

September 2019



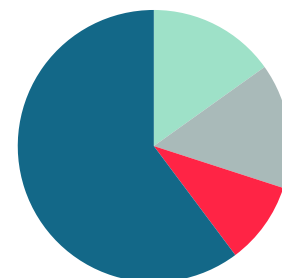
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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%
Median List Price	154,900	164,900	6.46%
Median Sale Price	150,000	160,250	6.83%
Median Percent of Selling Price to List Price	98.95%	99.22%	0.28%
Median Days on Market to Sale	27.00	20.00	-25.93%
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.

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 **6.83%** in September 2019 to \$160,250 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 7.00 days or **25.93%** in September 2019 compared to last year's same month at **27.00** 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 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

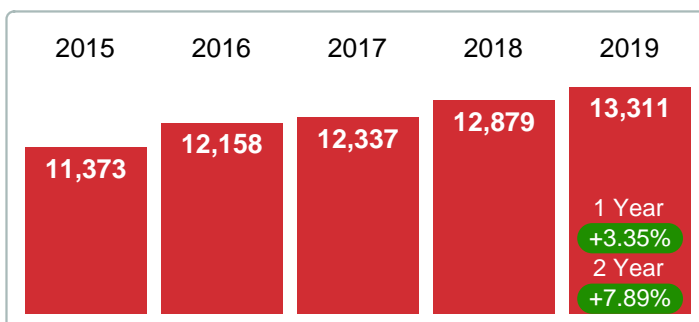
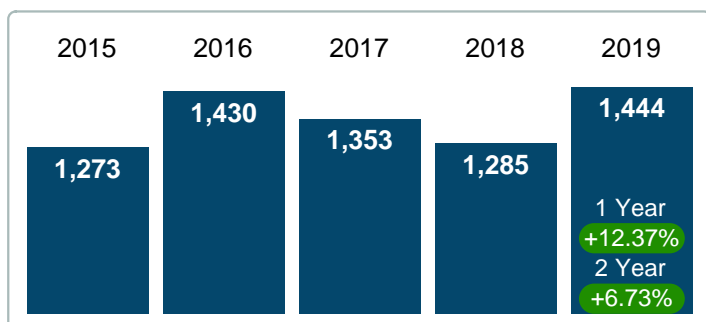


CLOSED LISTINGS

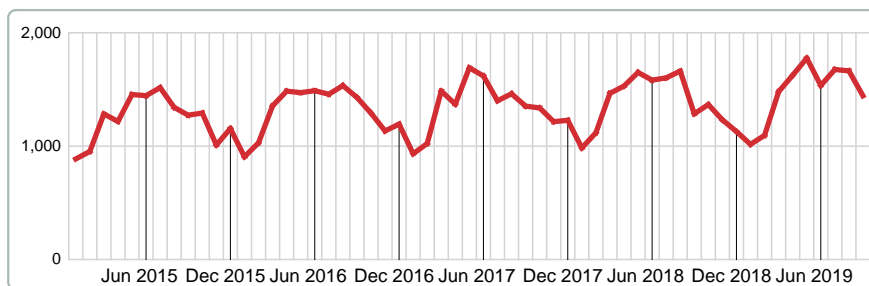
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SEPTEMBER

YEAR TO DATE (YTD)

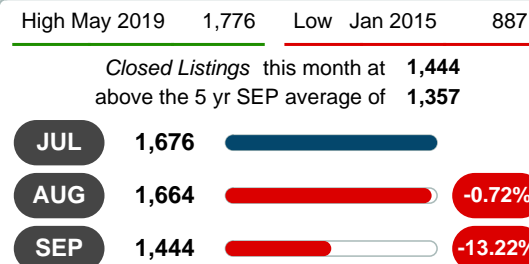


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,357



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	146	10.11%	34.0	47	72	23	4
\$25,001 - \$75,000	142	9.83%	22.0	64	72	6	0
\$75,001 - \$125,000	186	12.88%	15.0	46	127	13	0
\$125,001 - \$175,000	348	24.10%	16.0	33	252	56	7
\$175,001 - \$225,000	255	17.66%	15.0	21	153	74	7
\$225,001 - \$325,000	226	15.65%	23.0	16	90	100	20
\$325,001 and up	141	9.76%	49.0	9	27	75	30
Total Closed Units	1,444			236	793	347	68
Total Closed Volume	267,977,578	100%	20.0	30.22M	121.11M	86.79M	29.87M
Median Closed Price	\$160,250			\$81,250	\$153,000	\$228,750	\$307,550

