



September 2019

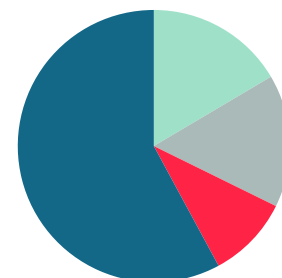
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	895	968	8.16%
Pending Listings	715	926	29.51%
New Listings	1,301	1,372	5.46%
Average List Price	181,856	197,639	8.68%
Average Sale Price	176,714	190,764	7.95%
Average Percent of Selling Price to List Price	97.64%	97.49%	-0.16%
Average Days on Market to Sale	42.42	36.58	-13.76%
End of Month Inventory	5,132	3,397	-33.81%
Months Supply of Inventory	5.26	3.46	-34.20%



■ Closed (16.50%)
■ Pending (15.78%)
■ Other OffMarket (9.83%)
■ Active (57.89%)

Absorption: Last 12 months, an Average of **982** Sales/Month
Active Inventory as of September 30, 2019 = **3,397**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **33.81%** to 3,397 existing homes available for sale. Over the last 12 months this area has had an average of 982 closed sales per month. This represents an unsold inventory index of **3.46** 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 **7.95%** in September 2019 to \$190,764 versus the previous year at \$176,714.

Average Days on Market Shortens

The average number of **36.58** days that homes spent on the market before selling decreased by 5.84 days or **13.76%** in September 2019 compared to last year's same month at **42.42** 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 1,372 New Listings in September 2019, up **5.46%** from last year at 1,301. Furthermore, there were 968 Closed Listings this month versus last year at 895, a **8.16%** increase.

Closed versus Listed trends yielded a **70.6%** ratio, up from previous year's, September 2018, at **68.8%**, a **2.56%** 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



September 2019

Area Delimited by County Of Tulsa

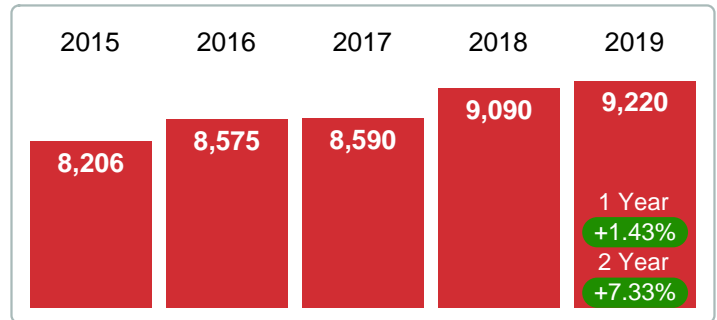
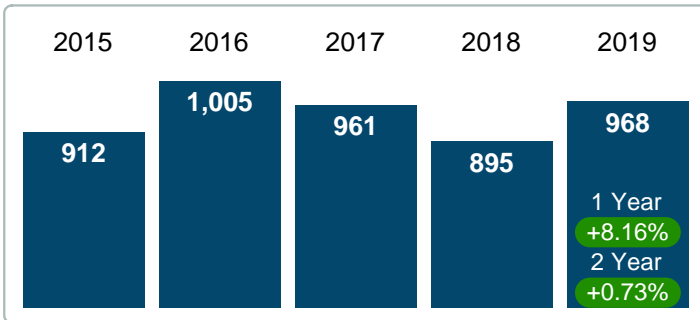


CLOSED LISTINGS

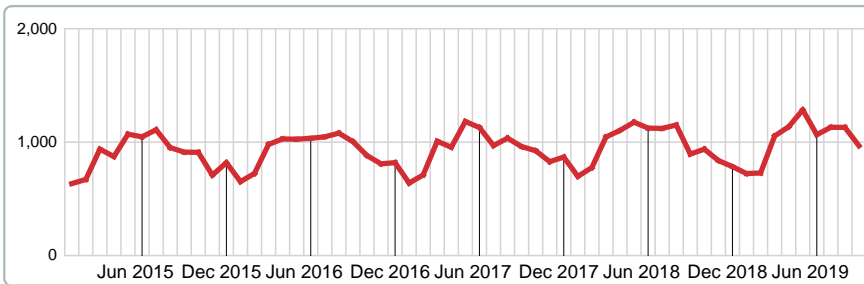
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

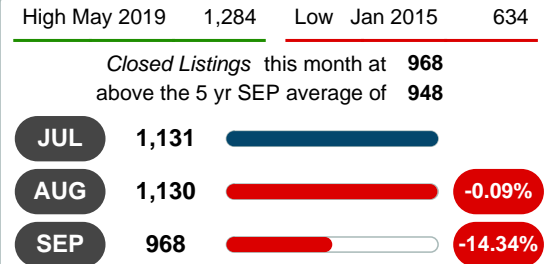


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 948



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-\$75,000	198	20.45%	36.2	64	106	24	4
\$75,001-\$125,000	130	13.43%	32.7	29	94	7	0
\$125,001-\$175,000	217	22.42%	29.3	26	161	26	4
\$175,001-\$225,000	163	16.84%	29.2	8	101	50	4
\$225,001-\$325,000	161	16.63%	42.2	10	60	74	17
\$325,001 and up	99	10.23%	61.4	7	19	46	27
Total Closed Units	968			144	541	227	56
Total Closed Volume	184,659,647	100%	36.6	20.75M	80.86M	56.59M	26.45M
Average Closed Price	\$190,764			\$144,119	\$149,472	\$249,316	\$472,275



