



September 2019

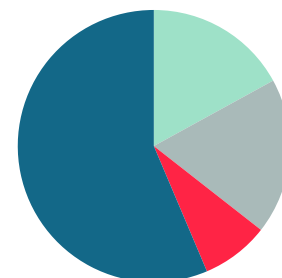
Area Delimited by School District Tulsa - Sch Dist (1)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	331	332	0.30%
Pending Listings	258	362	40.31%
New Listings	465	481	3.44%
Average List Price	154,905	194,365	25.47%
Average Sale Price	147,878	183,519	24.10%
Average Percent of Selling Price to List Price	96.04%	96.25%	0.22%
Average Days on Market to Sale	41.62	36.83	-11.49%
End of Month Inventory	1,773	1,100	-37.96%
Months Supply of Inventory	5.02	3.12	-37.93%



■ Closed (17.02%)
■ Pending (18.55%)
■ Other OffMarket (8.05%)
■ Active (56.38%)

Absorption: Last 12 months, an Average of **353** Sales/Month
Active Inventory as of September 30, 2019 = **1,100**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **37.96%** to 1,100 existing homes available for sale. Over the last 12 months this area has had an average of 353 closed sales per month. This represents an unsold inventory index of **3.12** 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 **24.10%** in September 2019 to \$183,519 versus the previous year at \$147,878.

Average Days on Market Shortens

The average number of **36.83** days that homes spent on the market before selling decreased by 4.78 days or **11.49%** in September 2019 compared to last year's same month at **41.62** 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 weak this month.

There were 481 New Listings in September 2019, up **3.44%** from last year at 465. Furthermore, there were 332 Closed Listings this month versus last year at 331, a **0.30%** increase.

Closed versus Listed trends yielded a **69.0%** ratio, down from previous year's, September 2018, at **71.2%**, a **3.03%** 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 Tulsa - Sch Dist (1)

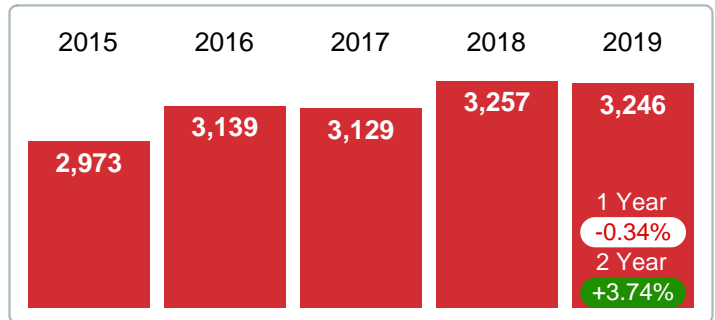
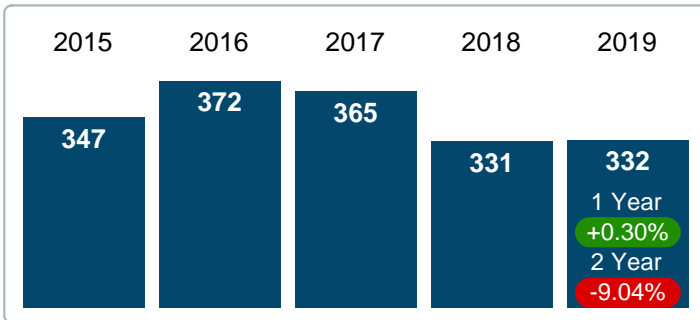


CLOSED LISTINGS

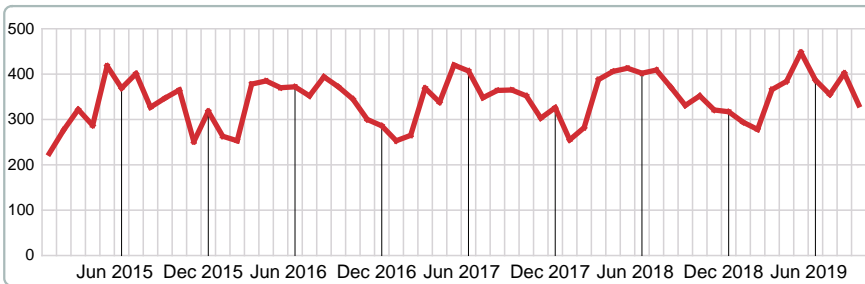
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SEPTEMBER

YEAR TO DATE (YTD)