September 2019



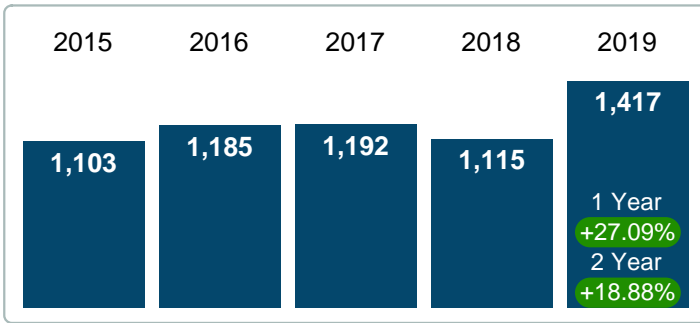
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



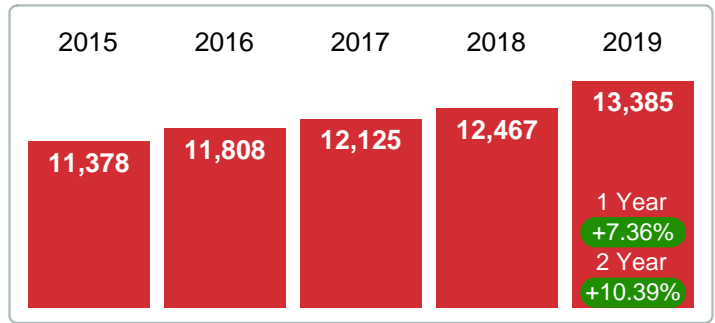
PENDING LISTINGS

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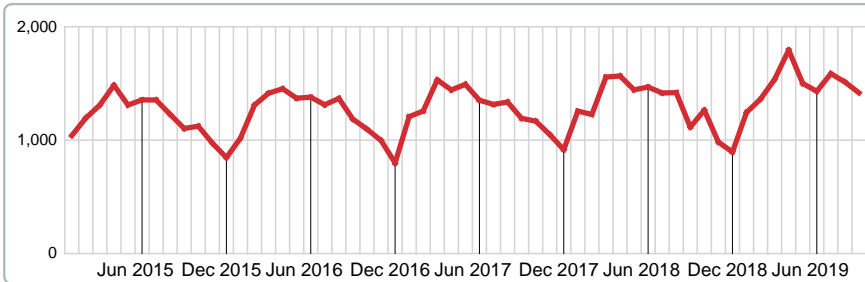
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

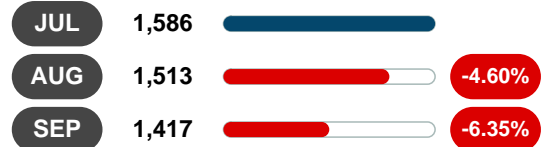


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	74	5.22%	35.5	28	36	8	2
\$25,001 - \$100,000	247	17.43%	21.0	120	107	18	2
\$100,001 - \$125,000	109	7.69%	16.0	32	67	8	2
\$125,001 - \$175,000	340	23.99%	20.0	33	238	66	3
\$175,001 - \$250,000	311	21.95%	32.0	32	177	95	7
\$250,001 - \$350,000	191	13.48%	36.0	10	68	100	13
\$350,001 and up	145	10.23%	43.0	17	41	69	18
Total Pending Units	1,417			272	734	364	47
Total Pending Volume	284,127,969	100%	26.0	42.68M	128.92M	97.12M	15.41M
Median Listing Price	\$167,000			\$87,250	\$158,769	\$239,900	\$300,000

September 2019



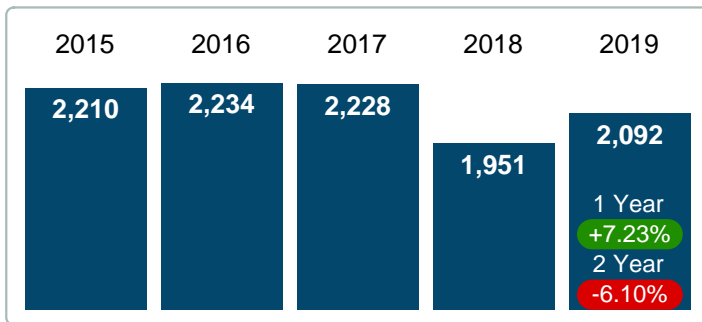
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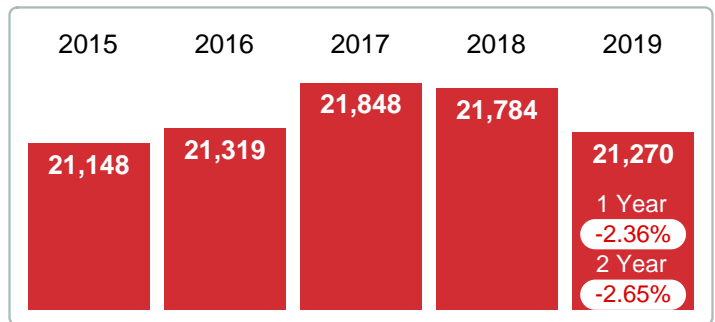
NEW LISTINGS