September 2019

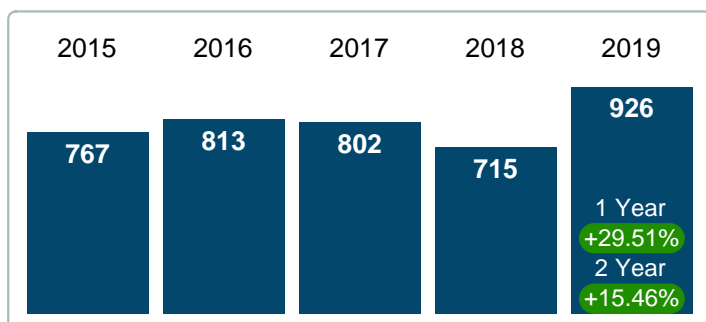
Area Delimited by County Of Tulsa



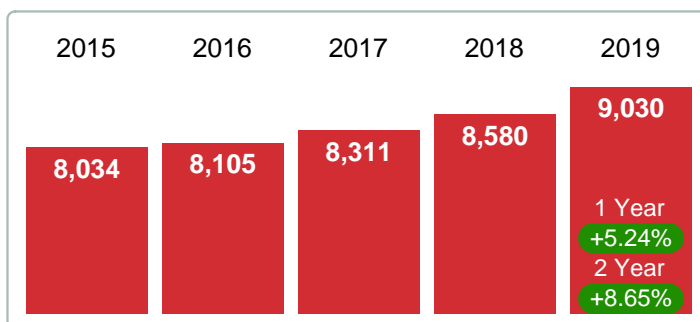
PENDING LISTINGS

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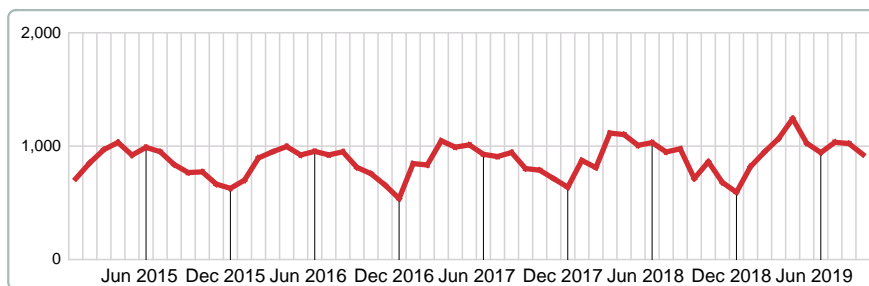
SEPTEMBER



YEAR TO DATE (YTD)

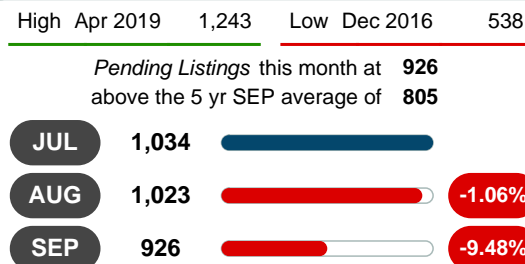


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 805



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	83	8.96%	49.8	34	36	10	3
\$40,001 - \$90,000	106	11.45%	35.3	58	41	6	1
\$90,001 - \$140,000	154	16.63%	34.9	28	112	13	1
\$140,001 - \$200,000	235	25.38%	37.2	19	156	58	2
\$200,001 - \$260,000	134	14.47%	49.9	7	77	46	4
\$260,001 - \$360,000	119	12.85%	49.4	3	35	70	11
\$360,001 and up	95	10.26%	57.8	9	26	45	15
Total Pending Units	926			158	483	248	37
Total Pending Volume	190,189,760	100%	43.8	25.59M	84.68M	67.79M	12.13M
Average Listing Price	\$136,664			\$161,966	\$175,314	\$273,367	\$327,773



