



September 2019

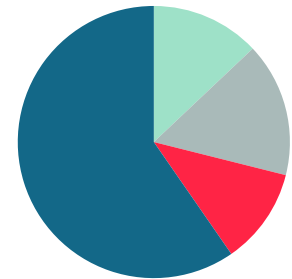
Area Delimited by School District Owasso - Sch Dist (11)



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%
Median List Price	170,260	191,750	12.62%
Median Sale Price	173,500	189,500	9.22%
Median Percent of Selling Price to List Price	99.46%	100.00%	0.54%
Median Days on Market to Sale	25.00	24.00	-4.00%
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.

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 **9.22%** in September 2019 to \$189,500 versus the previous year at \$173,500.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 1.00 days or **4.00%** in September 2019 compared to last year's same month at **25.00** 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 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)

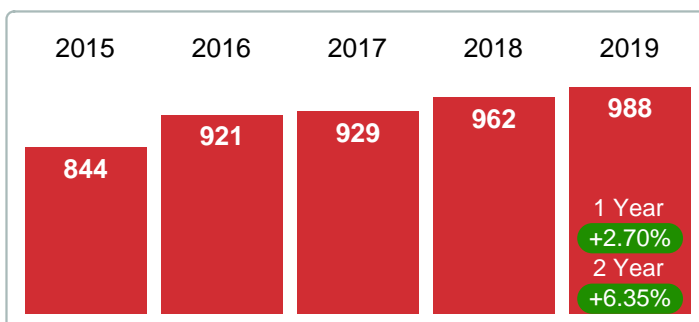
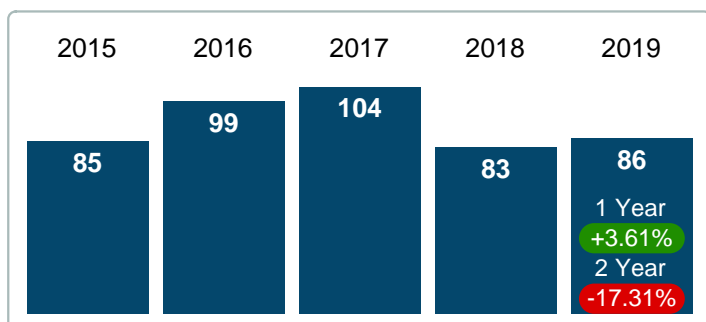


CLOSED LISTINGS

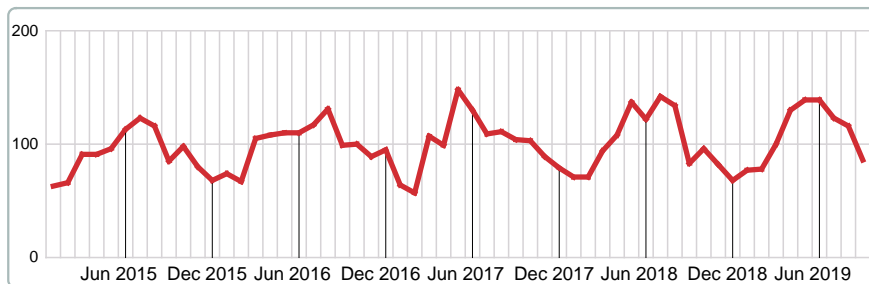
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SEPTEMBER

YEAR TO DATE (YTD)

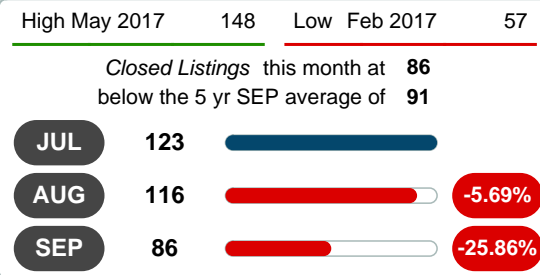


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 to \$150,000	20	23.26%	15.0	5	11	4	0
\$150,001 to \$150,000	0	0.00%	15.0	0	0	0	0
\$150,001 to \$225,000	33	38.37%	28.0	0	24	9	0
\$225,001 to \$275,000	11	12.79%	16.0	0	2	9	0
\$275,001 to \$375,000	10	11.63%	41.0	0	3	5	2
\$375,001 and up	12	13.95%	40.0	1	1	10	0
Total Closed Units	86			6	41	37	2
Total Closed Volume	19,699,820	100%	24.0	1.95M	6.76M	10.39M	592.00K
Median Closed Price	\$189,500			\$105,700	\$169,900	\$255,000	\$296,000