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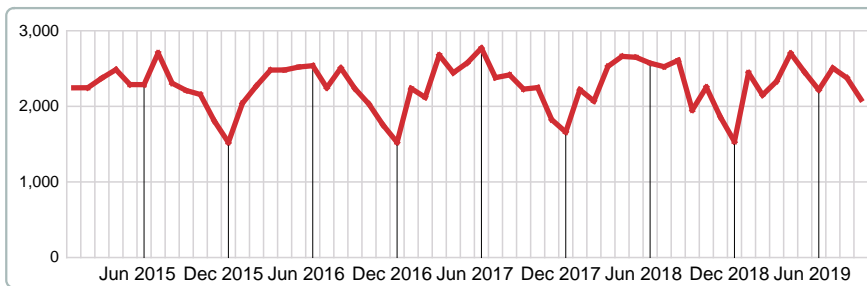
SEPTEMBER



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
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	447	21.37%	251	147	41	8
\$75,001-\$125,000	270	12.91%	131	122	14	3
\$125,001-\$200,000	567	27.10%	100	351	106	10
\$200,001-\$275,000	287	13.72%	34	140	100	13
\$275,001-\$425,000	292	13.96%	27	94	148	23
\$425,001 and up	229	10.95%	58	33	91	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
Median New Listed Listing Price	\$169,950		\$87,000	\$160,000	\$269,700	\$401,700

September 2019



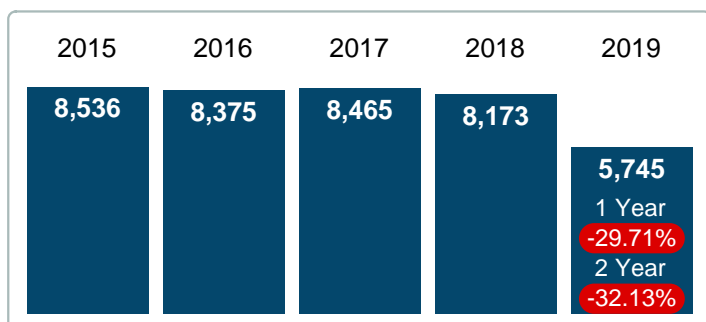
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



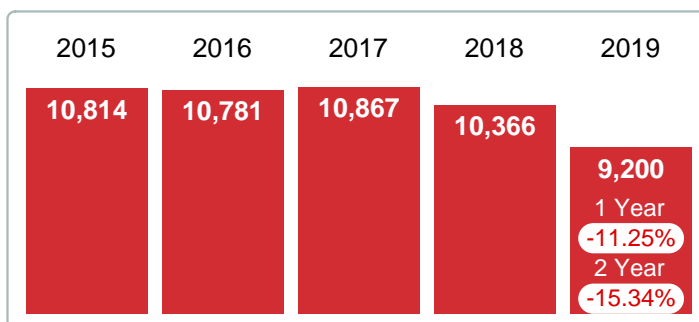
ACTIVE INVENTORY

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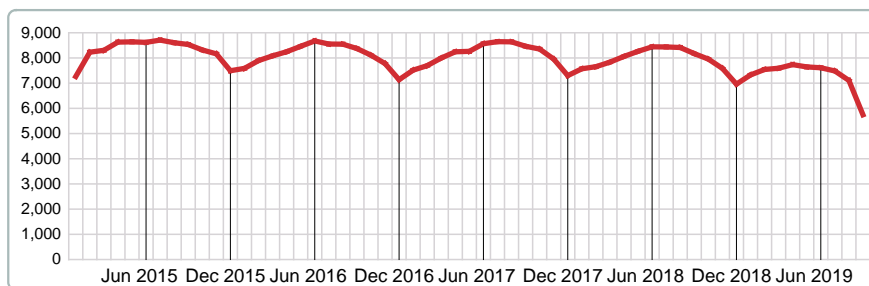
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

