

September 2019



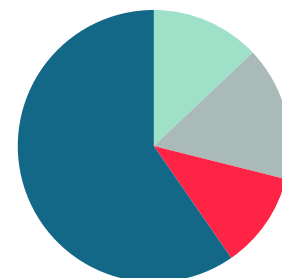
Area Delimited by School District Owasso - Sch Dist (11)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	83	86	3.61%
Pending Listings	76	106	39.47%
New Listings	145	179	23.45%
Average List Price	177,012	232,648	31.43%
Average Sale Price	174,835	229,068	31.02%
Average Percent of Selling Price to List Price	99.15%	98.85%	-0.30%
Average Days on Market to Sale	39.43	40.15	1.82%
End of Month Inventory	510	396	-22.35%
Months Supply of Inventory	4.96	3.85	-22.42%



■ Closed (12.95%)
■ Pending (15.96%)
■ Other OffMarket (11.45%)
■ Active (59.64%)

Absorption: Last 12 months, an Average of **103** Sales/Month
Active Inventory as of September 30, 2019 = **396**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **22.35%** to 396 existing homes available for sale. Over the last 12 months this area has had an average of 103 closed sales per month. This represents an unsold inventory index of **3.85** 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 **31.02%** in September 2019 to \$229,068 versus the previous year at \$174,835.

Average Days on Market Lengthens

The average number of **40.15** days that homes spent on the market before selling increased by 0.72 days or **1.82%** in September 2019 compared to last year's same month at **39.43** DOM.

Sales Success for September 2019 is Positive

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

There were 179 New Listings in September 2019, up **23.45%** from last year at 145. Furthermore, there were 86 Closed Listings this month versus last year at 83, a **3.61%** increase.

Closed versus Listed trends yielded a **48.0%** ratio, down from previous year's, September 2018, at **57.2%**, a **16.07%** 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 Owasso - Sch Dist (11)

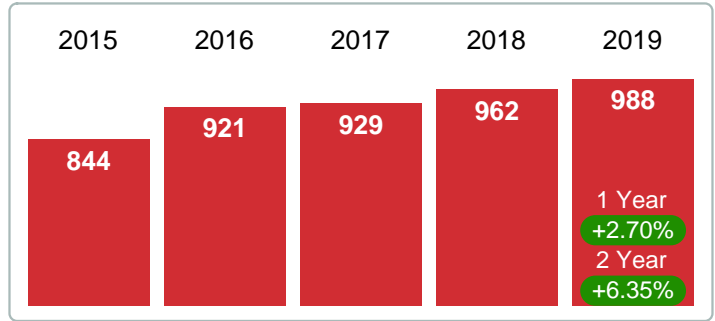
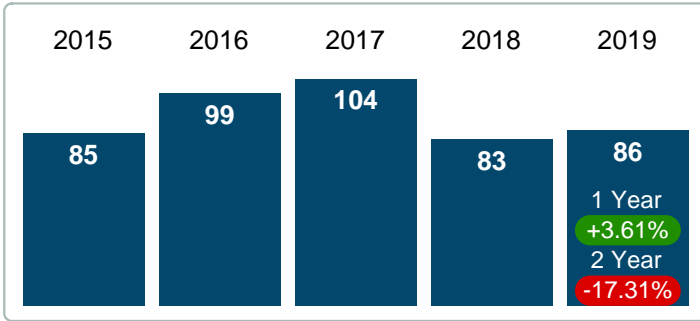


CLOSED LISTINGS

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

SEPTEMBER

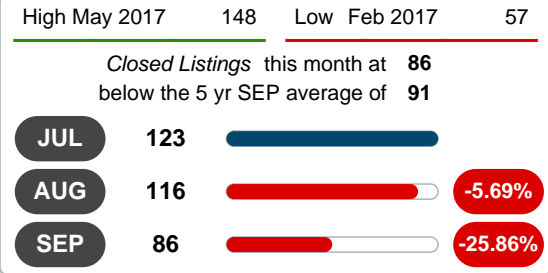
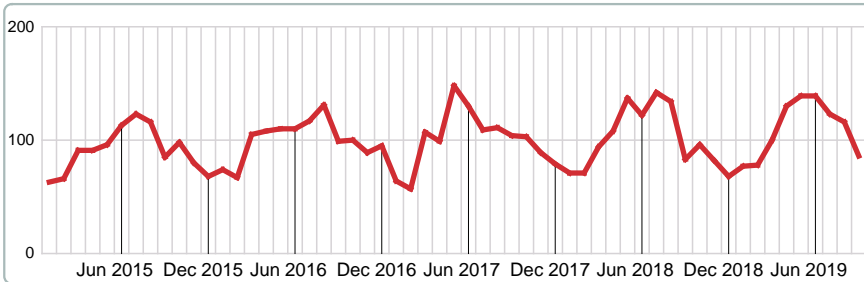
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year SEP AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$150,000	20	23.26%	26.6	5	11	4	0
\$150,001-\$150,000	0	0.00%	0.0	0	0	0	0
\$150,001-\$225,000	33	38.37%	37.9	0	24	9	0
\$225,001-\$275,000	11	12.79%	33.5	0	2	9	0
\$275,001-\$375,000	10	11.63%	48.8	0	3	5	2
\$375,001 and up	12	13.95%	67.8	1	1	10	0
Total Closed Units	86			6	41	37	2
Total Closed Volume	19,699,820	100%	40.2	1.95M	6.76M	10.39M	592.00K
Average Closed Price	\$229,068			\$325,413	\$164,994	\$280,827	\$296,000