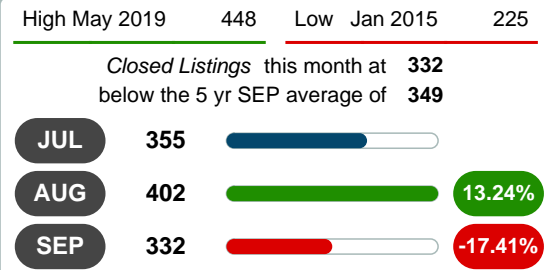


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 349



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-\$50,000	64	19.28%	38.8	27	34	2	1
\$50,001-\$75,000	38	11.45%	29.3	13	24	1	0
\$75,001-\$150,000	106	31.93%	28.1	21	77	7	1
\$150,001-\$175,000	33	9.94%	39.2	9	21	2	1
\$175,001-\$275,000	53	15.96%	38.9	9	34	9	1
\$275,001 and up	38	11.45%	60.5	9	7	16	6
Total Closed Units	332			88	197	37	10
Total Closed Volume	60,928,425	100%	36.8	13.82M	25.25M	12.74M	9.11M
Average Closed Price	\$183,519			\$157,055	\$128,196	\$344,435	\$910,900

September 2019



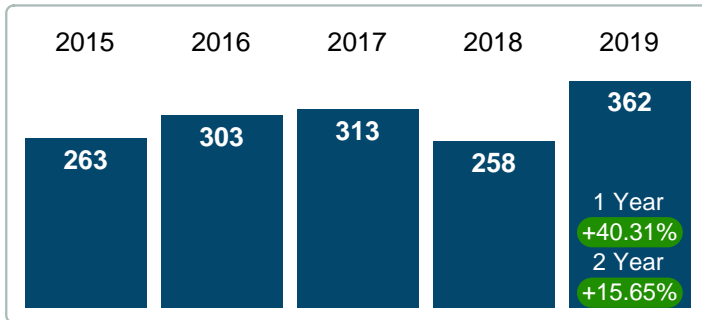
Area Delimited by School District Tulsa - Sch Dist (1)



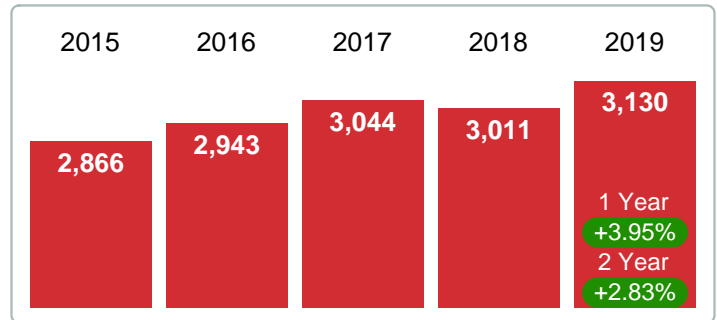
PENDING LISTINGS

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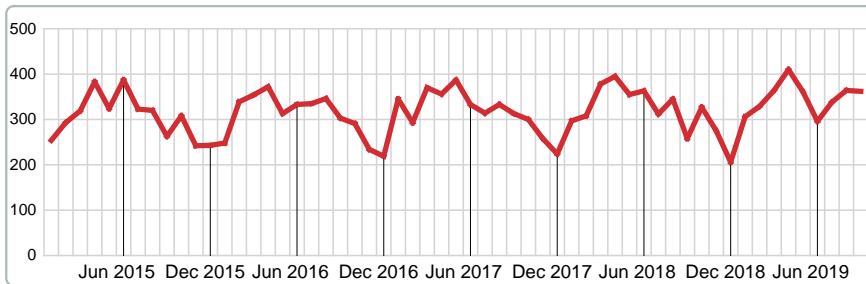
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 300

High Apr 2019 410 Low Dec 2018 206

Pending Listings this month at **362**
above the 5 yr SEP average of **300**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	36	9.94%	48.0	16	18	1	1
\$30,001 - \$60,000	46	12.71%	49.6	27	14	4	1
\$60,001 - \$90,000	48	13.26%	25.4	26	19	3	0
\$90,001 - \$150,000	91	25.14%	36.7	20	61	9	1
\$150,001 - \$210,000	58	16.02%	47.1	15	29	13	1
\$210,001 - \$340,000	46	12.71%	47.2	7	29	8	2
\$340,001 and up	37	10.22%	48.9	4	17	13	3
Total Pending Units	362			115	187	51	9
Total Pending Volume	60,947,944	100%	44.8	12.86M	32.13M	13.81M	2.14M
Average Listing Price	\$101,677			\$111,865	\$171,817	\$270,761	\$238,322

September 2019



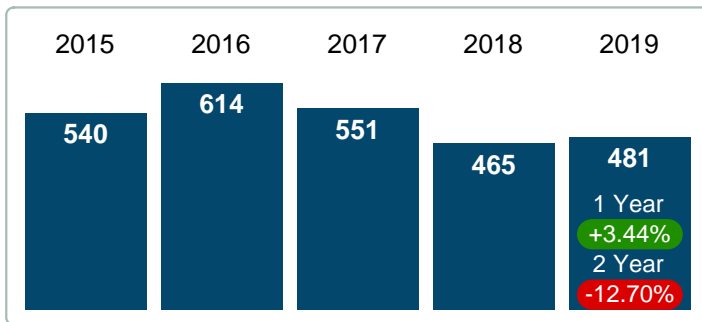
Area Delimited by School District Tulsa - Sch Dist (1)