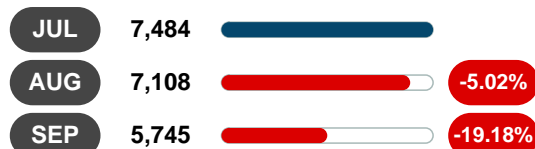


3 MONTHS

5 year SEP AVG = 7,859

High Jul 2015 8,709 Low Sep 2019 5,745

Inventory this month at **5,745**
below the 5 yr SEP average of **7,859**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	489	8.51%	48.0	305	139	39	6
\$25,001 - \$75,000	741	12.90%	70.0	584	128	29	0
\$75,001 - \$150,000	933	16.24%	47.0	470	393	62	8
\$150,001 - \$250,000	1,322	23.01%	52.0	317	638	336	31
\$250,001 - \$375,000	937	16.31%	63.0	155	267	443	72
\$375,001 - \$625,000	756	13.16%	73.0	123	128	366	139
\$625,001 and up	567	9.87%	77.0	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%	60.0	570.39M	352.44M	553.40M	291.92M
Median Active Inventory Listing Price	\$195,000			\$99,000	\$172,804	\$314,900	\$527,000

September 2019



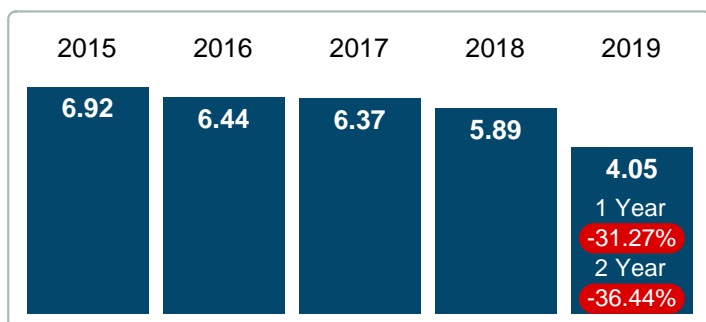
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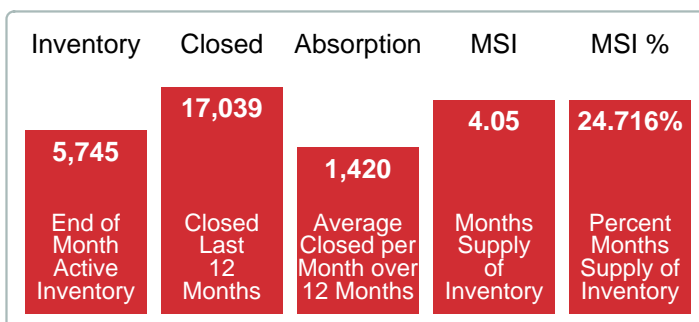
MONTHS SUPPLY of INVENTORY (MSI)

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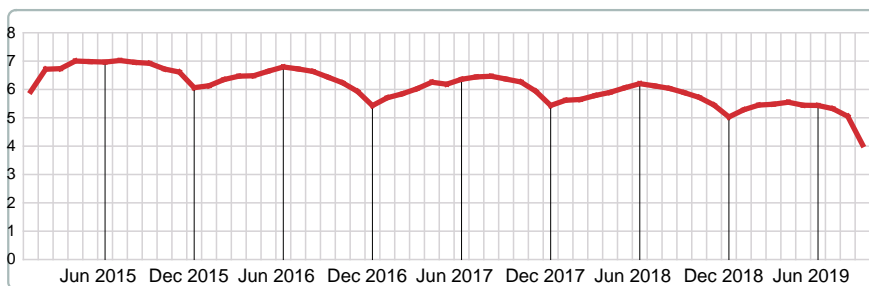
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