September 2019

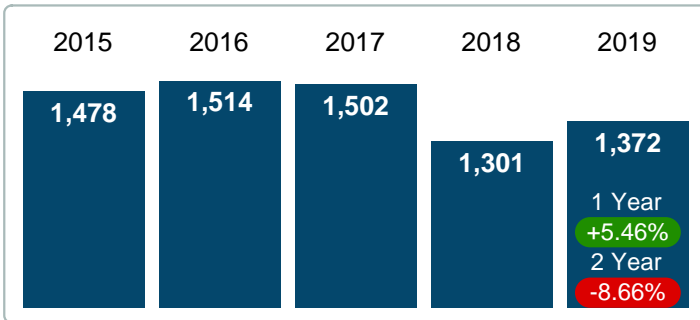
Area Delimited by County Of Tulsa



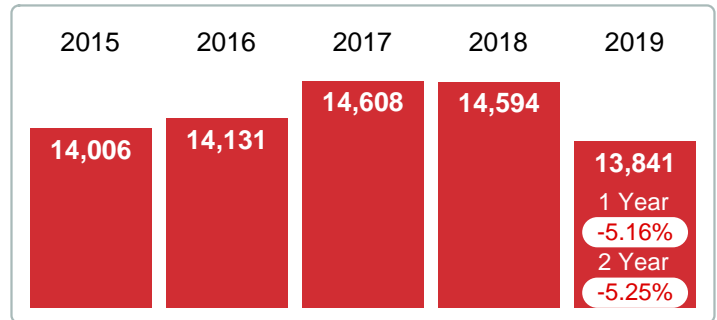
NEW LISTINGS

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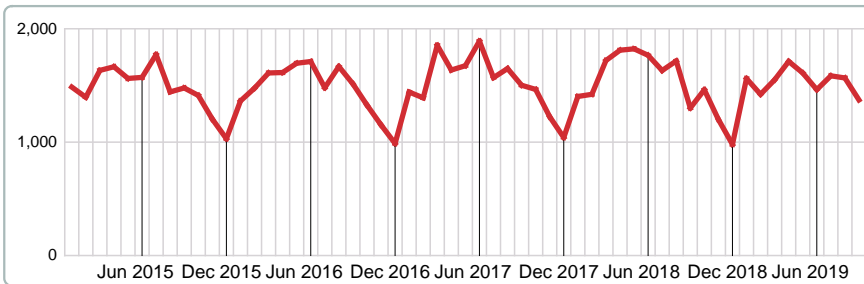
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

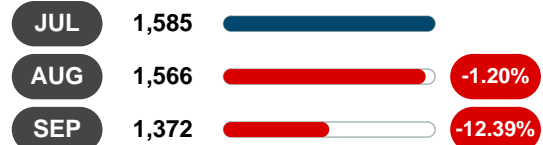


3 MONTHS

5 year SEP AVG = 1,433

High Jun 2017 1,891 Low Dec 2018 980

New Listings this month at 1,372
below the 5 yr SEP average of 1,433



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 \$80,000	298	21.72%	139	122	29	8
\$80,001 \$140,000	212	15.45%	84	116	10	2
\$140,001 \$220,000	336	24.49%	47	210	71	8
\$220,001 \$290,000	194	14.14%	15	77	90	12
\$290,001 \$490,000	194	14.14%	16	61	99	18
\$490,001 and up	138	10.06%	37	13	54	34
Total New Listed Units	1,372		338	599	353	82
Total New Listed Volume	340,309,286	100%	81.68M	103.18M	113.71M	41.75M
Average New Listed Listing Price	\$92,618		\$241,645	\$172,247	\$322,116	\$509,154



September 2019

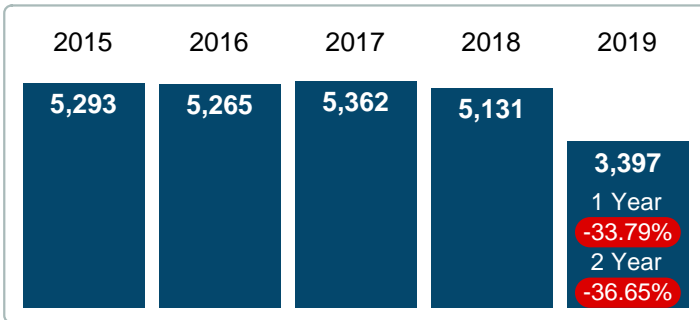
Area Delimited by County Of Tulsa



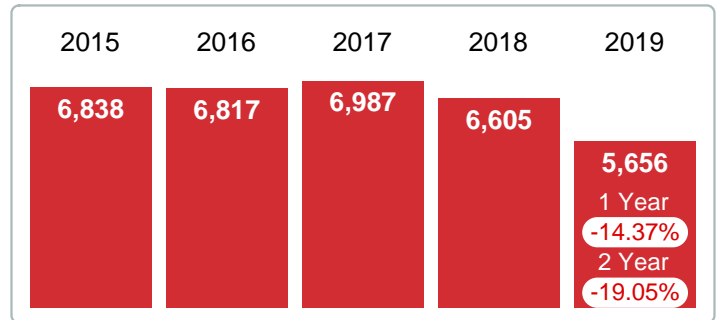
ACTIVE INVENTORY

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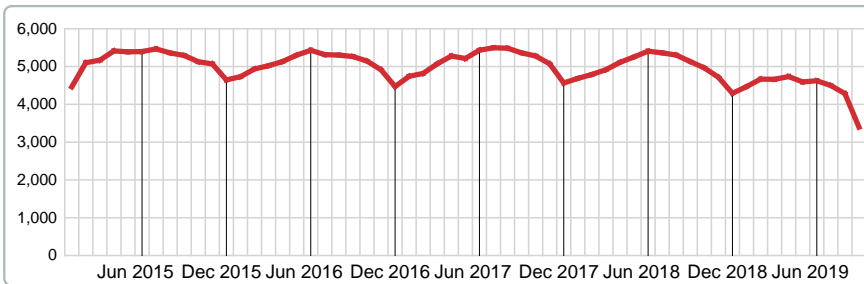
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