September 2019



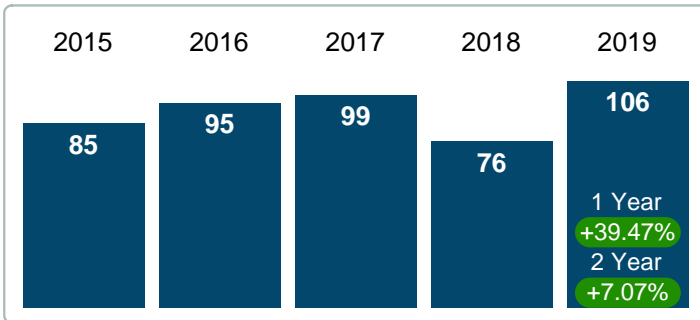
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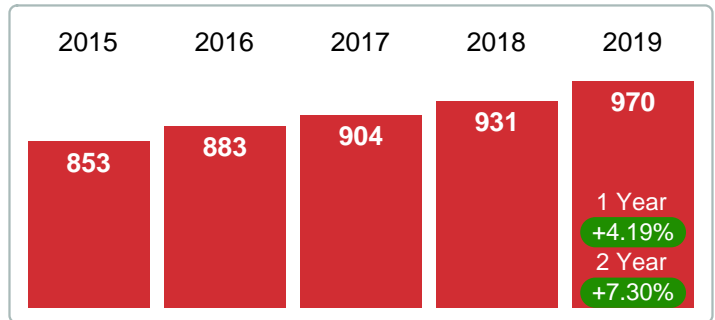
PENDING LISTINGS

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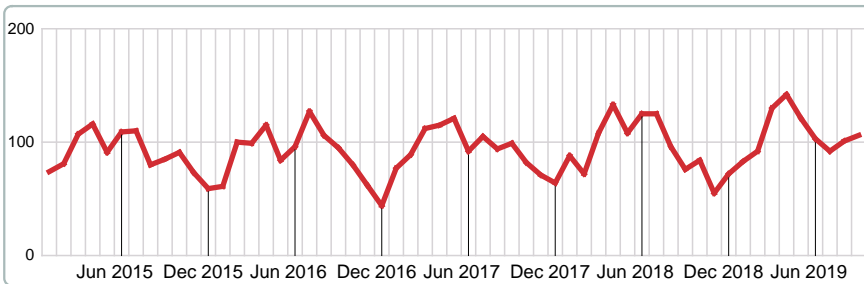
SEPTEMBER



YEAR TO DATE (YTD)

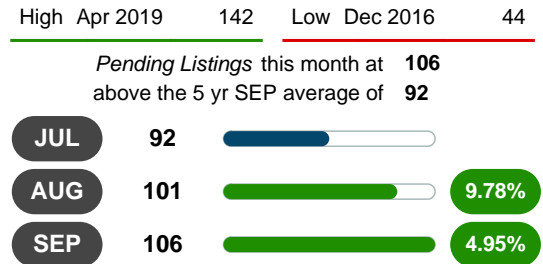


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 92



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	9.43%	9.5	3	5	1	1
\$125,001 - \$150,000	13	12.26%	14.0	1	10	2	0
\$150,001 - \$150,000	0	0.00%	14.0	0	0	0	0
\$150,001 - \$250,000	44	41.51%	14.5	1	28	15	0
\$250,001 - \$275,000	6	5.66%	51.5	0	2	4	0
\$275,001 - \$425,000	22	20.75%	36.5	0	4	16	2
\$425,001 and up	11	10.38%	79.0	2	1	7	1
Total Pending Units	106			7	50	45	4
Total Pending Volume	27,162,205	100%	18.5	2.47M	9.33M	14.33M	1.03M
Median Listing Price	\$199,000			\$130,000	\$165,000	\$279,000	\$291,900

September 2019



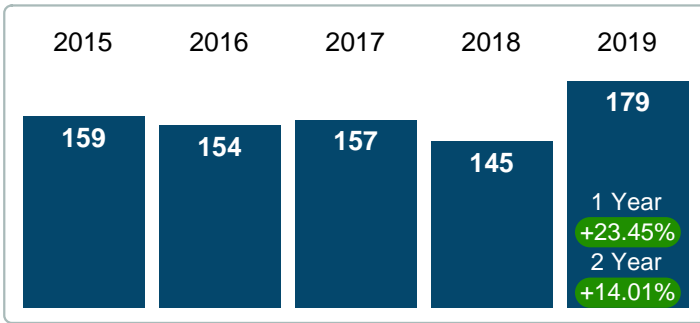
Area Delimited by School District Owasso - Sch Dist (11)