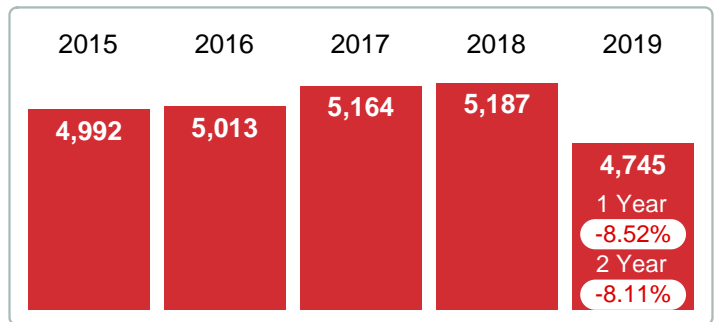
NEW LISTINGS

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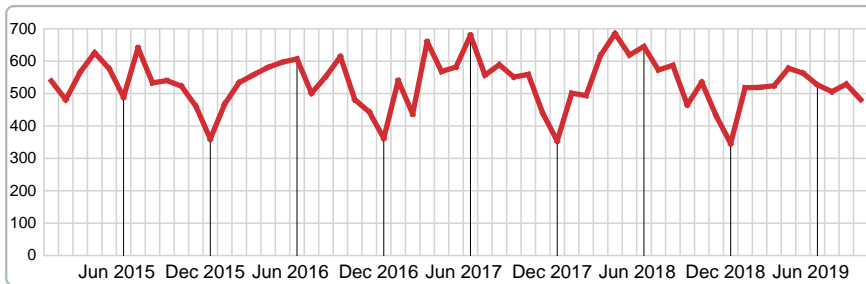
SEPTEMBER



YEAR TO DATE (YTD)

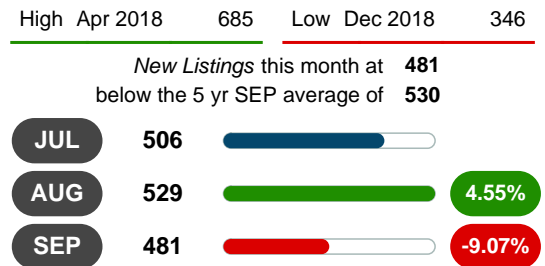


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 530



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-\$40,000	104	21.62%	69	33	2	0
\$40,001-\$90,000	76	15.80%	40	30	6	0
\$90,001-\$160,000	109	22.66%	28	68	9	4
\$160,001-\$260,000	81	16.84%	19	39	19	4
\$260,001-\$510,000	62	12.89%	10	34	16	2
\$510,001 and up	49	10.19%	9	9	24	7
Total New Listed Units	481		175	213	76	17
Total New Listed Volume	108,653,710	100%	29.13M	37.22M	29.60M	12.70M
Average New Listed Listing Price	\$43,263		\$166,475	\$174,750	\$389,514	\$746,812

September 2019



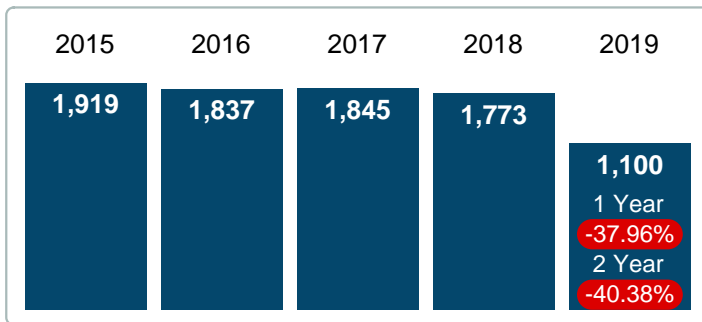
Area Delimited by School District Tulsa - Sch Dist (1)



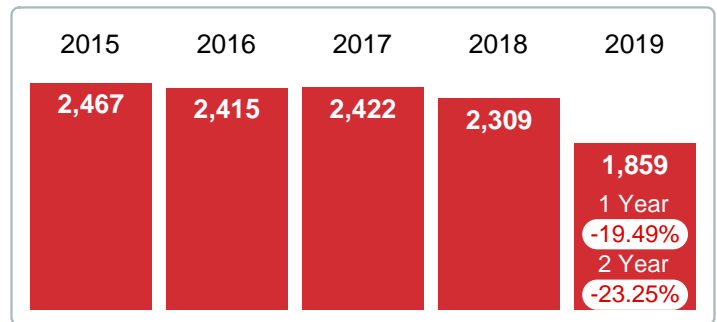
ACTIVE INVENTORY

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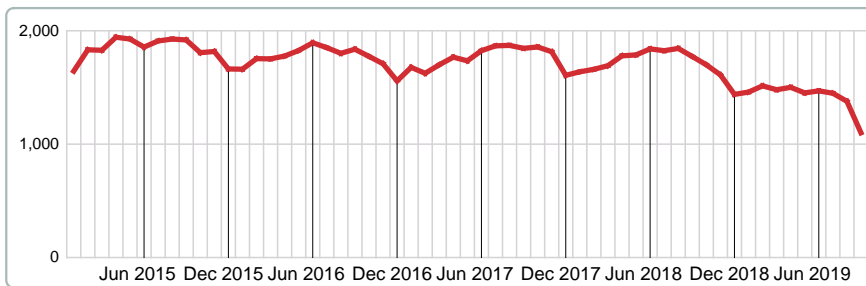
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