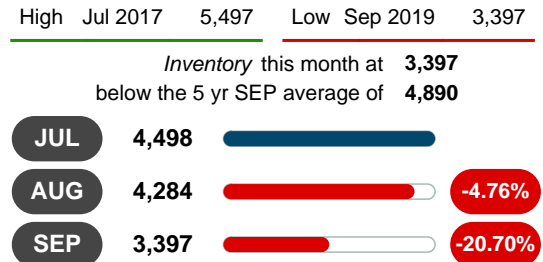


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4,890



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	273	8.04%	49.8	126	113	29	5
\$25,001 - \$100,000	424	12.48%	81.0	285	119	20	0
\$100,001 - \$175,000	542	15.96%	55.4	169	306	56	11
\$175,001 - \$300,000	892	26.26%	63.0	150	353	351	38
\$300,001 - \$425,000	505	14.87%	76.4	63	106	279	57
\$425,001 - \$725,000	424	12.48%	82.6	51	63	206	104
\$725,001 and up	337	9.92%	91.3	137	14	85	101
Total Active Inventory by Units	3,397			981	1,074	1,026	316
Total Active Inventory by Volume	1,212,135,917	100%	70.2	350.44M	222.19M	412.37M	227.13M
Average Active Inventory Listing Price	\$356,825			\$357,226	\$206,885	\$401,922	\$718,767



September 2019

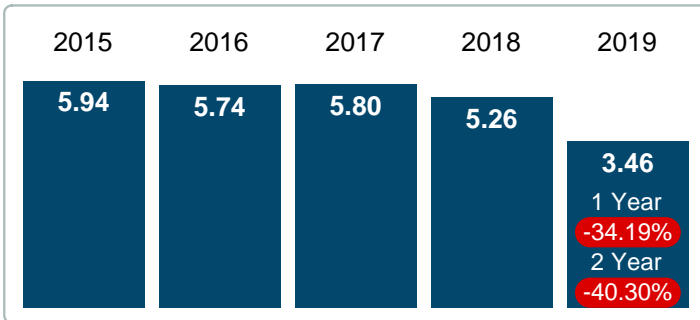
Area Delimited by County Of Tulsa



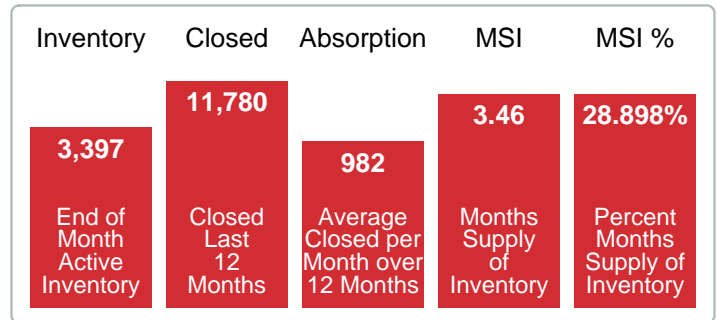
MONTHS SUPPLY of INVENTORY (MSI)

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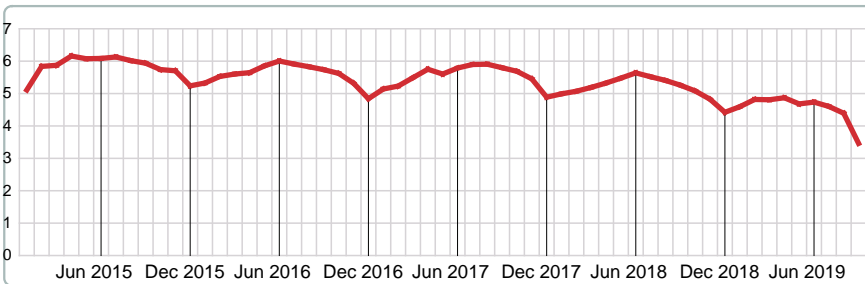
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