September 2019



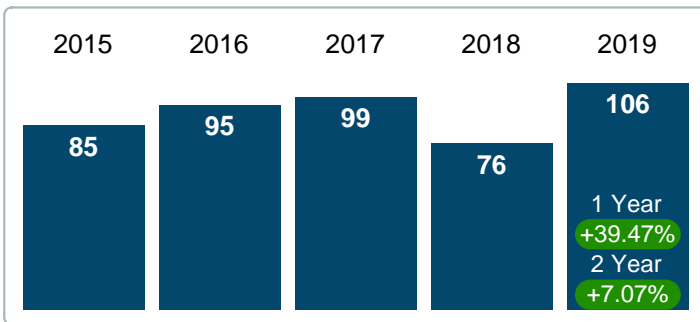
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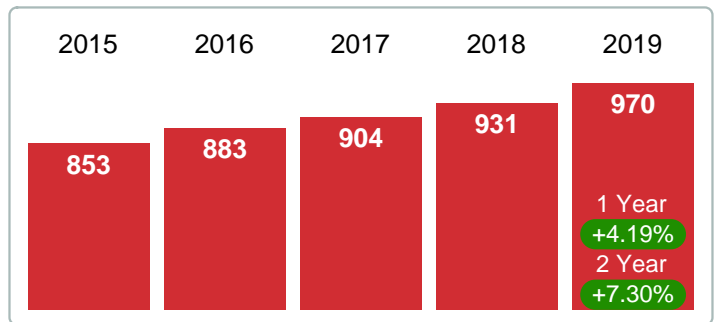
PENDING LISTINGS

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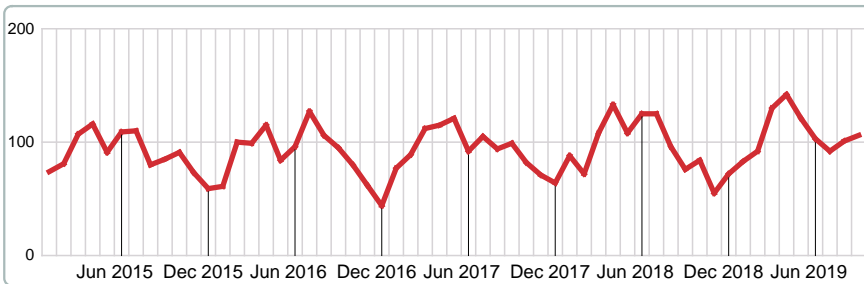
SEPTEMBER



YEAR TO DATE (YTD)

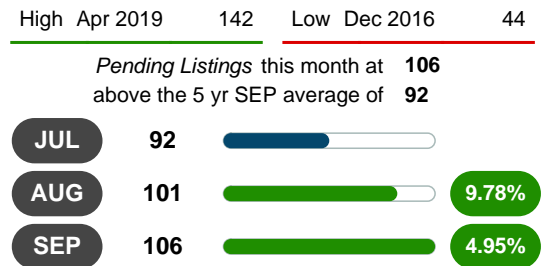


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 92



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	9.43%	17.1	3	5	1	1
\$125,001 - \$150,000	13	12.26%	38.6	1	10	2	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	44	41.51%	34.6	1	28	15	0
\$250,001 - \$275,000	6	5.66%	60.8	0	2	4	0
\$275,001 - \$425,000	22	20.75%	57.0	0	4	16	2
\$425,001 and up	11	10.38%	77.8	2	1	7	1
Total Pending Units	106			7	50	45	4
Total Pending Volume	27,162,205	100%	37.3	2.47M	9.33M	14.33M	1.03M
Average Listing Price	\$176,934			\$352,929	\$186,668	\$318,342	\$258,225