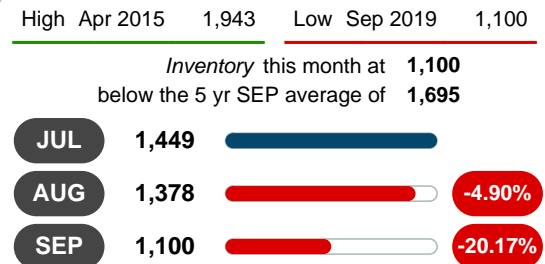


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,695



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$50,000	247	22.45%	62.2	158	76	13	0
\$50,001-\$100,000	138	12.55%	72.4	67	63	8	0
\$100,001-\$200,000	286	26.00%	55.1	84	157	35	10
\$200,001-\$375,000	172	15.64%	70.2	54	70	43	5
\$375,001-\$725,000	141	12.82%	81.9	26	48	60	7
\$725,001 and up	116	10.55%	77.1	28	11	44	33
Total Active Inventory by Units	1,100			417	425	203	55
Total Active Inventory by Volume	342,342,891	100%	67.0	87.04M	86.47M	104.58M	64.25M
Average Active Inventory Listing Price	\$311,221			\$208,733	\$203,465	\$515,175	\$1,168,144

September 2019



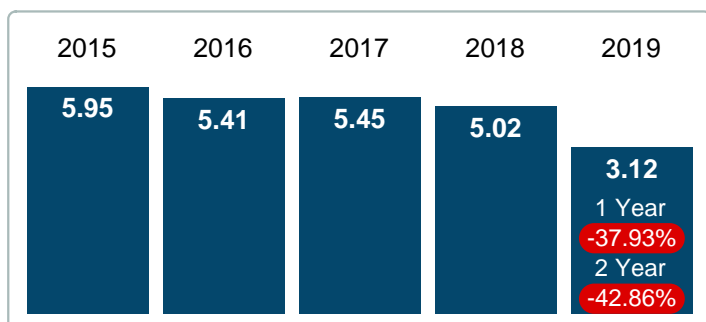
Area Delimited by School District Tulsa - Sch Dist (1)



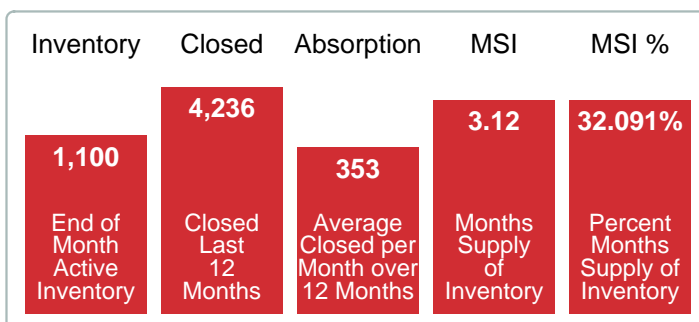
MONTHS SUPPLY of INVENTORY (MSI)

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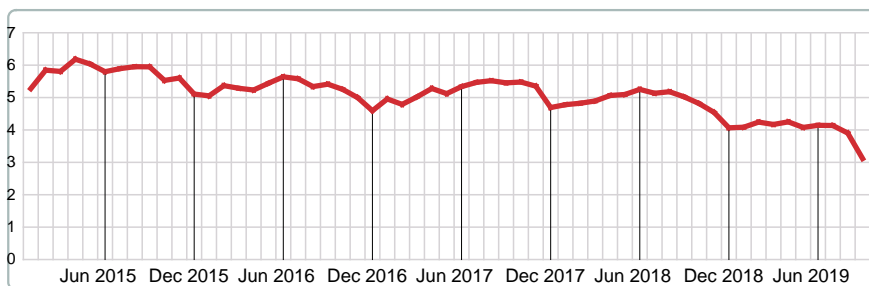
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

