

September 2019



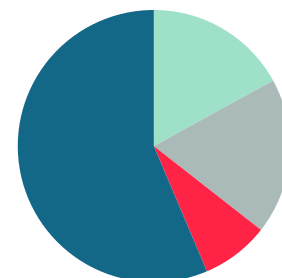
Area Delimited by School District Tulsa - Sch Dist (1)



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%
Median List Price	115,000	125,000	8.70%
Median Sale Price	110,000	123,750	12.50%
Median Percent of Selling Price to List Price	97.96%	98.34%	0.39%
Median Days on Market to Sale	26.00	21.00	-19.23%
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.

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 **12.50%** in September 2019 to \$123,750 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 5.00 days or **19.23%** in September 2019 compared to last year's same month at **26.00** 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 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)

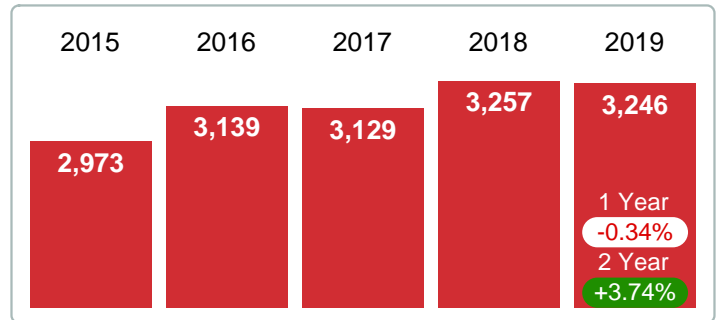
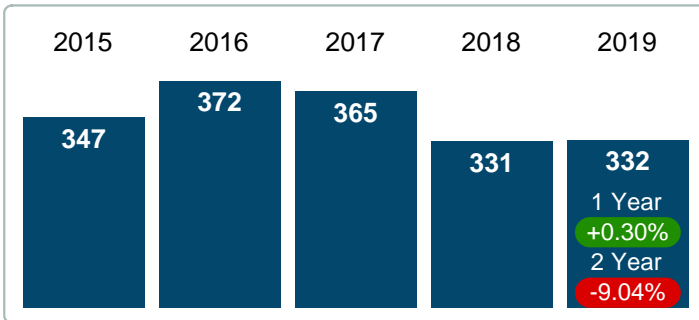


CLOSED LISTINGS

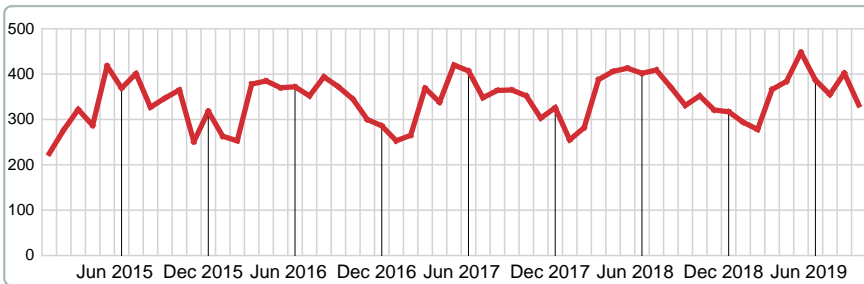
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

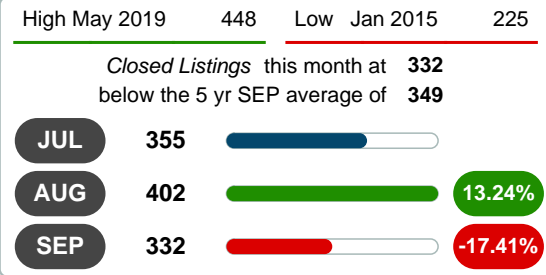


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 349



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	32	9.64%	39.0	8	21	2	1
\$10,001 - \$60,000	46	13.86%	22.0	23	23	0	0
\$60,001 - \$90,000	47	14.16%	21.0	15	28	4	0
\$90,001 - \$150,000	83	25.00%	14.0	15	63	4	1
\$150,001 - \$190,000	48	14.46%	30.0	10	31	6	1
\$190,001 - \$290,000	41	12.35%	19.0	9	24	6	2
\$290,001 and up	35	10.54%	56.0	8	7	15	5
Total Closed Units	332			88	197	37	10
Total Closed Volume	60,928,425	100%	21.0	13.82M	25.25M	12.74M	9.11M
Median Closed Price	\$123,750			\$84,450	\$116,000	\$259,900	\$422,500

September 2019



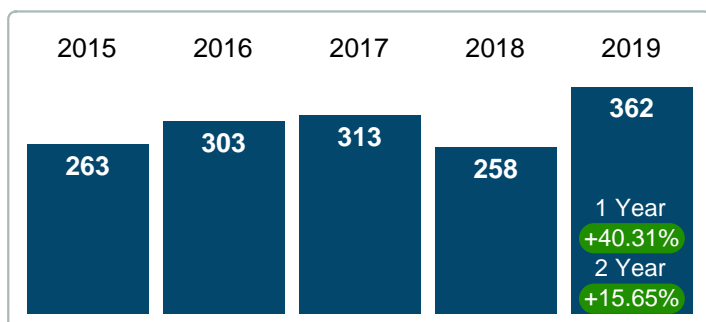
Area Delimited by School District Tulsa - Sch Dist (1)