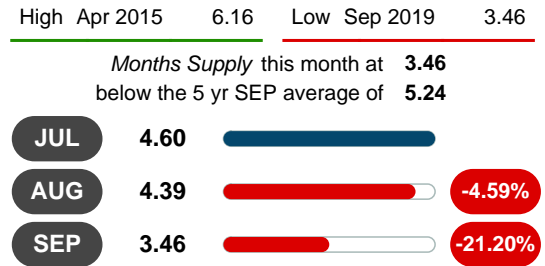


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.24



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	273	8.04%	2.04	3.63	1.53	1.28	1.71
\$25,001 - \$100,000	424	12.48%	3.02	4.79	1.63	2.61	0.00
\$100,001 - \$175,000	542	15.96%	1.90	5.35	1.42	1.56	3.47
\$175,001 - \$300,000	892	26.26%	3.11	9.28	2.71	2.79	2.52
\$300,001 - \$425,000	505	14.87%	6.13	21.00	4.73	5.84	6.16
\$425,001 - \$725,000	424	12.48%	10.71	23.54	8.40	9.89	11.45
\$725,001 and up	337	9.92%	27.32	86.53	11.20	16.19	23.76
Market Supply of Inventory (MSI)			3.46	6.59	2.05	3.86	7.13
Total Active Inventory by Units		100%	3,397	981	1,074	1,026	316



September 2019

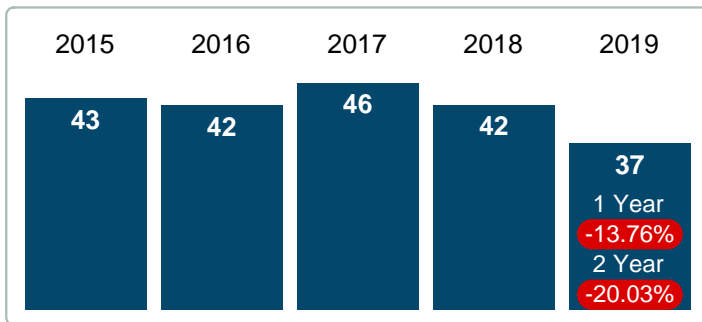
Area Delimited by County Of Tulsa



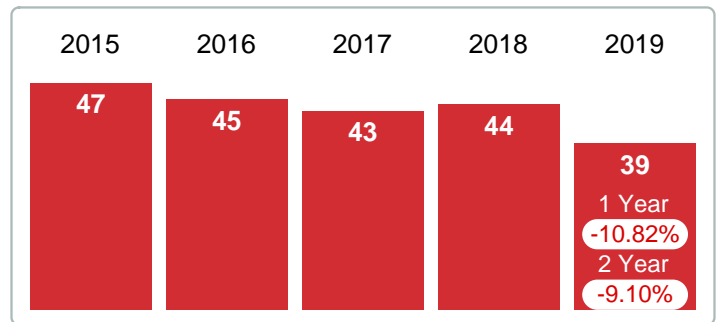
AVERAGE DAYS ON MARKET TO SALE

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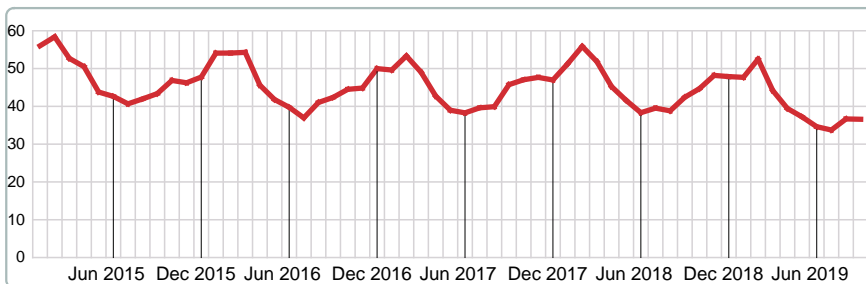
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

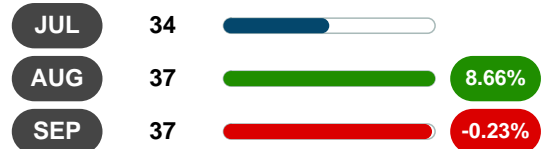


3 MONTHS

5 year SEP AVG = 42

High Feb 2015 58 Low Jul 2019 34

Average Days on Market to Sale this month at 37 below the 5 yr SEP average of 42



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-\$75,000	198	20.45%	36	41	34	38	15
\$75,001-\$125,000	130	13.43%	33	42	31	22	0
\$125,001-\$175,000	217	22.42%	29	43	25	45	23
\$175,001-\$225,000	163	16.84%	29	63	24	33	33
\$225,001-\$325,000	161	16.63%	42	50	41	38	62
\$325,001 and up	99	10.23%	61	62	38	70	63
Average Closed DOM			37	44	30	44	54
Total Closed Units		100%	37	144	541	227	56
Total Closed Volume			184,659,647	20.75M	80.86M	56.59M	26.45M



