	121.11M	86.79M	29.87M

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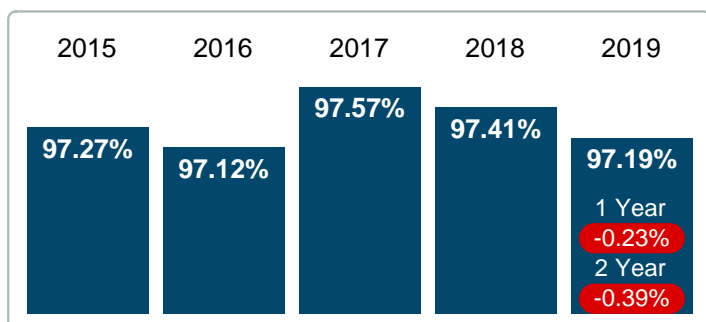
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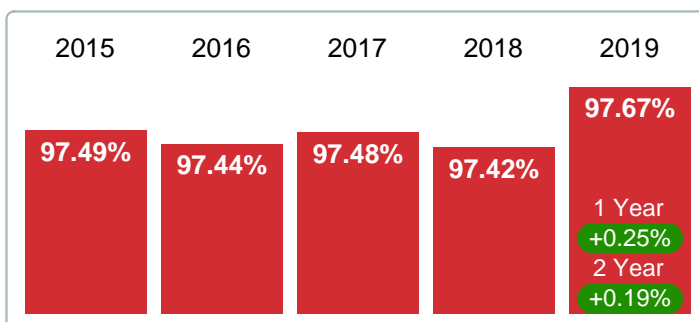
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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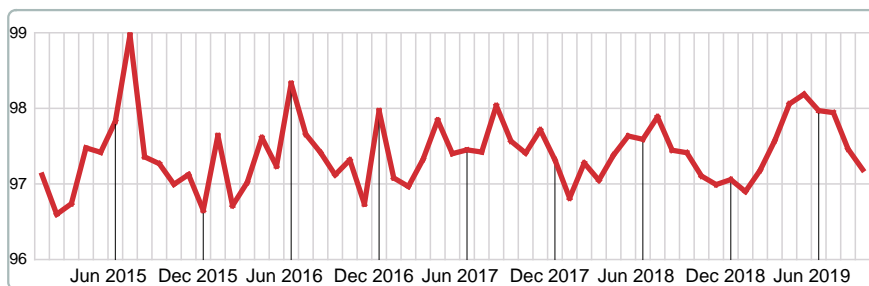
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

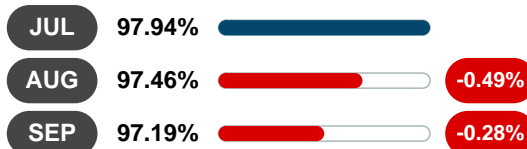


3 MONTHS

5 year SEP AVG = 97.31%

High Jul 2015 98.97% Low Feb 2015 96.60%

Average Sold/List Ratio this month at **97.19%**
 equal to 5 yr SEP average of **97.31%**



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	146	10.11%	95.97%	89.19%	98.70%	100.59%	100.00%
\$25,001 - \$75,000	142	9.83%	94.20%	94.27%	94.22%	93.23%	0.00%
\$75,001 - \$125,000	186	12.88%	96.53%	96.53%	96.70%	94.81%	0.00%
\$125,001 - \$175,000	348	24.10%	98.40%	96.04%	98.78%	98.71%	93.15%
\$175,001 - \$225,000	255	17.66%	98.28%	97.35%	98.28%	98.56%	98.32%
\$225,001 - \$325,000	226	15.65%	97.99%	94.50%	98.71%	98.26%	96.20%
\$325,001 and up	141	9.76%	96.10%	92.87%	96.74%	96.64%	95.15%
Average Sold/List Ratio		97.20%		94.18%	97.85%	97.98%	95.87%
Total Closed Units		1,444	100%	236	793	347	68
Total Closed Volume		267,977,578		30.22M	121.11M	86.79M	29.87M

September 2019



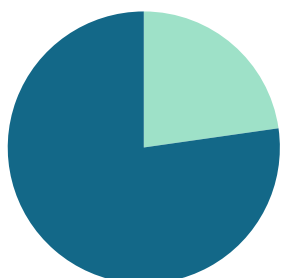
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

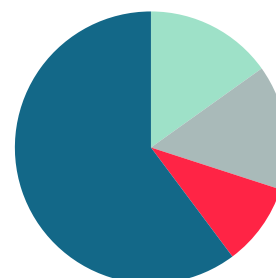


Inventory
 New Listings
2,092 = 22.74%
 Start Inventory
7,107
 Total Inventory Units
9,199
 Volume
\$2,549,067,018

Market Activity

Closed Sales
1,444 = 15.13%
 Pending Sales
1,417 = 14.85%
 Other Off Market
935 = 9.80%
 Active Inventory
5,745 = 60.21%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,285	1,444	12.37%	12,879	13,311	3.35%
Pending Sales	1,115	1,417	27.09%	12,467	13,385	7.36%
New Listings	1,951	2,092	7.23%	21,784	21,270	-2.36%
Average List Price	175,551	191,969	9.35%	182,175	185,421	1.78%
Average Sale Price	170,583	185,580	8.79%	176,846	180,518	2.08%
Average Percent of Selling Price to List Price	97.41%	97.19%	-0.23%	97.42%	97.67%	0.25%
Average Days on Market to Sale	43.13	39.02	-9.54%	45.42	41.54	-8.54%
Monthly Inventory	8,173	5,745	-29.71%	8,173	5,745	-29.71%
Months Supply of Inventory	5.89	4.05	-31.27%	5.89	4.05	-31.27%

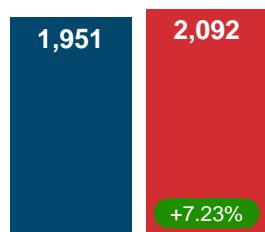
Absorption: Last 12 months, an Average of **1,420** Sales/Month

Inventory on September 30, 2019 = **5,745** 2018 2019

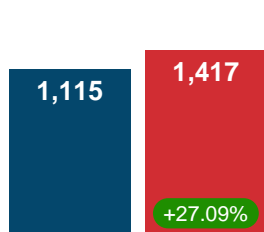
SEPTEMBER MARKET

AVERAGE PRICES

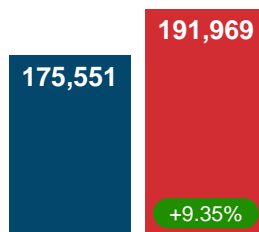
New Listings



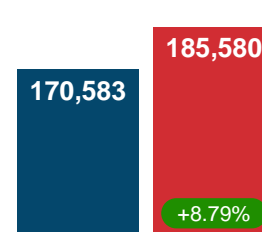
Pending Listings



List Price



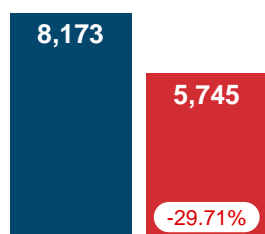
Sale Price



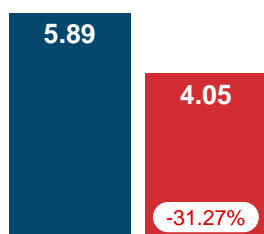
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

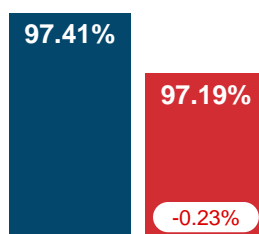
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