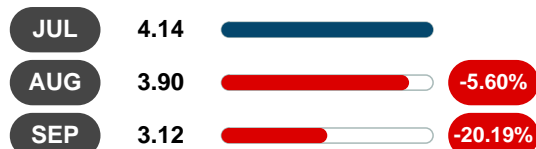


3 MONTHS

5 year SEP AVG = 4.99

High Apr 2015 6.18 Low Sep 2019 3.12

Months Supply this month at 3.12 below the 5 yr SEP average of 4.99



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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$50,000	247	22.45%	2.75	3.89	1.75	2.48	0.00
\$50,001-\$100,000	138	12.55%	2.06	2.97	1.56	2.09	0.00
\$100,001-\$200,000	286	26.00%	2.32	3.67	1.91	2.25	4.44
\$200,001-\$375,000	172	15.64%	3.80	6.48	3.04	3.79	1.94
\$375,001-\$725,000	141	12.82%	7.05	16.42	5.54	7.20	4.94
\$725,001 and up	116	10.55%	14.50	33.60	10.15	11.48	14.67
Market Supply of Inventory (MSI)			3.12	4.31	2.14	4.21	5.95
Total Active Inventory by Units		100%	3.12	417	425	203	55

September 2019



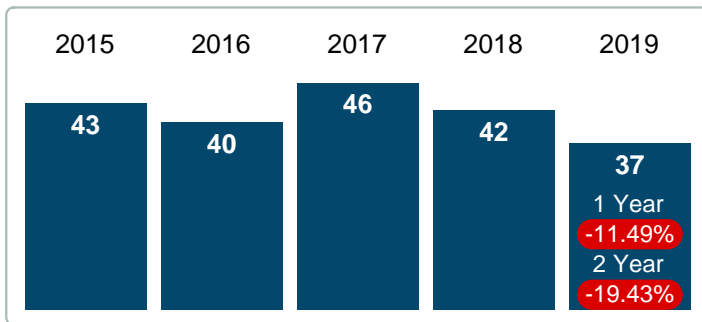
Area Delimited by School District Tulsa - Sch Dist (1)



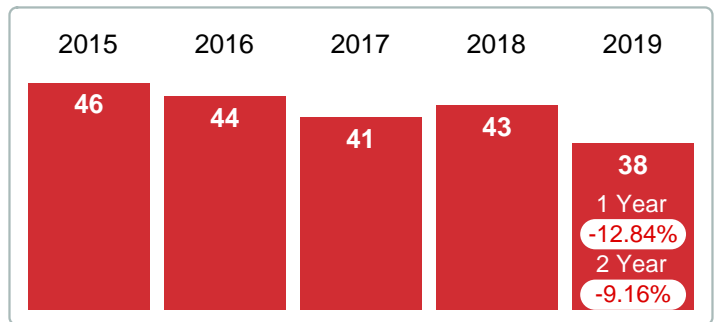
AVERAGE DAYS ON MARKET TO SALE

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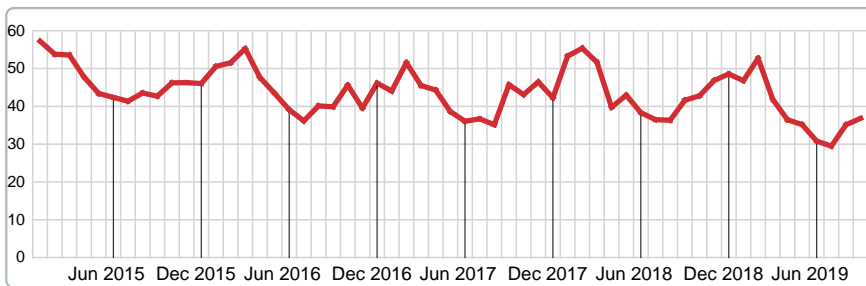
SEPTEMBER



YEAR TO DATE (YTD)

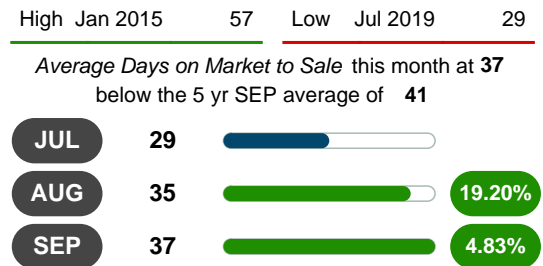


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



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-\$50,000	64	19.28%	39	42	37	34	20
\$50,001-\$75,000	38	11.45%	29	25	33	1	0
\$75,001-\$150,000	106	31.93%	28	19	30	30	62
\$150,001-\$175,000	33	9.94%	39	68	29	29	11
\$175,001-\$275,000	53	15.96%	39	60	38	23	42
\$275,001 and up	38	11.45%	60	51	42	75	58
Average Closed DOM			37	39	33	47	48
Total Closed Units		100%	37	88	197	37	10
Total Closed Volume			60,928,425	13.82M	25.25M	12.74M	9.11M

September 2019



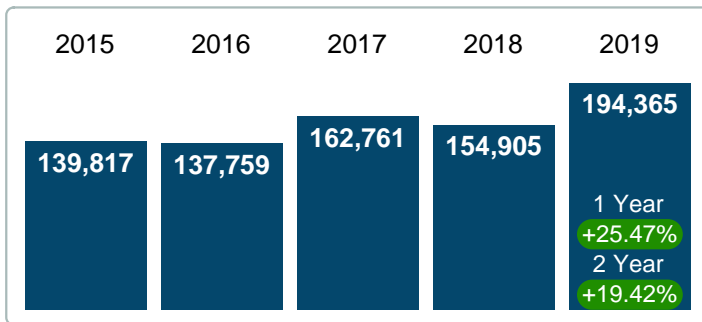
Area Delimited by School District Tulsa - Sch Dist (1)