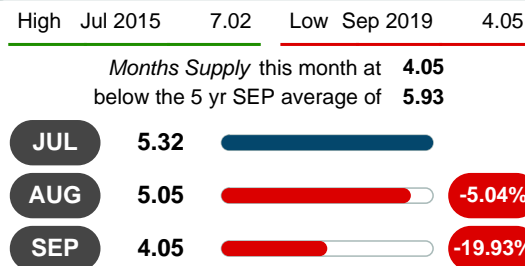


5 YEAR MARKET ACTIVITY TRENDS



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



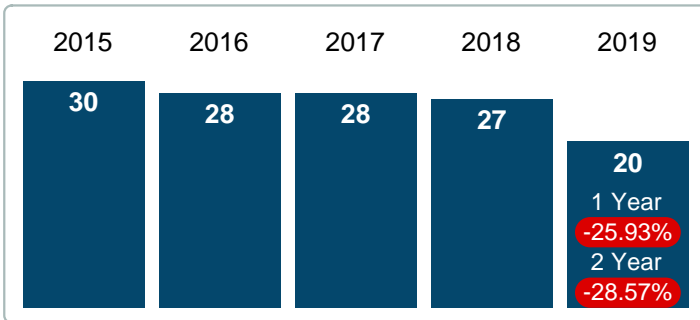
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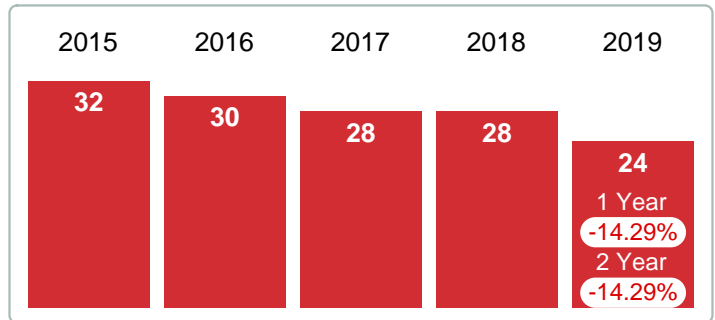
MEDIAN DAYS ON MARKET TO SALE

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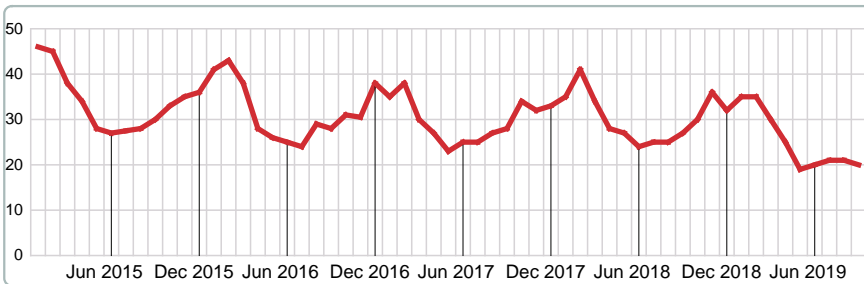
SEPTEMBER



YEAR TO DATE (YTD)

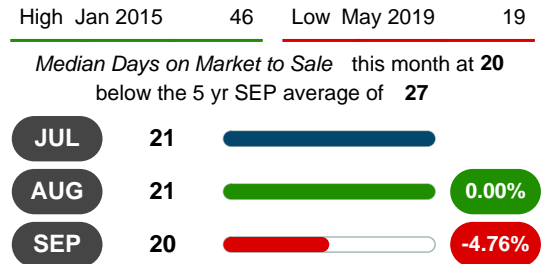


5 YEAR MARKET ACTIVITY TRENDS



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	10.11%	34	45	29	36	15
\$25,001 - \$75,000	9.83%	22	25	20	15	0
\$75,001 - \$125,000	12.88%	15	16	15	9	0
\$125,001 - \$175,000	24.10%	16	20	14	27	11
\$175,001 - \$225,000	17.66%	15	4	11	27	6
\$225,001 - \$325,000	15.65%	23	45	23	21	46
\$325,001 and up	9.76%	49	59	18	62	56
Median Closed DOM		20	26	16	28	37
Total Closed Units	100%	20.0	236	793	347	68
Total Closed Volume		267,977,578	30.22M	121.11M	86.79M	29.87M

September 2019



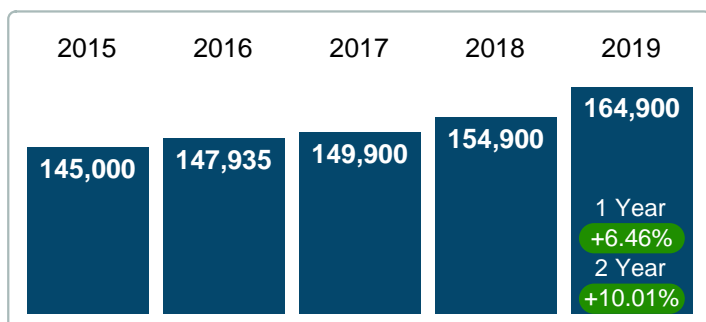
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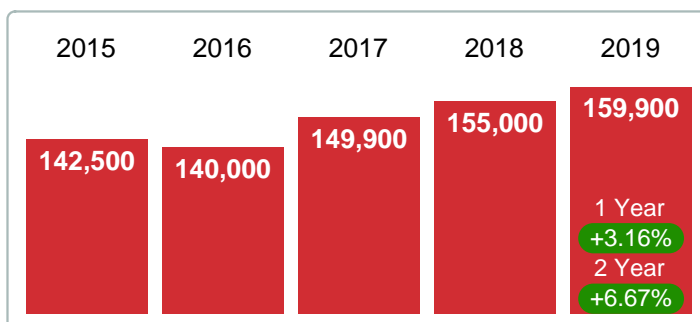
MEDIAN LIST PRICE AT CLOSING