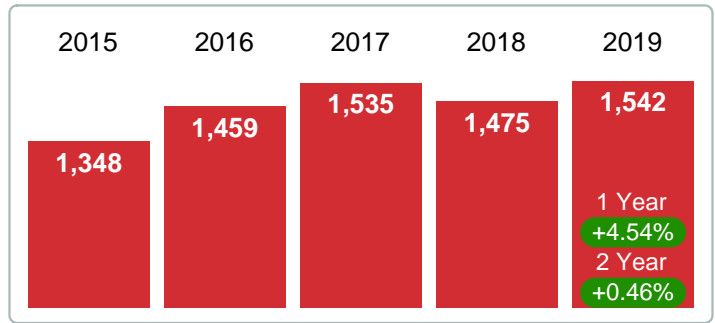
NEW LISTINGS

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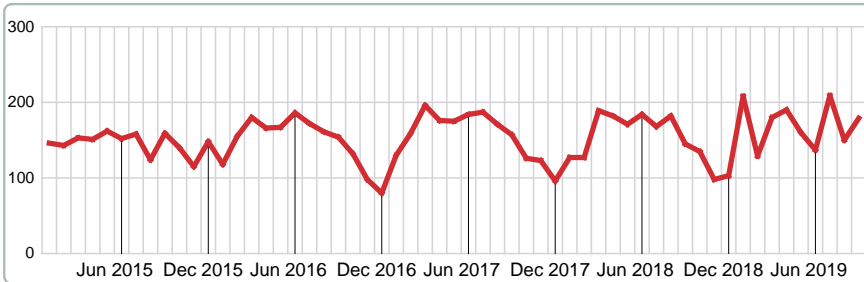
SEPTEMBER



YEAR TO DATE (YTD)

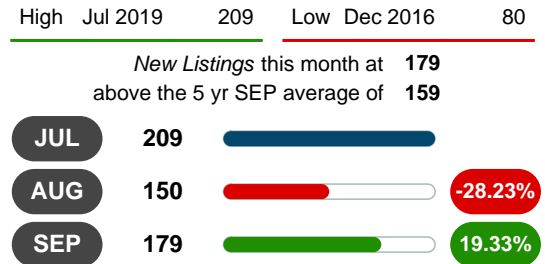


5 YEAR MARKET ACTIVITY TRENDS



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-\$75,000	31	17.32%	5	15	8	3
\$75,001-\$150,000	32	17.88%	19	11	2	0
\$150,001-\$225,000	41	22.91%	5	27	9	0
\$225,001-\$375,000	34	18.99%	1	13	18	2
\$375,001-\$725,000	22	12.29%	1	5	12	4
\$725,001 and up	19	10.61%	13	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
Median New Listed Listing Price	\$179,900		\$127,500	\$162,450	\$275,999	\$415,000

September 2019



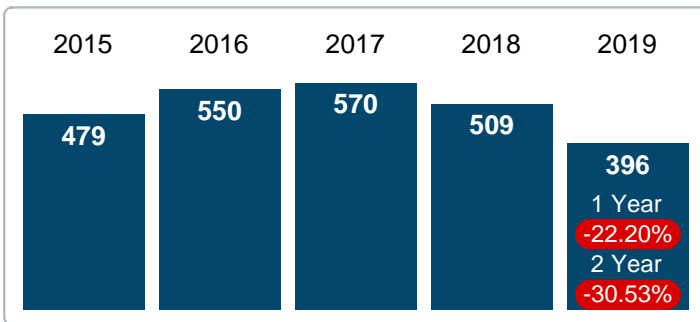
Area Delimited by School District Owasso - Sch Dist (11)



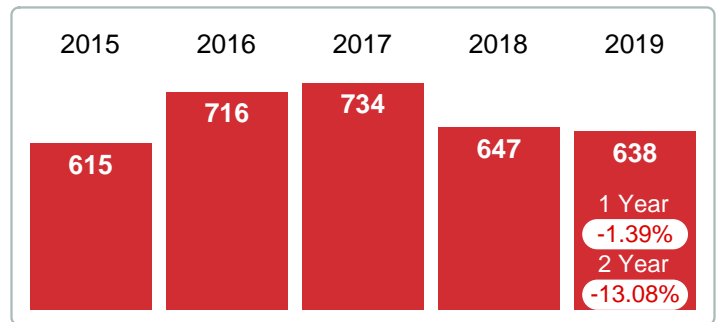
ACTIVE INVENTORY

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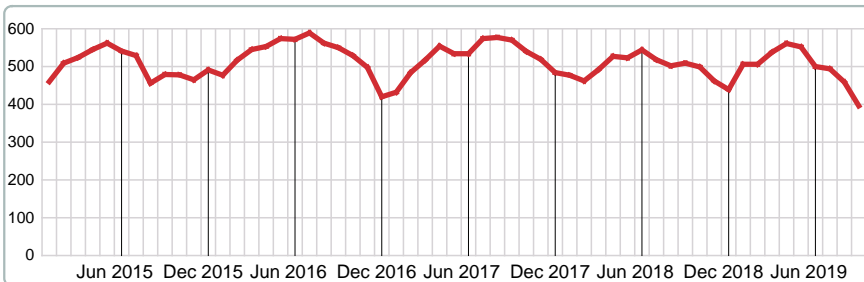
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