September 2019



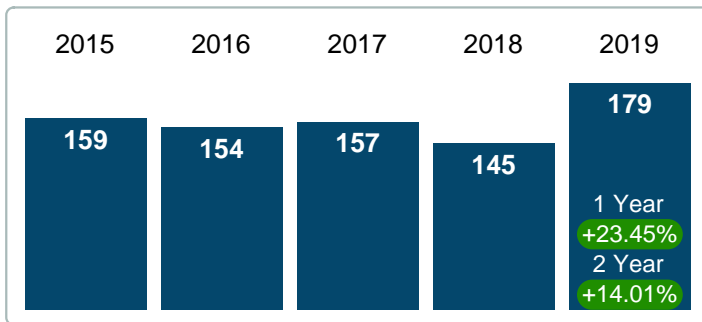
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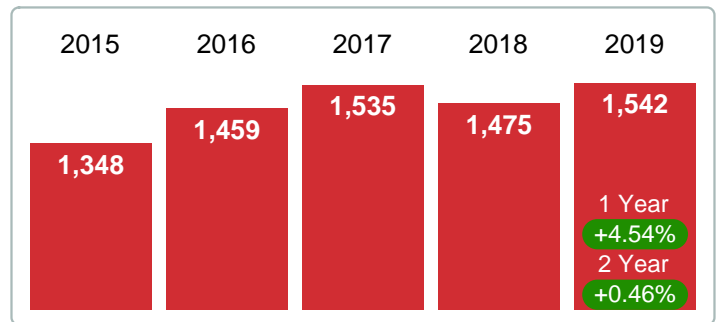
NEW LISTINGS

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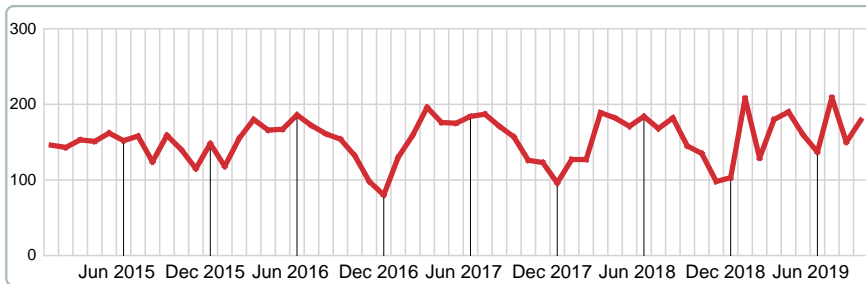
SEPTEMBER



YEAR TO DATE (YTD)

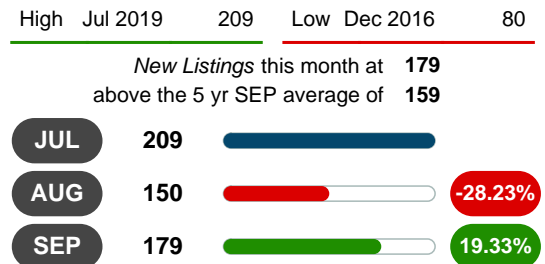


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 159



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$80,000	39	21.79%	12	16	8	3
\$80,001-\$150,000	24	13.41%	12	10	2	0
\$150,001-\$240,000	47	26.26%	5	30	12	0
\$240,001-\$370,000	26	14.53%	1	10	13	2
\$370,001-\$740,000	25	13.97%	2	5	14	4
\$740,001 and up	18	10.06%	12	1	3	2
Total New Listed Units	179		44	72	52	11
Total New Listed Volume	51,693,089	100%	18.87M	12.87M	14.66M	5.29M
Average New Listed Listing Price	\$57,538		\$428,786	\$178,811	\$281,972	\$480,868

September 2019



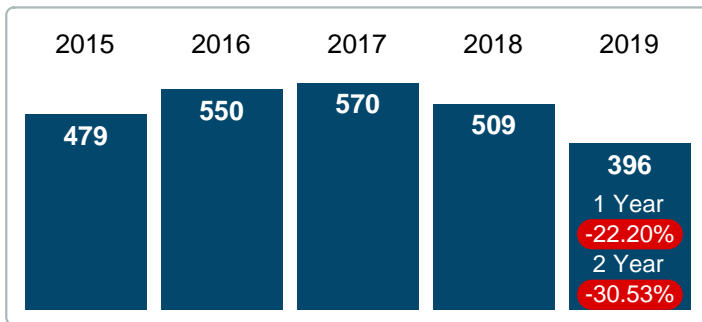
Area Delimited by School District Owasso - Sch Dist (11)