September 2019

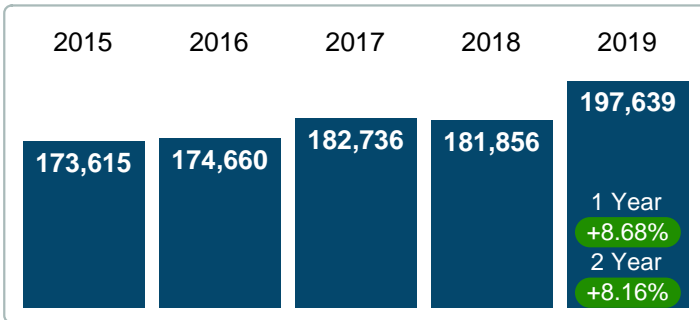
Area Delimited by County Of Tulsa



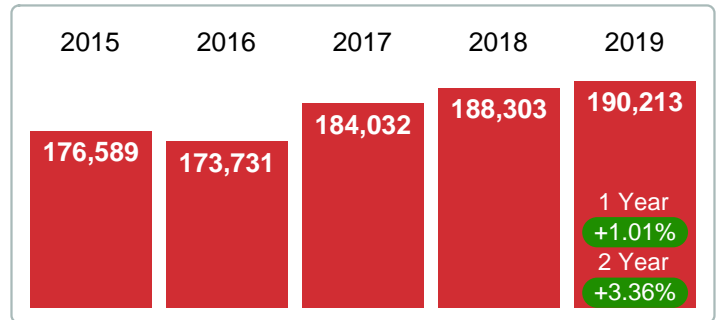
AVERAGE LIST PRICE AT CLOSING

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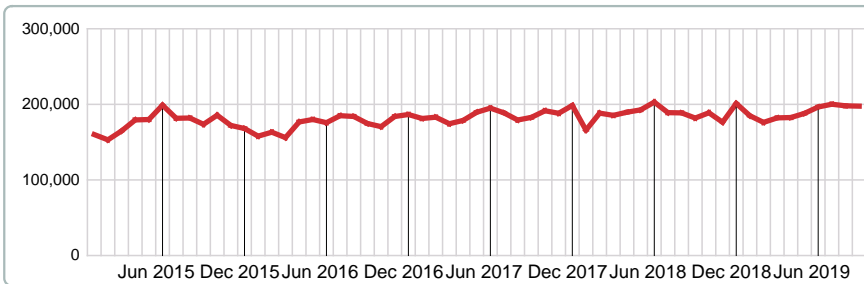
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

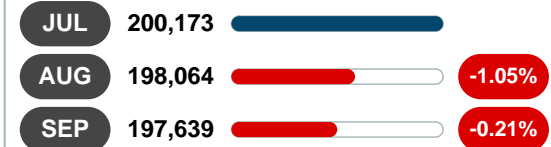


3 MONTHS

5 year SEP AVG = 182,101

High Jun 2018 202,954 Low Feb 2015 153,036

Average List Price at Closing this month at **197,639**
above the 5 yr SEP average of **182,101**



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-\$75,000	191	19.73%	26,179	37,080	27,160	13,329	1,786
\$75,001-\$125,000	136	14.05%	104,680	103,131	108,693	102,229	0
\$125,001-\$175,000	209	21.59%	152,542	155,095	153,453	153,819	152,462
\$175,001-\$225,000	161	16.63%	200,570	209,863	200,979	207,402	204,498
\$225,001-\$325,000	166	17.15%	265,842	288,500	262,510	271,293	285,053
\$325,001 and up	105	10.85%	607,382	1,124,714	469,060	494,296	822,917
Average List Price			197,639	151,620	152,983	256,468	508,922
Total Closed Units		100%	968	144	541	227	56
Total Closed Volume			191,314,636	21.83M	82.76M	58.22M	28.50M