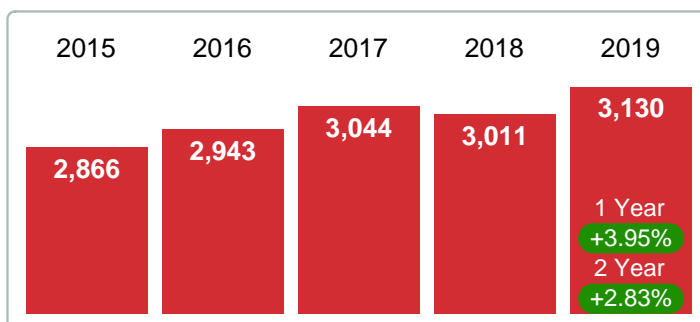
PENDING LISTINGS

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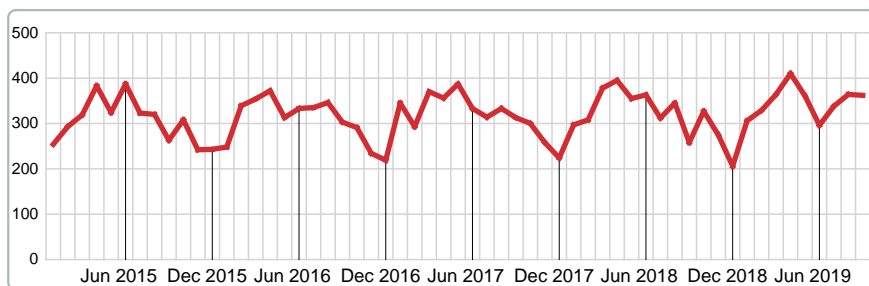
SEPTEMBER



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**

- JUL 338
- AUG 364 +7.69%
- SEP 362 -0.55%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	36	9.94%	35.0	16	18	1	1
\$30,001 - \$60,000	46	12.71%	21.0	27	14	4	1
\$60,001 - \$90,000	48	13.26%	11.0	26	19	3	0
\$90,001 - \$150,000	91	25.14%	15.0	20	61	9	1
\$150,001 - \$210,000	58	16.02%	32.0	15	29	13	1
\$210,001 - \$340,000	46	12.71%	32.0	7	29	8	2
\$340,001 and up	37	10.22%	12.0	4	17	13	3
Total Pending Units	362			115	187	51	9
Total Pending Volume	60,947,944	100%	20.0	12.86M	32.13M	13.81M	2.14M
Median Listing Price	\$125,000			\$75,000	\$134,900	\$180,000	\$227,000

September 2019



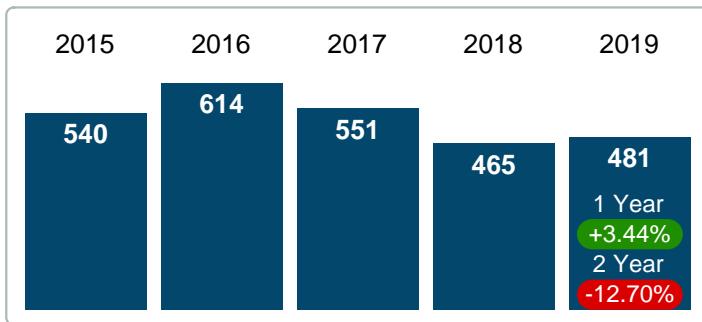
Area Delimited by School District Tulsa - Sch Dist (1)



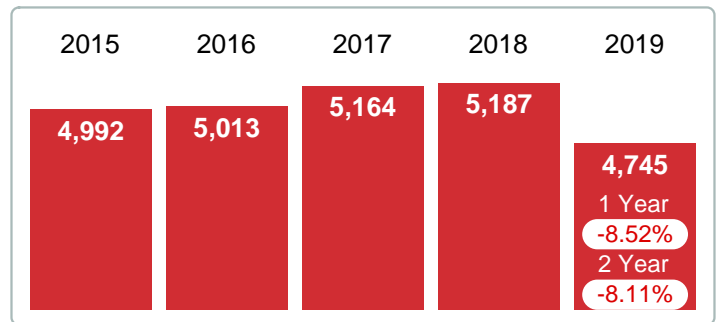
NEW LISTINGS

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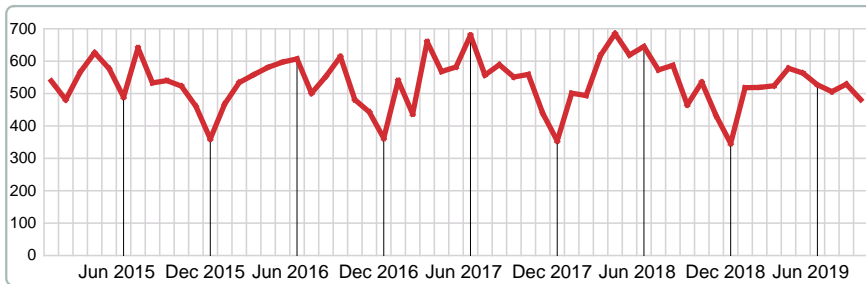
SEPTEMBER