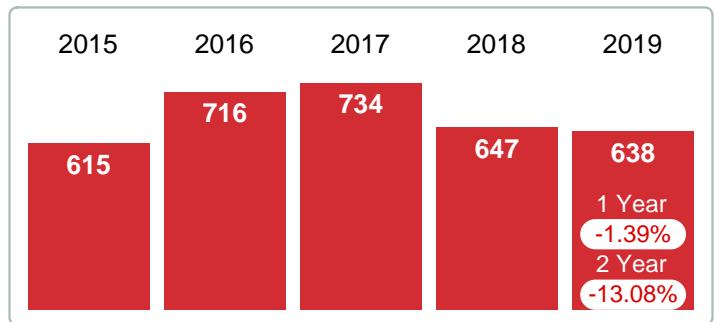
ACTIVE INVENTORY

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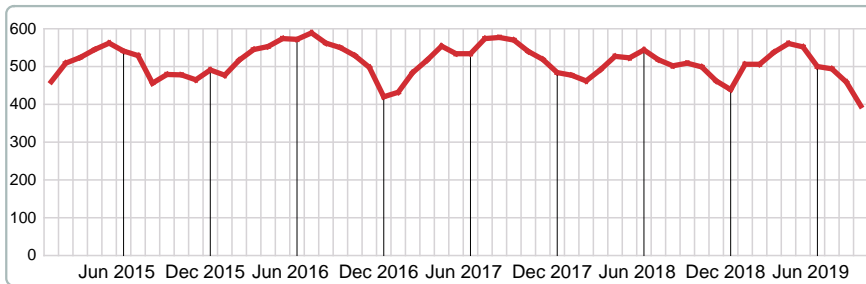
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

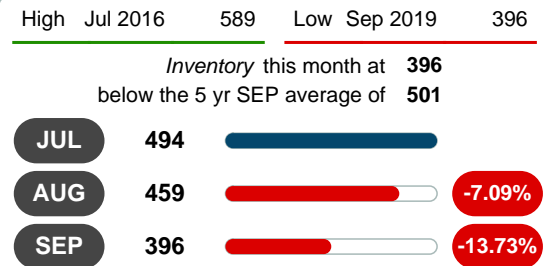


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 501



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	29	7.32%	42.3	14	7	6	2
\$75,001 - \$150,000	52	13.13%	56.3	40	9	3	0
\$150,001 - \$175,000	58	14.65%	61.0	36	17	5	0
\$175,001 - \$325,000	106	26.77%	59.0	25	32	45	4
\$325,001 - \$400,000	49	12.37%	73.7	7	18	21	3
\$400,001 - \$875,000	62	15.66%	72.8	7	5	34	16
\$875,001 and up	40	10.10%	66.9	31	0	2	7
Total Active Inventory by Units			396	160	88	116	32
Total Active Inventory by Volume			153,808,813	71.69M	20.83M	40.32M	20.97M
Average Active Inventory Listing Price			\$388,406	\$448,036	\$236,752	\$347,550	\$655,410

September 2019



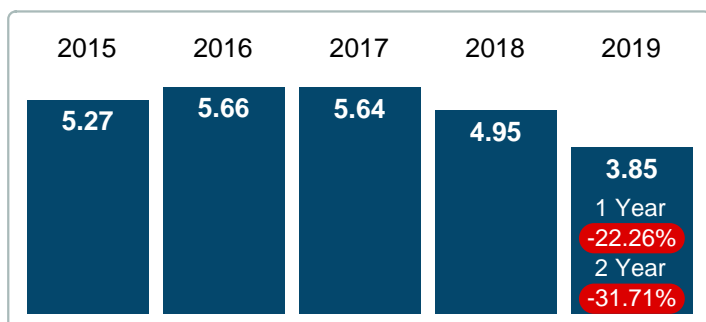
Area Delimited by School District Owasso - Sch Dist (11)



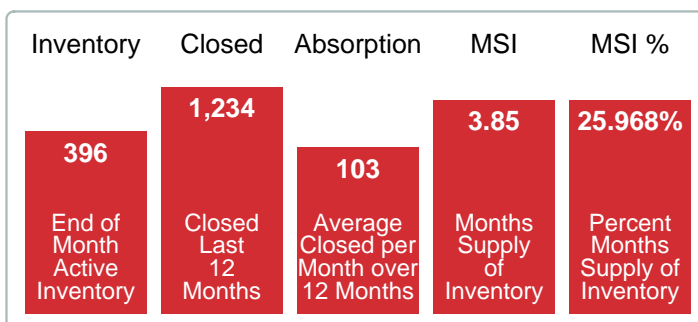
MONTHS SUPPLY of INVENTORY (MSI)

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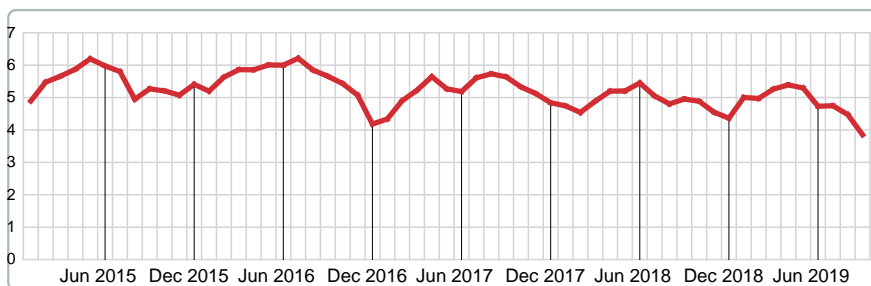
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