September 2019

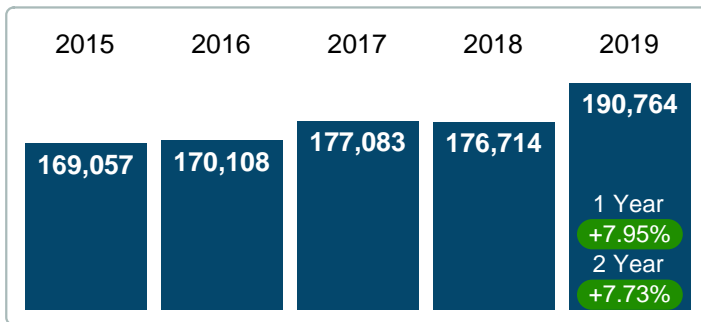
Area Delimited by County Of Tulsa



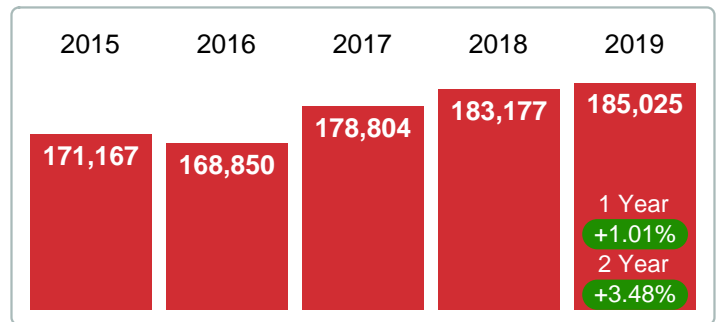
AVERAGE SOLD PRICE AT CLOSING

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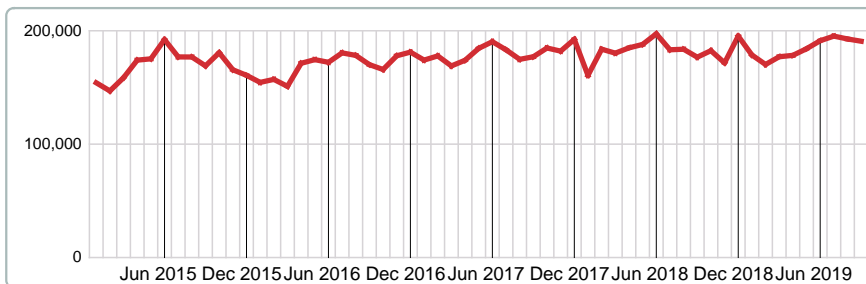
SEPTEMBER



YEAR TO DATE (YTD)

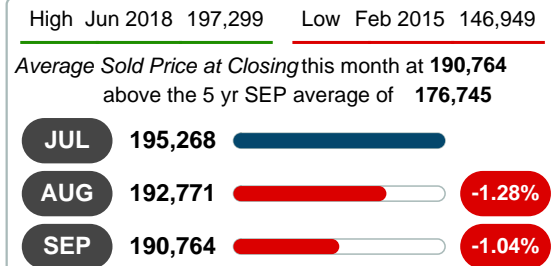


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 176,745



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-\$75,000	198	20.45%	26,401	34,990	25,279	12,552	1,786
\$75,001-\$125,000	130	13.43%	103,424	99,053	105,119	98,771	0
\$125,001-\$175,000	217	22.42%	150,681	148,071	151,175	151,237	144,125
\$175,001-\$225,000	163	16.84%	199,550	202,194	196,966	204,053	203,225
\$225,001-\$325,000	161	16.63%	265,888	279,400	258,926	266,650	279,200
\$325,001 and up	99	10.23%	585,401	1,054,267	449,217	472,506	752,018
Average Sold Price			190,764	144,119	149,472	249,316	472,275
Total Closed Units		100%	968	144	541	227	56
Total Closed Volume			184,659,647	20.75M	80.86M	56.59M	26.45M

September 2019

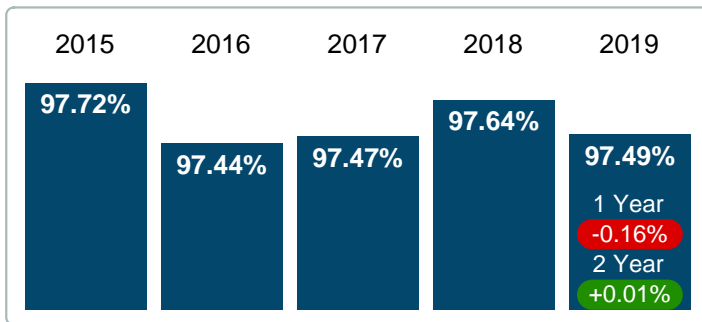
Area Delimited by County Of Tulsa



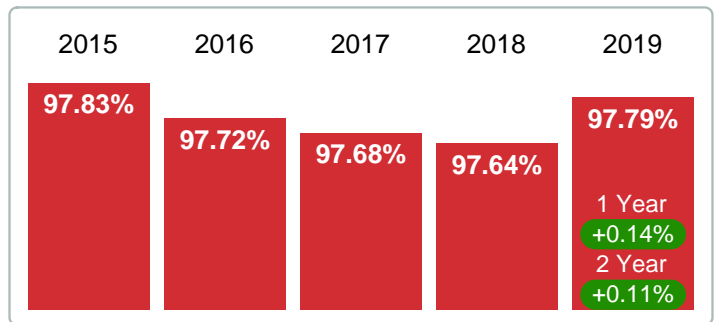
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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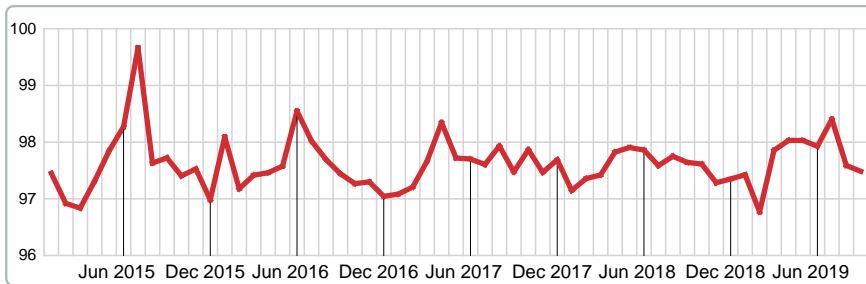
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