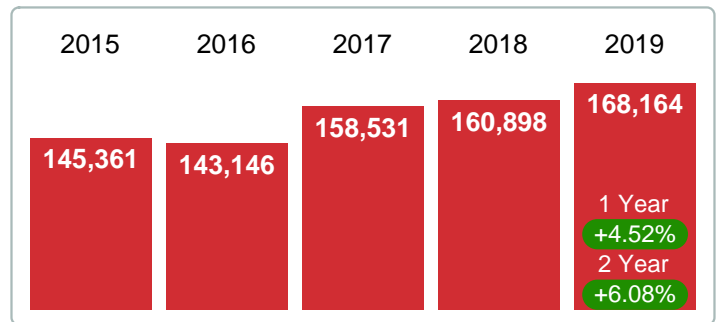
AVERAGE LIST PRICE AT CLOSING

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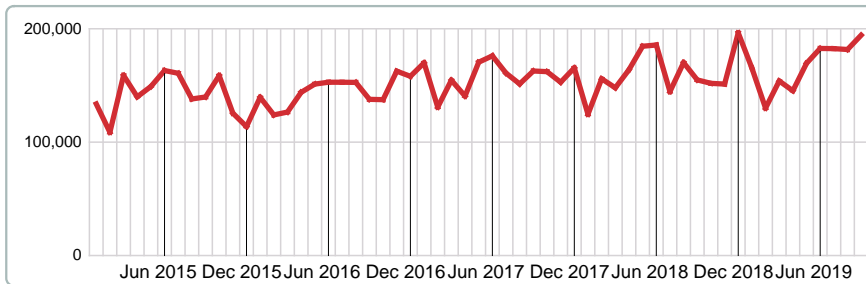
SEPTEMBER



YEAR TO DATE (YTD)

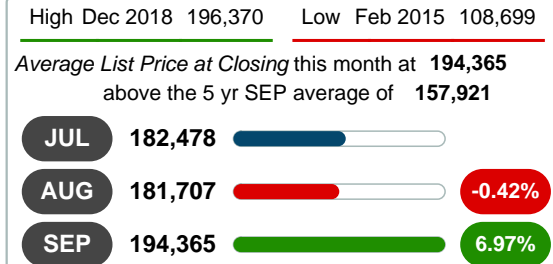


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 157,921



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 \$50,000	60	18.07%	15,776	22,717	16,098	1,275	1,200
\$50,001 to \$75,000	38	11.45%	64,992	68,177	67,628	70,000	0
\$75,001 to \$150,000	108	32.53%	114,465	113,366	117,545	114,714	149,950
\$150,001 to \$175,000	28	8.43%	163,371	174,678	165,429	164,250	195,000
\$175,001 to \$275,000	57	17.17%	220,254	236,544	226,312	220,522	247,000
\$275,001 and up	41	12.35%	771,261	771,556	554,843	635,569	1,629,800
Average List Price			194,365	165,061	133,370	361,023	1,037,195
Total Closed Units		100%	332	88	197	37	10
Total Closed Volume			64,529,056	14.53M	26.27M	13.36M	10.37M

September 2019



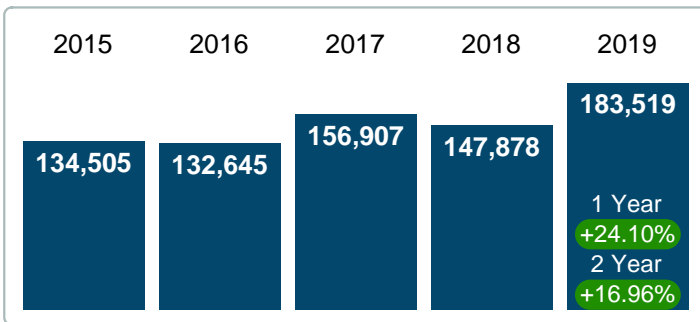
Area Delimited by School District Tulsa - Sch Dist (1)