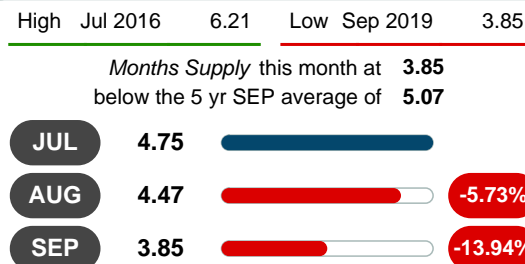


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.07



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	29	7.32%	2.07	5.09	0.98	1.67	4.00
\$75,001 - \$150,000	52	13.13%	3.35	17.14	0.77	2.00	0.00
\$150,001 - \$175,000	58	14.65%	3.28	86.40	1.17	1.82	0.00
\$175,001 - \$325,000	106	26.77%	2.64	37.50	2.18	1.96	2.18
\$325,001 - \$400,000	49	12.37%	6.76	84.00	18.00	3.60	9.00
\$400,001 - \$875,000	62	15.66%	8.18	0.00	20.00	6.80	6.86
\$875,001 and up	40	10.10%	53.33	372.00	0.00	8.00	16.80
Market Supply of Inventory (MSI)			3.85	25.26	1.79	2.77	5.91
Total Active Inventory by Units		100%	3.85	160	88	116	32

September 2019



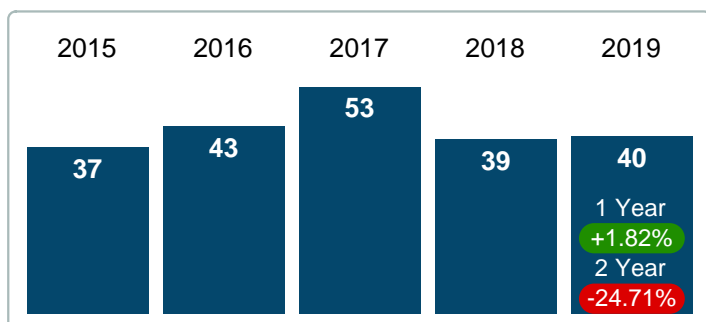
Area Delimited by School District Owasso - Sch Dist (11)



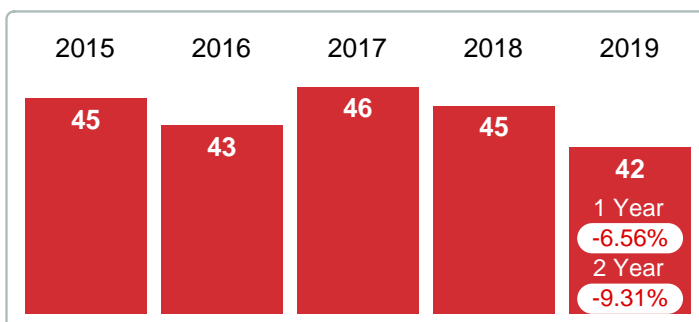
AVERAGE DAYS ON MARKET TO SALE

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

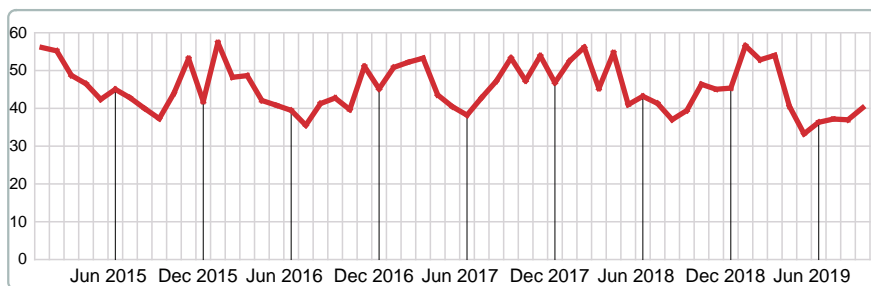
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43

High Jan 2016 57 Low May 2019 33

Average Days on Market to Sale this month at 40 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$150,000	20	23.26%	27	20	27	34	0
\$150,001-\$150,000	0	0.00%	0	0	0	0	0
\$150,001-\$225,000	33	38.37%	38	0	28	64	0
\$225,001-\$275,000	11	12.79%	34	0	81	23	0
\$275,001-\$375,000	10	11.63%	49	0	32	57	53
\$375,001 and up	12	13.95%	68	38	5	77	0
Average Closed DOM	40			23	30	53	53
Total Closed Units	86	100%	40	6	41	37	2
Total Closed Volume	19,699,820			1.95M	6.76M	10.39M	592.00K

September 2019



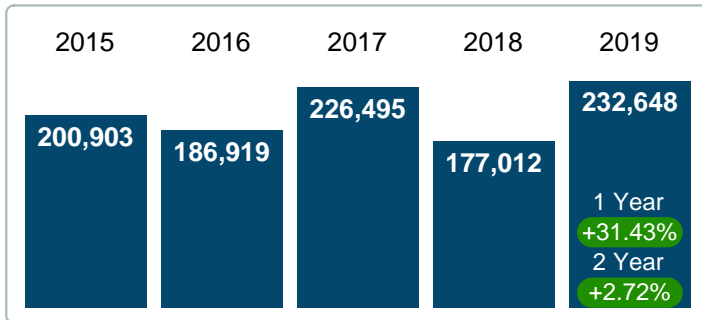
Area Delimited by School District Owasso - Sch Dist (11)