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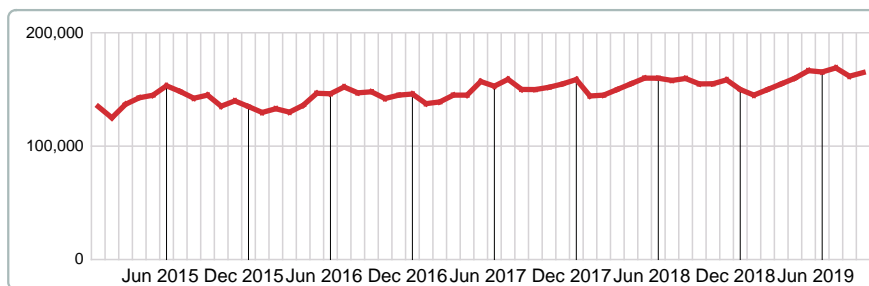
SEPTEMBER



YEAR TO DATE (YTD)

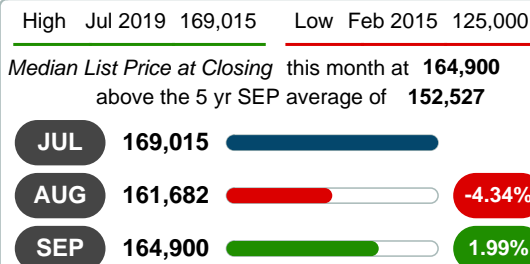


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 152,527



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	136	9.42%	1,350	15,000	1,198	1,445	1,623
\$25,001 - \$75,000	138	9.56%	57,650	50,000	61,500	67,000	0
\$75,001 - \$125,000	196	13.57%	105,125	99,000	109,900	110,000	0
\$125,001 - \$175,000	337	23.34%	154,896	149,900	154,133	162,742	152,500
\$175,001 - \$225,000	251	17.38%	199,000	191,803	195,000	205,000	196,500
\$225,001 - \$325,000	233	16.14%	262,000	285,000	250,000	265,000	279,900
\$325,001 and up	153	10.60%	425,000	499,000	395,000	399,900	537,500
Median List Price			164,900	85,250	154,900	229,999	319,950
Total Closed Units		100%	1,444	236	793	347	68
Total Closed Volume			277,202,612	31.94M	123.88M	89.19M	32.19M

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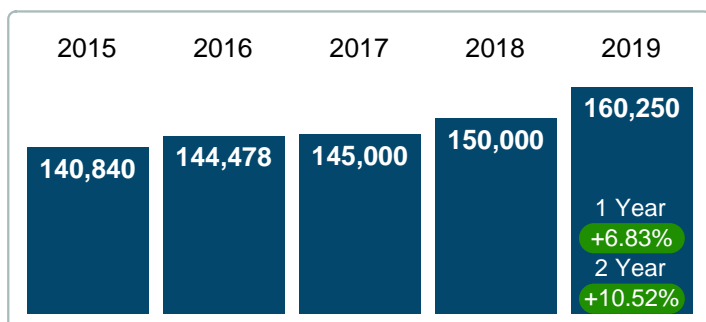
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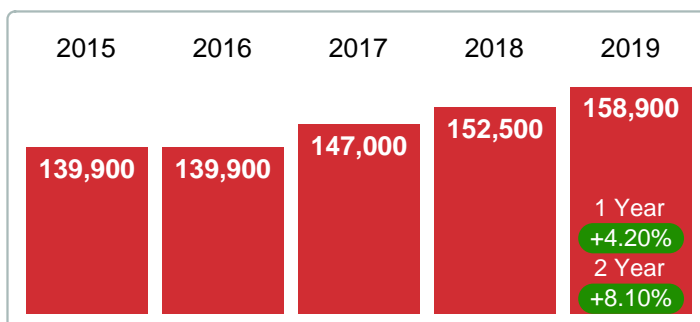
MEDIAN SOLD PRICE AT CLOSING