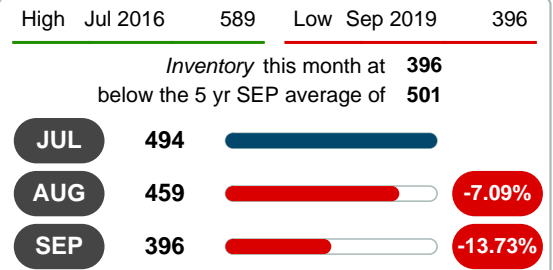


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 501



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	29	7.32%	20.0	14	7	6	2
\$75,001 - \$150,000	52	13.13%	38.0	40	9	3	0
\$150,001 - \$175,000	58	14.65%	65.0	36	17	5	0
\$175,001 - \$325,000	106	26.77%	57.5	25	32	45	4
\$325,001 - \$400,000	49	12.37%	62.0	7	18	21	3
\$400,001 - \$875,000	62	15.66%	65.0	7	5	34	16
\$875,001 and up	40	10.10%	63.0	31	0	2	7
Total Active Inventory by Units		396		160	88	116	32
Total Active Inventory by Volume		153,808,813	100%	71.69M	20.83M	40.32M	20.97M
Median Active Inventory Listing Price		\$254,950		\$175,000	\$196,585	\$317,450	\$492,448

September 2019



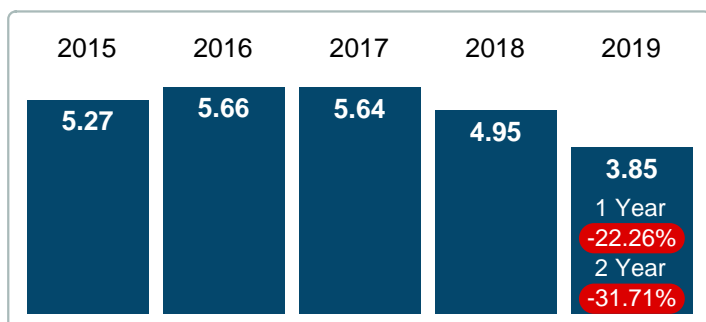
Area Delimited by School District Owasso - Sch Dist (11)



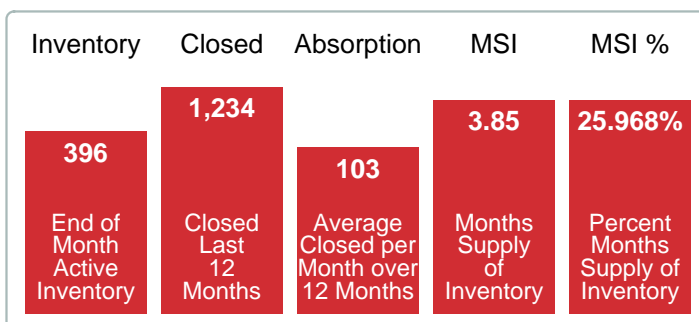
MONTHS SUPPLY of INVENTORY (MSI)

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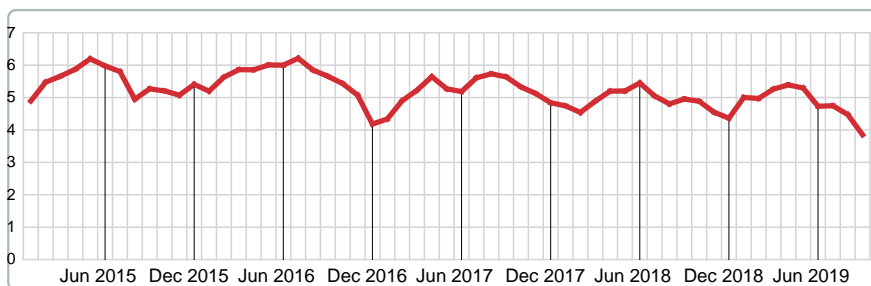
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