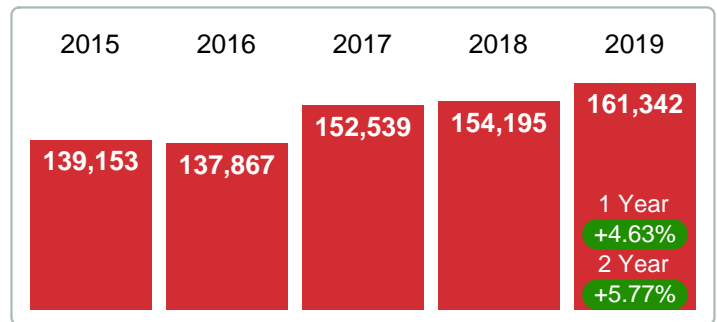
AVERAGE SOLD PRICE AT CLOSING

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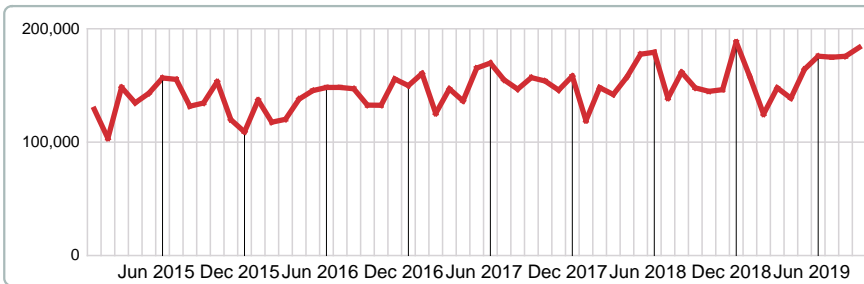
SEPTEMBER



YEAR TO DATE (YTD)

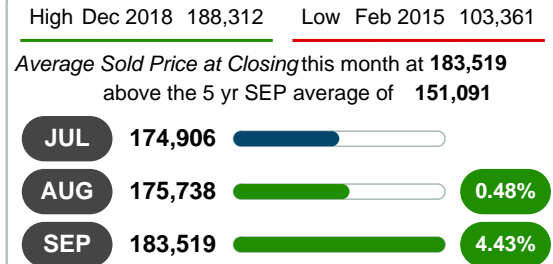


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151,091



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-\$50,000	64	19.28%	16,400	21,261	13,876	1,275	1,200
\$50,001-\$75,000	38	11.45%	64,335	64,792	63,892	69,000	0
\$75,001-\$150,000	106	31.93%	112,758	111,390	112,938	112,643	128,500
\$150,001-\$175,000	33	9.94%	162,988	162,689	162,948	161,250	170,000
\$175,001-\$275,000	53	15.96%	222,442	226,950	221,315	219,905	243,000
\$275,001 and up	38	11.45%	745,097	728,722	515,214	598,900	1,427,717
Average Sold Price			183,519	157,055	128,196	344,435	910,900
Total Closed Units		100%	332	88	197	37	10
Total Closed Volume			60,928,425	13.82M	25.25M	12.74M	9.11M

September 2019



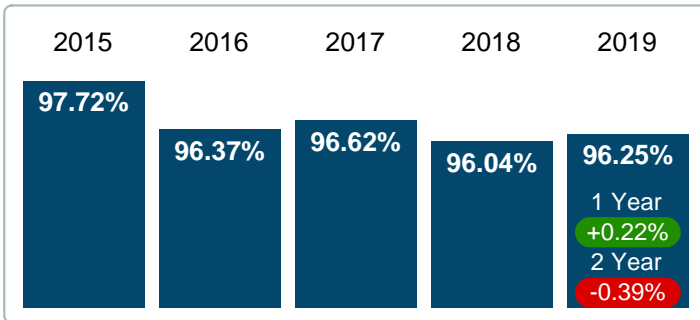
Area Delimited by School District Tulsa - Sch Dist (1)



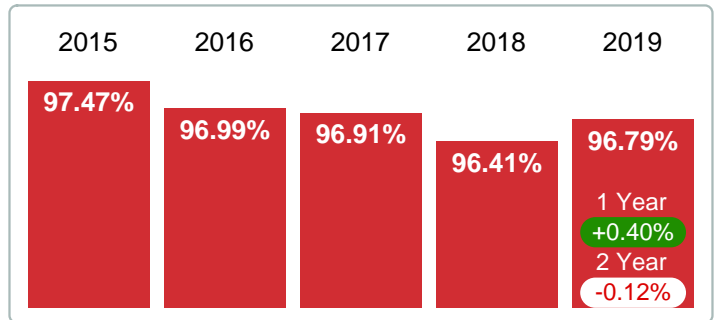
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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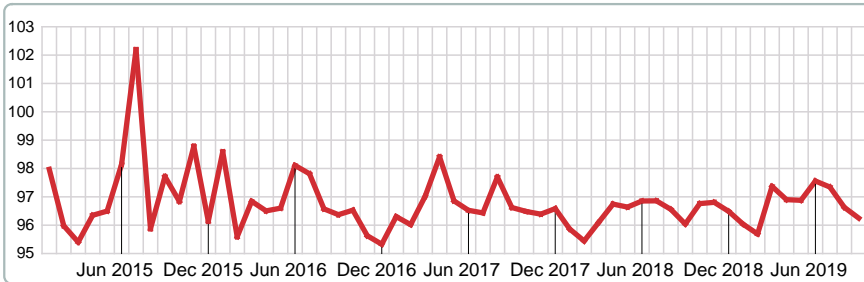
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