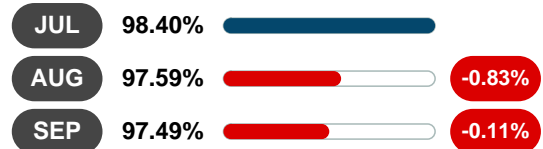


3 MONTHS

5 year SEP AVG = 97.55%

High Jul 2015 99.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **97.49%**
below the 5 yr SEP average of **97.55%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	198	20.45%	96.45%	94.82%	96.75%	98.88%	100.00%
\$75,001-\$125,000	130	13.43%	97.08%	96.46%	97.28%	96.99%	0.00%
\$125,001-\$175,000	217	22.42%	98.24%	96.31%	98.60%	98.43%	94.63%
\$175,001-\$225,000	163	16.84%	98.22%	96.39%	98.15%	98.57%	99.38%
\$225,001-\$325,000	161	16.63%	98.38%	96.90%	98.74%	98.35%	98.09%
\$325,001 and up	99	10.23%	95.79%	92.23%	97.12%	96.37%	94.77%
Average Sold/List Ratio		97.50%		95.52%	97.89%	98.02%	96.47%
Total Closed Units		968	100%	144	541	227	56
Total Closed Volume		184,659,647		20.75M	80.86M	56.59M	26.45M



September 2019

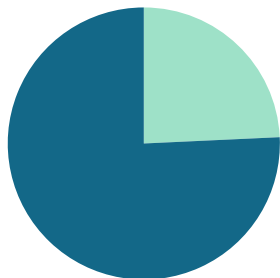
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

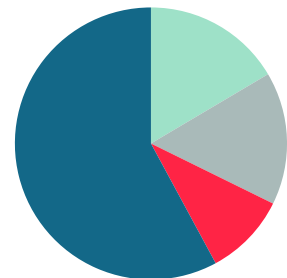


Inventory
 New Listings
1,372 = 24.26%
 Start Inventory
4,284
 Total Inventory Units
5,656
 Volume
\$1,758,963,638

Market Activity

Closed Sales
968 = 16.50%
 Pending Sales
926 = 15.78%
 Other Off Market
577 = 9.83%
 Active Inventory
3,397 = 57.89%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	895	968	8.16%	9,090	9,220	1.43%
Pending Sales	715	926	29.51%	8,580	9,030	5.24%
New Listings	1,301	1,372	5.46%	14,594	13,841	-5.16%
Average List Price	181,856	197,639	8.68%	188,303	190,213	1.01%
Average Sale Price	176,714	190,764	7.95%	183,177	185,025	1.01%
Average Percent of Selling Price to List Price	97.64%	97.49%	-0.16%	97.64%	97.79%	0.14%
Average Days on Market to Sale	42.42	36.58	-13.76%	44.24	39.45	-10.82%
Monthly Inventory	5,132	3,397	-33.81%	5,132	3,397	-33.81%
Months Supply of Inventory	5.26	3.46	-34.20%	5.26	3.46	-34.20%

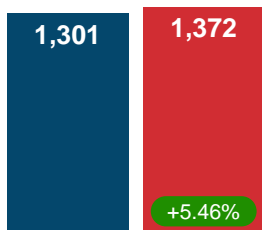
Absorption: Last 12 months, an Average of **982** Sales/Month

Inventory on September 30, 2019 = **3,397** 2018 2019

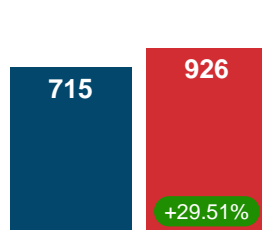
SEPTEMBER MARKET

AVERAGE PRICES

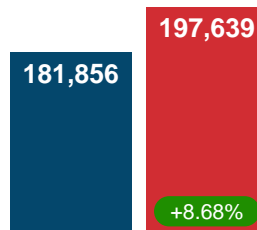
New Listings



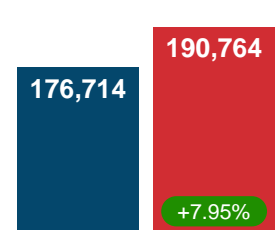
Pending Listings



List Price



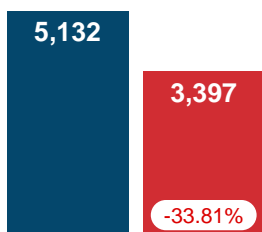
Sale Price



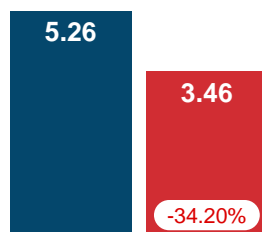
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

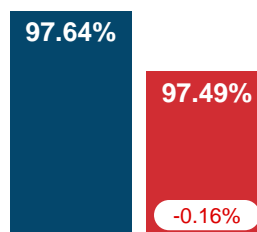
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