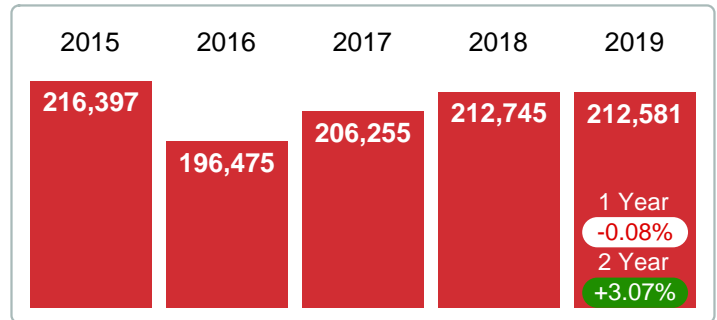
AVERAGE LIST PRICE AT CLOSING

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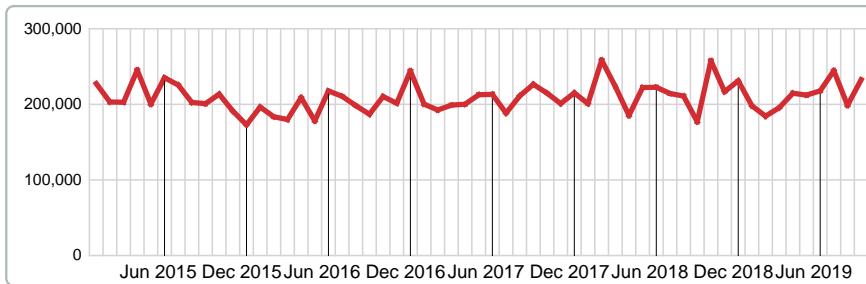
SEPTEMBER



YEAR TO DATE (YTD)

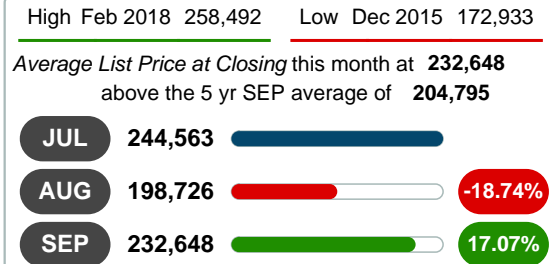


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 204,795



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 to \$150,000	18	20.93%	54,052	77,410	69,793	32,418	0
\$150,001 to \$150,000	0	0.00%	0	0	0	0	0
\$150,001 to \$225,000	35	40.70%	182,018	0	177,034	202,700	0
\$225,001 to \$275,000	12	13.95%	252,203	0	250,466	248,500	0
\$275,001 to \$375,000	10	11.63%	319,645	0	307,717	316,760	297,500
\$375,001 and up	11	12.79%	585,573	1,650,000	397,000	476,380	0
Average List Price			232,648	339,508	166,771	284,813	297,500
Total Closed Units		100%	232,648	6	41	37	2
Total Closed Volume			20,007,744	2.04M	6.84M	10.54M	595.00K

September 2019



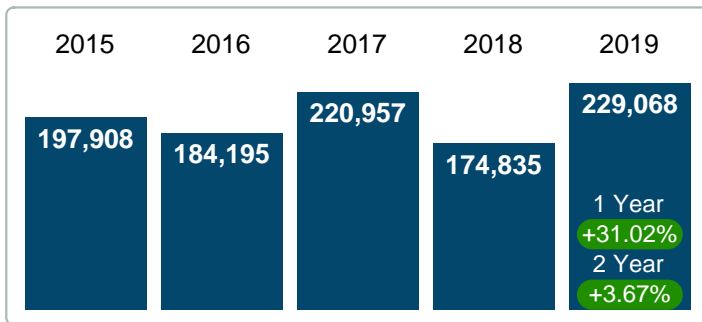
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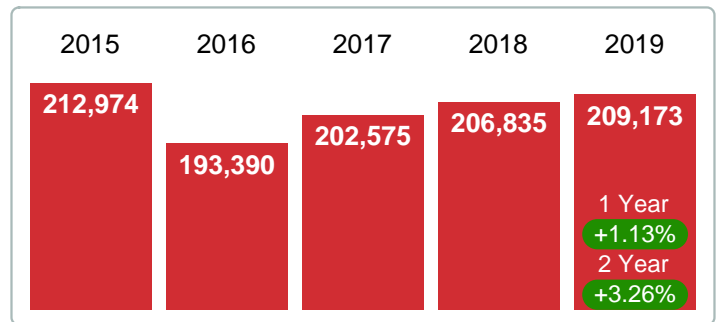
AVERAGE SOLD PRICE AT CLOSING