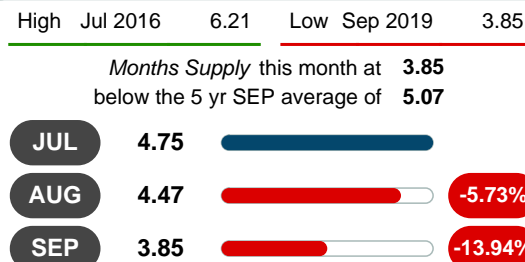


5 YEAR MARKET ACTIVITY TRENDS



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



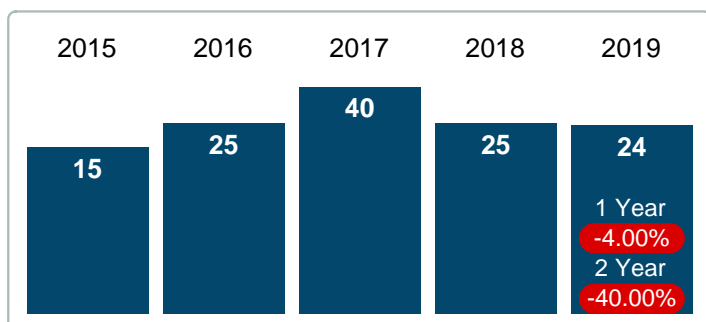
Area Delimited by School District Owasso - Sch Dist (11)



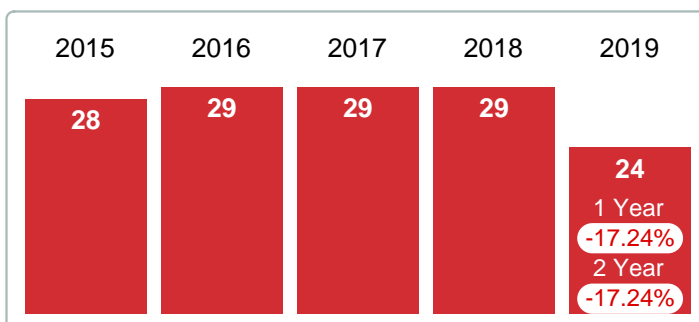
MEDIAN DAYS ON MARKET TO SALE

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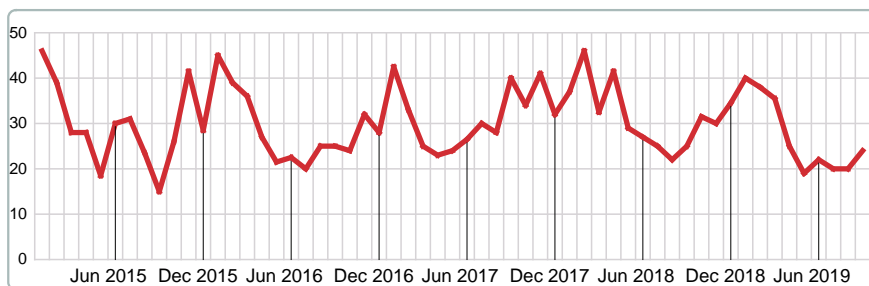
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

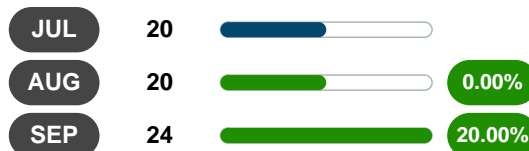


3 MONTHS

5 year SEP AVG = 26

High Feb 2018 46 Low Sep 2015 15

Median Days on Market to Sale this month at 24 below the 5 yr SEP average of 26



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
\$0 and less	0	0.00%	63	0	0	0	0
\$1-\$150,000	20	23.26%	15	16	8	27	0
\$150,001-\$150,000	0	0.00%	15	0	0	0	0
\$150,001-\$225,000	33	38.37%	28	0	9	46	0
\$225,001-\$275,000	11	12.79%	16	0	81	16	0
\$275,001-\$375,000	10	11.63%	41	0	24	62	53
\$375,001 and up	12	13.95%	40	38	5	64	0
Median Closed DOM	24			20	11	42	53
Total Closed Units	86		100%	6	41	37	2
Total Closed Volume	19,699,820			1.95M	6.76M	10.39M	592.00K

September 2019



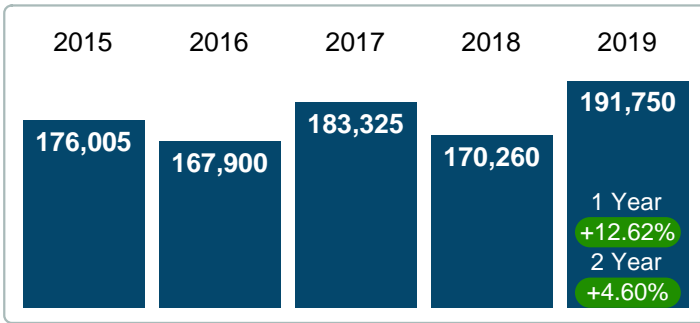
Area Delimited by School District Owasso - Sch Dist (11)