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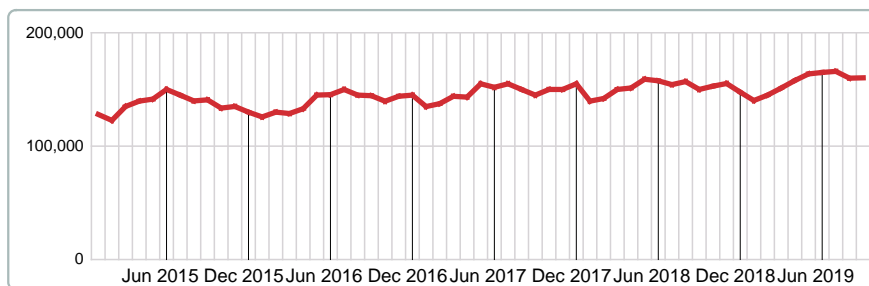
SEPTEMBER



YEAR TO DATE (YTD)

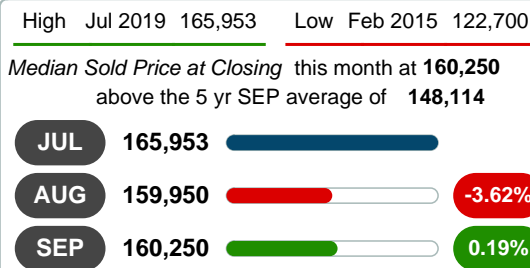


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 148,114



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	146	10.11%	1,395	17,300	1,200	1,445	1,623
\$25,001 - \$75,000	142	9.83%	59,450	50,000	60,000	65,500	0
\$75,001 - \$125,000	186	12.88%	104,500	98,000	105,000	105,000	0
\$125,001 - \$175,000	348	24.10%	154,270	155,000	153,000	154,750	143,000
\$175,001 - \$225,000	255	17.66%	198,000	192,550	195,000	203,418	198,000
\$225,001 - \$325,000	226	15.65%	263,950	274,000	255,000	265,000	280,950
\$325,001 and up	141	9.76%	415,000	455,000	397,000	398,500	541,250
Median Sold Price			160,250	81,250	153,000	228,750	307,550
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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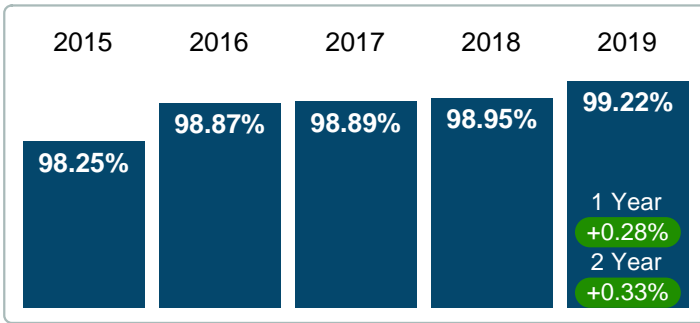
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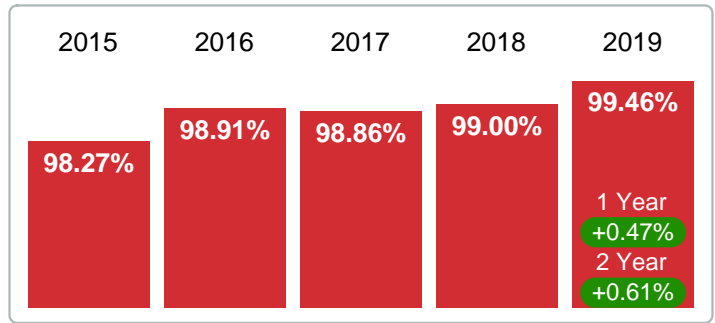
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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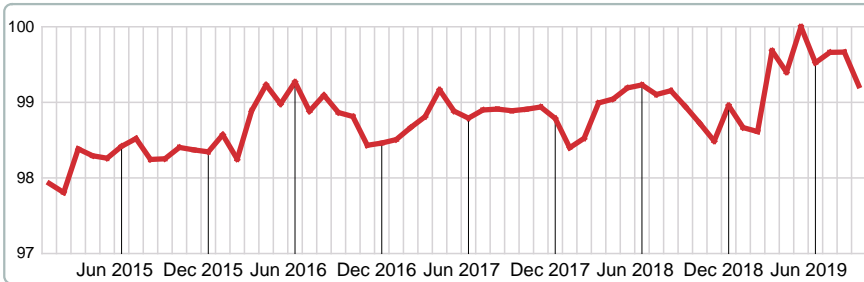
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