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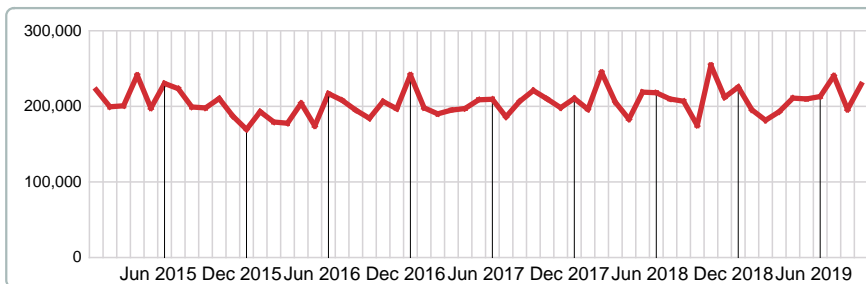
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

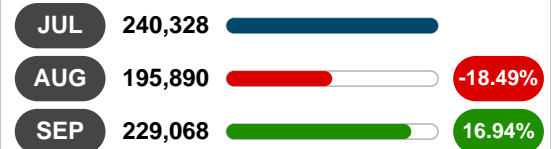


3 MONTHS

5 year SEP AVG = 201,392

High Oct 2018 254,377 Low Dec 2015 169,486

Average Sold Price at Closing this month at **229,068** above the 5 yr SEP average of **201,392**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 to \$150,000	20	23.26%	60,805	70,495	66,702	32,477	0
\$150,001 to \$150,000	0	0.00%	0	0	0	0	0
\$150,001 to \$225,000	33	38.37%	182,870	0	176,446	200,000	0
\$225,001 to \$275,000	11	12.79%	248,521	0	249,166	248,378	0
\$275,001 to \$375,000	10	11.63%	303,400	0	300,333	308,200	296,000
\$375,001 and up	12	13.95%	556,774	1,600,000	397,000	468,429	0
Average Sold Price			229,068	325,413	164,994	280,827	296,000
Total Closed Units		100%	229,068	6	41	37	2
Total Closed Volume			19,699,820	1.95M	6.76M	10.39M	592.00K

September 2019



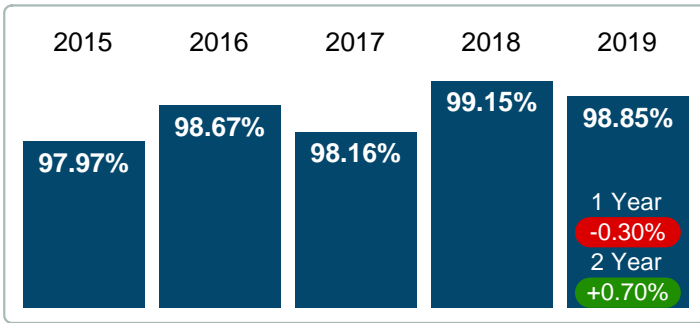
Area Delimited by School District Owasso - Sch Dist (11)



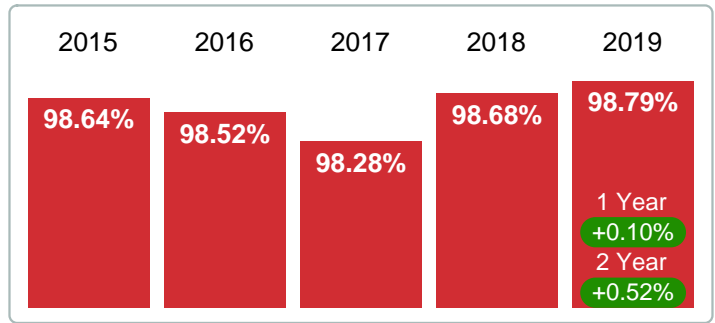
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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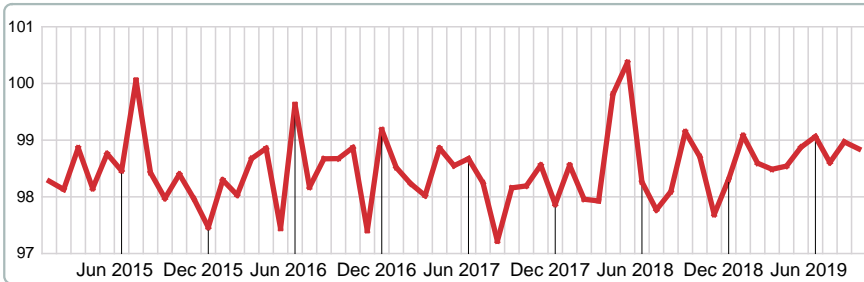
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