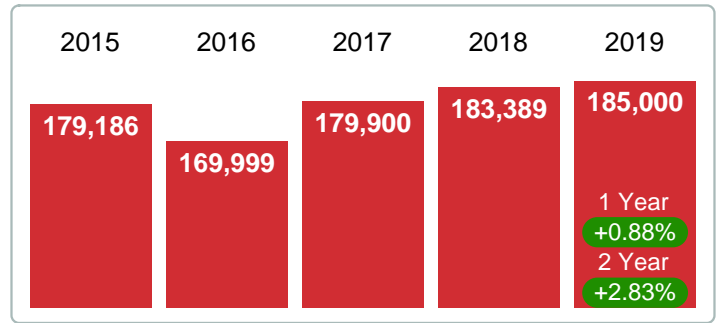
MEDIAN LIST PRICE AT CLOSING

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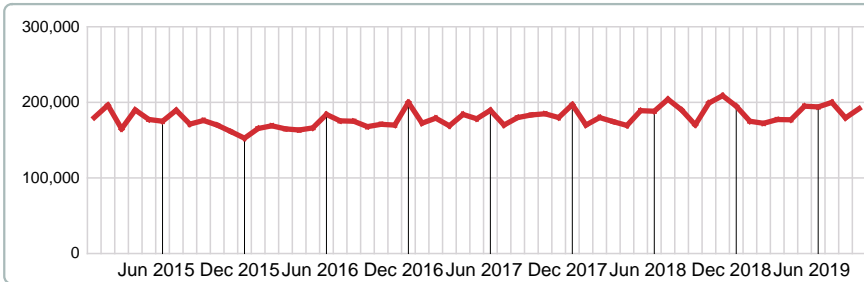
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

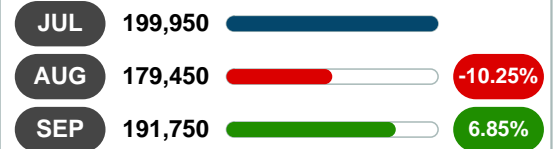


3 MONTHS

5 year SEP AVG = 177,848

High Nov 2018 208,800 Low Dec 2015 152,575

Median List Price at Closing this month at **191,750**
above the 5 yr SEP average of **177,848**



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
\$0 and less	0	0.00%	40	0	0	0	0
\$1 to \$150,000	18	20.93%	2,073	38,800	50,898	2,073	0
\$150,001 to \$150,000	0	0.00%	2,073	0	0	0	0
\$150,001 to \$225,000	35	40.70%	174,900	159,000	172,500	195,000	0
\$225,001 to \$275,000	12	13.95%	253,900	0	250,466	249,900	275,000
\$275,001 to \$375,000	10	11.63%	311,625	0	304,900	324,900	320,000
\$375,001 and up	11	12.79%	429,900	1,650,000	397,000	429,900	0
Median List Price			191,750	113,200	169,900	257,900	297,500
Total Closed Units		100%	191,750	6	41	37	2
Total Closed Volume			20,007,744	2.04M	6.84M	10.54M	595.00K

September 2019



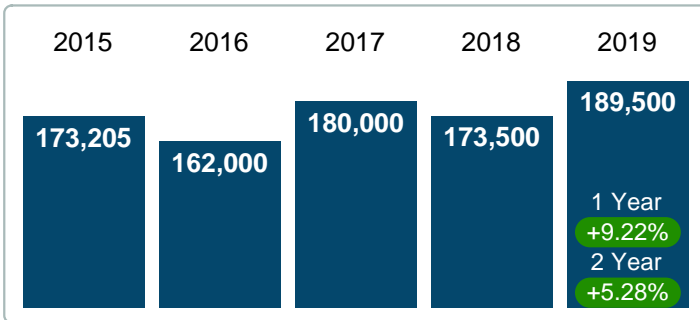
Area Delimited by School District Owasso - Sch Dist (11)