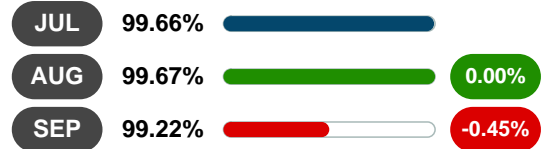


3 MONTHS

5 year SEP AVG = 98.83%

High May 2019 100.00% Low Feb 2015 97.81%

Median Sold/List Ratio this month at **99.22%**
equal to 5 yr SEP average of **98.83%**



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	146	10.11%	100.00%	93.33%	100.00%	100.00%	100.00%
\$25,001 - \$75,000	142	9.83%	94.81%	95.86%	94.34%	92.49%	0.00%
\$75,001 - \$125,000	186	12.88%	98.30%	98.75%	98.80%	93.75%	0.00%
\$125,001 - \$175,000	348	24.10%	100.00%	97.22%	100.00%	100.00%	95.33%
\$175,001 - \$225,000	255	17.66%	99.77%	98.57%	99.55%	100.00%	99.11%
\$225,001 - \$325,000	226	15.65%	98.78%	96.52%	100.00%	98.57%	98.40%
\$325,001 and up	141	9.76%	97.18%	94.44%	97.36%	97.39%	96.58%
Median Sold/List Ratio		99.22%		96.98%	100.00%	98.90%	97.61%
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



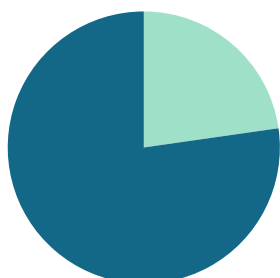
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

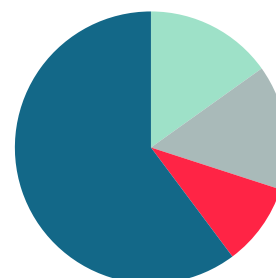


Inventory
 New Listings
2,092 = 22.74%
 Start Inventory
7,107
 Total Inventory Units
9,199
 Volume
\$2,549,067,018

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%
Median List Price	154,900	164,900	6.46%	155,000	159,900	3.16%
Median Sale Price	150,000	160,250	6.83%	152,500	158,900	4.20%
Median Percent of Selling Price to List Price	98.95%	99.22%	0.28%	99.00%	99.46%	0.47%
Median Days on Market to Sale	27.00	20.00	-25.93%	28.00	24.00	-14.29%
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%

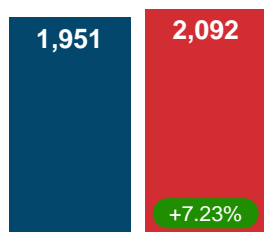
Absorption: Last 12 months, an Average of **1,420** Sales/Month

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

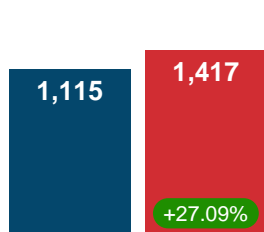
SEPTEMBER MARKET

MEDIAN PRICES

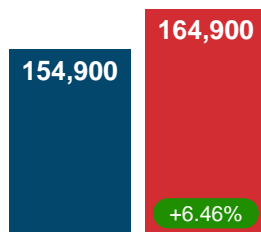
New Listings



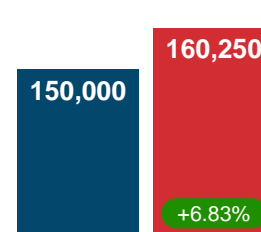
Pending Listings



List Price



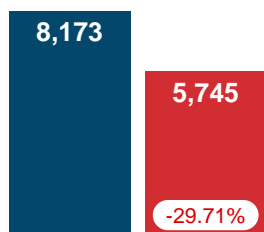
Sale Price



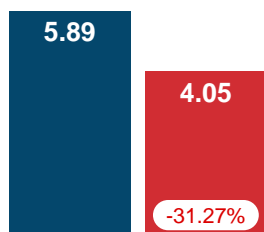
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

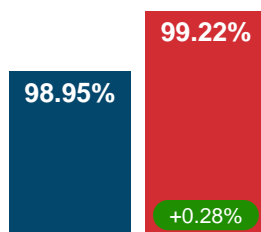
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