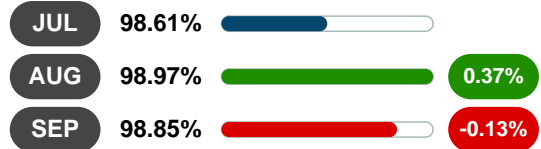


3 MONTHS

5 year SEP AVG = 98.56%

High May 2018 100.37% Low Aug 2017 97.22%

Average Sold/List Ratio this month at **98.85%**
equal to 5 yr SEP average of **98.56%**



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	
\$0 and less	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$150,000	<div style="width: 23.26%;"></div> 20	23.26%	97.96%	94.18%	97.61%	103.68%	0.00%	
\$150,001-\$150,000	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$150,001-\$225,000	<div style="width: 38.37%;"></div> 33	38.37%	99.43%	0.00%	99.67%	98.79%	0.00%	
\$225,001-\$275,000	<div style="width: 12.79%;"></div> 11	12.79%	99.96%	0.00%	99.52%	100.06%	0.00%	
\$275,001-\$375,000	<div style="width: 11.63%;"></div> 10	11.63%	97.86%	0.00%	97.65%	97.28%	99.66%	
\$375,001 and up	<div style="width: 13.95%;"></div> 12	13.95%	98.50%	96.97%	100.00%	98.50%	0.00%	
Average Sold/List Ratio		98.80%		94.65%	98.97%	99.35%	99.66%	
Total Closed Units		86	100%	98.80%	6	41	37	2
Total Closed Volume		19,699,820			1.95M	6.76M	10.39M	592.00K

September 2019



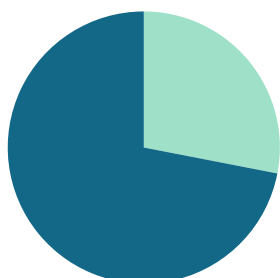
Area Delimited by School District Owasso - Sch Dist (11)



MARKET SUMMARY

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

INVENTORY

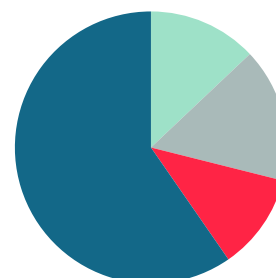


Inventory
 New Listings
179 = 28.06%
 Start Inventory
459
 Total Inventory Units
638
 Volume
\$229,632,926

Market Activity

Closed Sales
86 = 12.95%
 Pending Sales
106 = 15.96%
 Other Off Market
76 = 11.45%
 Active Inventory
396 = 59.64%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	83	86	3.61%	962	988	2.70%
Pending Sales	76	106	39.47%	931	970	4.19%
New Listings	145	179	23.45%	1,475	1,542	4.54%
Average List Price	177,012	232,648	31.43%	212,745	212,581	-0.08%
Average Sale Price	174,835	229,068	31.02%	206,835	209,173	1.13%
Average Percent of Selling Price to List Price	99.15%	98.85%	-0.30%	98.68%	98.79%	0.10%
Average Days on Market to Sale	39.43	40.15	1.82%	44.56	41.64	-6.56%
Monthly Inventory	510	396	-22.35%	510	396	-22.35%
Months Supply of Inventory	4.96	3.85	-22.42%	4.96	3.85	-22.42%

Absorption: Last 12 months, an Average of **103** Sales/Month

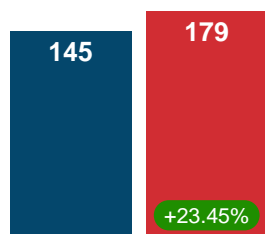
Inventory on September 30, 2019 = **396**

2018 **2019**

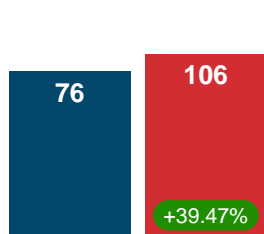
SEPTEMBER MARKET

AVERAGE PRICES

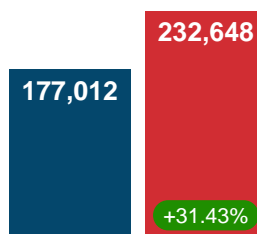
New Listings



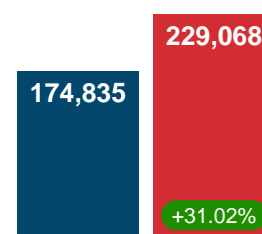
Pending Listings



List Price



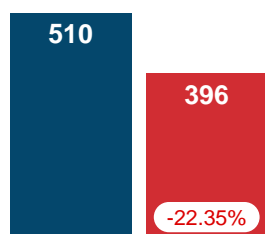
Sale Price



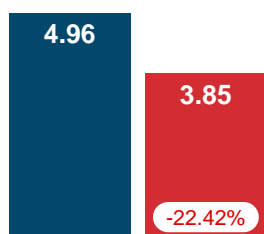
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

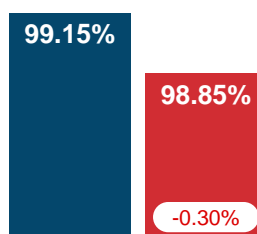
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