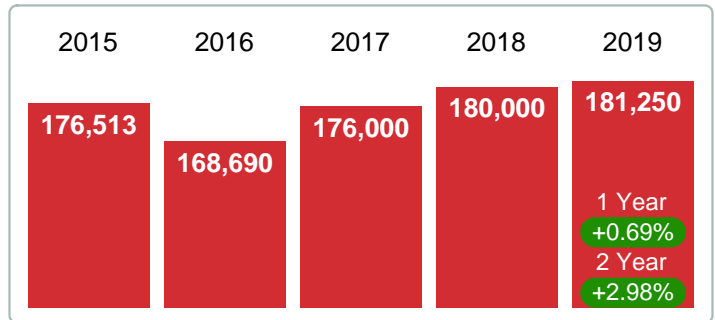
MEDIAN SOLD PRICE AT CLOSING

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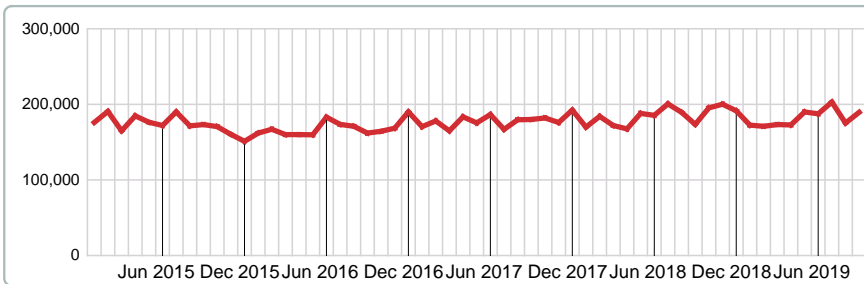
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

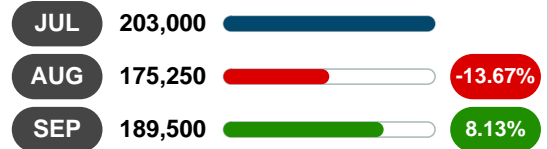


3 MONTHS

5 year SEP AVG = 175,641

High Jul 2019 203,000 Low Dec 2015 151,098

Median Sold Price at Closing this month at **189,500** above the 5 yr SEP average of **175,641**



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
\$0 and less	0	0.00%	429,900	0	0	0	0
\$1	20	23.26%	39,348	76,500	100,000	2,073	0
\$150,001	0	0.00%	39,348	0	0	0	0
\$150,001	33	38.37%	177,000	0	171,250	198,000	0
\$225,001	11	12.79%	247,500	0	249,166	247,500	0
\$275,001	10	11.63%	297,000	0	300,500	282,000	296,000
\$375,001 and up	12	13.95%	413,700	1,600,000	397,000	413,700	0
Median Sold Price			189,500	105,700	169,900	255,000	296,000
Total Closed Units		100%	189,500	6	41	37	2
Total Closed Volume			19,699,820	1.95M	6.76M	10.39M	592.00K

September 2019



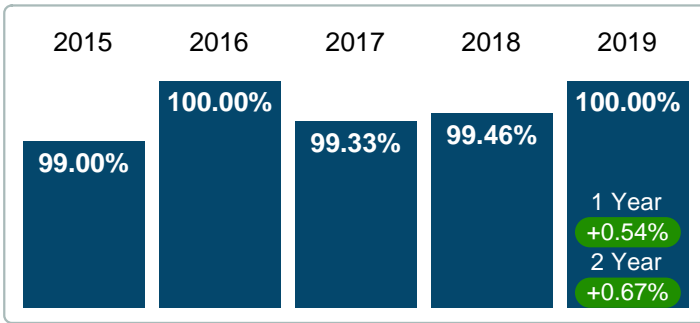
Area Delimited by School District Owasso - Sch Dist (11)



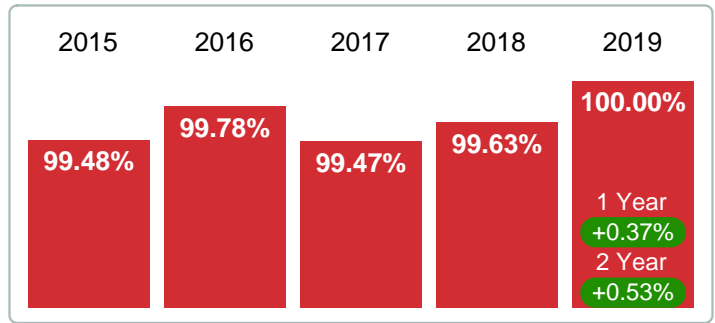
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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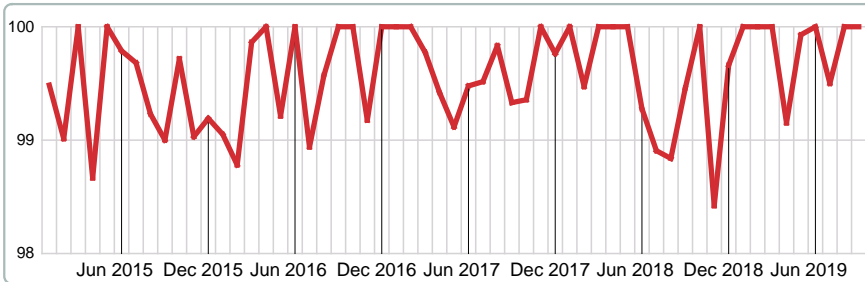
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