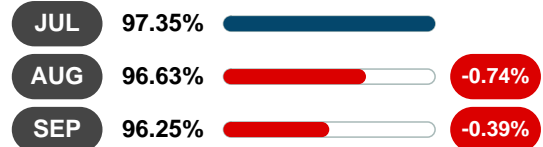


3 MONTHS

5 year SEP AVG = 96.60%

High Jul 2015 102.19% Low Dec 2016 95.33%

Average Sold/List Ratio this month at **96.25%**
below the 5 yr SEP average of **96.60%**



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-\$50,000	64	19.28%	94.85%	94.88%	94.38%	100.00%	100.00%	
\$50,001-\$75,000	38	11.45%	95.23%	95.21%	95.10%	98.57%	0.00%	
\$75,001-\$150,000	106	31.93%	96.96%	98.36%	96.56%	98.80%	85.70%	
\$150,001-\$175,000	33	9.94%	97.09%	94.50%	98.57%	98.14%	87.18%	
\$175,001-\$275,000	53	15.96%	97.85%	95.93%	97.80%	99.90%	98.38%	
\$275,001 and up	38	11.45%	94.65%	95.21%	94.75%	94.90%	93.03%	
Average Sold/List Ratio		96.20%		95.86%	96.37%	97.40%	92.95%	
Total Closed Units		332	100%	96.20%	88	197	37	10
Total Closed Volume		60,928,425			13.82M	25.25M	12.74M	9.11M

September 2019



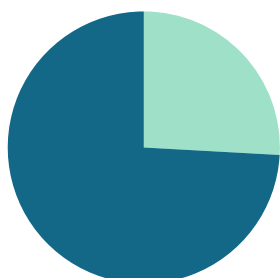
Area Delimited by School District Tulsa - Sch Dist (1)



MARKET SUMMARY

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

INVENTORY

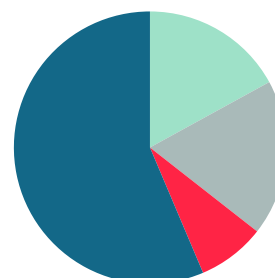


Inventory
 New Listings
481 = 25.87%
 Start Inventory
1,378
 Total Inventory Units
1,859
 Volume
\$506,878,671

Market Activity

Closed Sales
332 = 17.02%
 Pending Sales
362 = 18.55%
 Other Off Market
157 = 8.05%
 Active Inventory
1,100 = 56.38%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	331	332	0.30%	3,257	3,246	-0.34%
Pending Sales	258	362	40.31%	3,011	3,130	3.95%
New Listings	465	481	3.44%	5,187	4,745	-8.52%
Average List Price	154,905	194,365	25.47%	160,898	168,164	4.52%
Average Sale Price	147,878	183,519	24.10%	154,195	161,342	4.63%
Average Percent of Selling Price to List Price	96.04%	96.25%	0.22%	96.41%	96.79%	0.40%
Average Days on Market to Sale	41.62	36.83	-11.49%	43.21	37.66	-12.84%
Monthly Inventory	1,773	1,100	-37.96%	1,773	1,100	-37.96%
Months Supply of Inventory	5.02	3.12	-37.93%	5.02	3.12	-37.93%

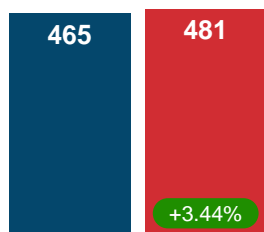
Absorption: Last 12 months, an Average of **353** Sales/Month

Inventory on September 30, 2019 = **1,100** 2018 2019

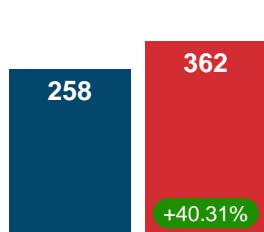
SEPTEMBER MARKET

AVERAGE PRICES

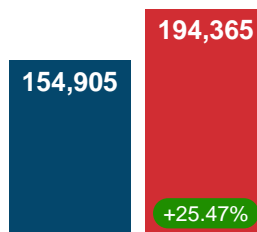
New Listings



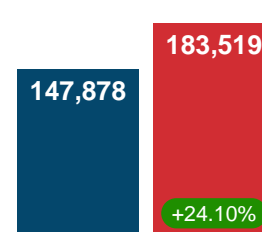
Pending Listings



List Price



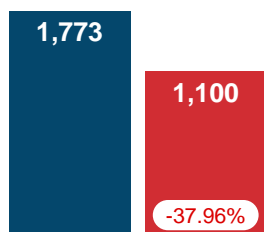
Sale Price



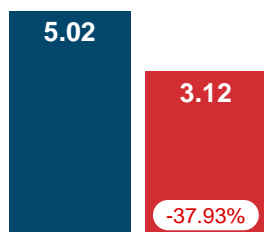
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

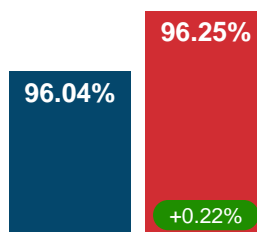
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