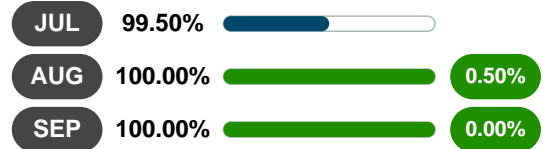


3 MONTHS

5 year SEP AVG = 99.56%

High Sep 2019 100.00% Low Nov 2018 98.42%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr SEP average of **99.56%**



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
\$0 and less	0	0.00%	13,700.00%	0.00%	0.00%	0.00%	0.00%
\$1 to \$150,000	20	23.26%	100.00%	93.18%	100.00%	100.00%	0.00%
\$150,001 to \$150,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 to \$225,000	33	38.37%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 to \$275,000	11	12.79%	100.00%	0.00%	99.52%	100.00%	0.00%
\$275,001 to \$375,000	10	11.63%	97.54%	0.00%	97.87%	97.19%	99.66%
\$375,001 and up	12	13.95%	97.49%	96.97%	100.00%	97.49%	0.00%
Median Sold/List Ratio		100.00%		95.08%	100.00%	100.00%	99.66%
Total Closed Units		86	100%	6	41	37	2
Total Closed Volume		19,699,820		1.95M	6.76M	10.39M	592.00K

September 2019



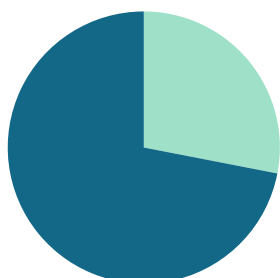
Area Delimited by School District Owasso - Sch Dist (11)



MARKET SUMMARY

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

INVENTORY

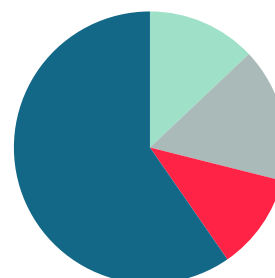


Inventory
 New Listings
179 = 28.06%
 Start Inventory
459
 Total Inventory Units
638
 Volume
\$229,632,926

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%
Median List Price	170,260	191,750	12.62%	183,389	185,000	0.88%
Median Sale Price	173,500	189,500	9.22%	180,000	181,250	0.69%
Median Percent of Selling Price to List Price	99.46%	100.00%	0.54%	99.63%	100.00%	0.37%
Median Days on Market to Sale	25.00	24.00	-4.00%	29.00	24.00	-17.24%
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%

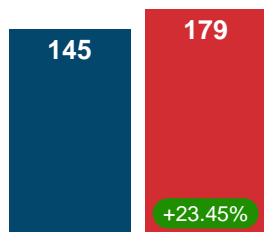
Absorption: Last 12 months, an Average of **103** Sales/Month

Inventory on September 30, 2019 = **396** 2018 2019

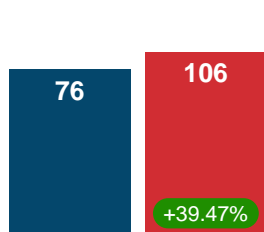
SEPTEMBER MARKET

MEDIAN PRICES

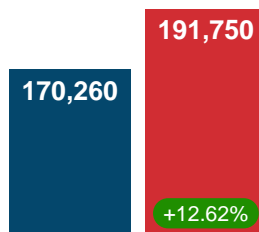
New Listings



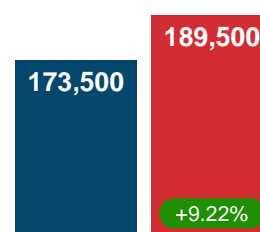
Pending Listings



List Price



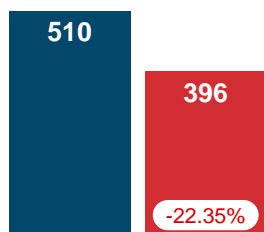
Sale Price



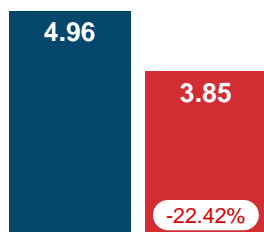
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

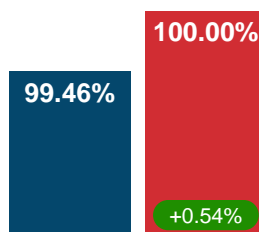
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