YEAR TO DATE (YTD)

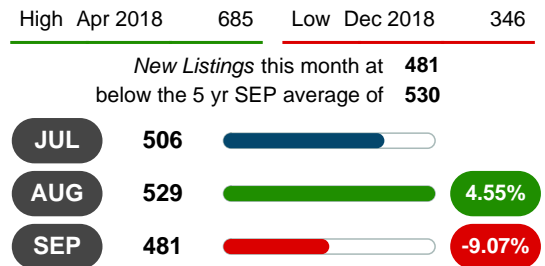


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$134,900		\$69,900	\$135,000	\$287,450	\$480,000

September 2019



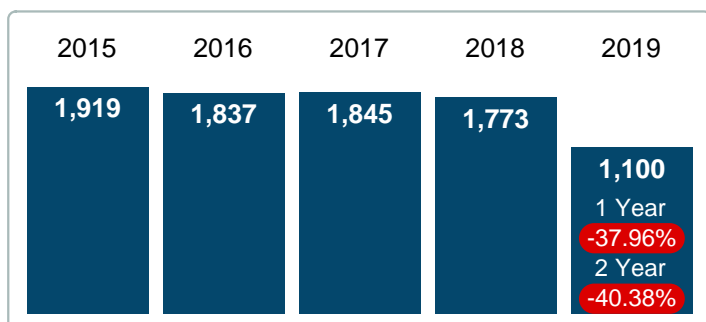
Area Delimited by School District Tulsa - Sch Dist (1)



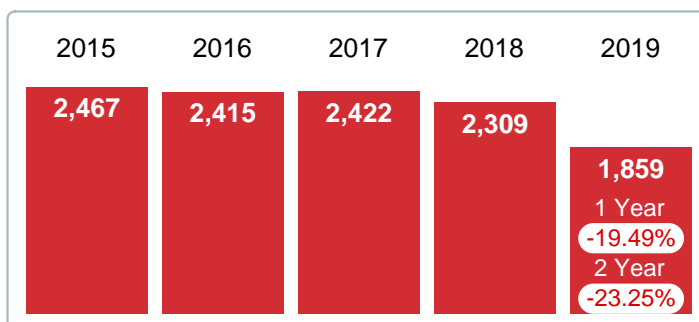
ACTIVE INVENTORY

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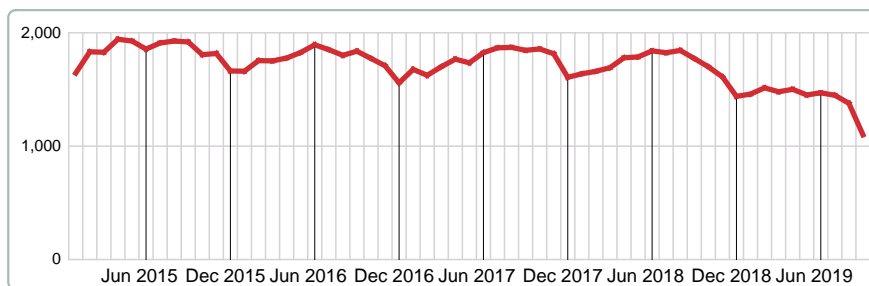
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

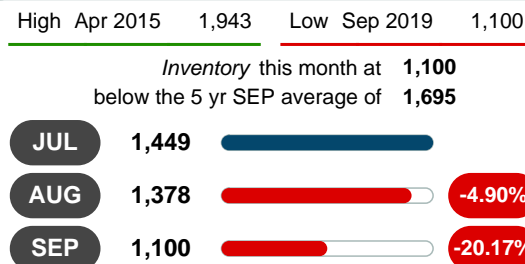


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,695



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	12.0	0	0	0	0
\$1 \$50,000	247	22.45%	47.0	158	76	13	0
\$50,001 \$100,000	138	12.55%	46.5	67	63	8	0
\$100,001 \$200,000	286	26.00%	45.5	84	157	35	10
\$200,001 \$375,000	172	15.64%	53.0	54	70	43	5
\$375,001 \$725,000	141	12.82%	75.0	26	48	60	7
\$725,001 and up	116	10.55%	66.5	28	11	44	33
Total Active Inventory by Units			1,100	417	425	203	55
Total Active Inventory by Volume			342,342,891	87.04M	86.47M	104.58M	64.25M
Median Active Inventory Listing Price			\$159,000	\$85,000	\$144,900	\$382,700	\$869,000

September 2019



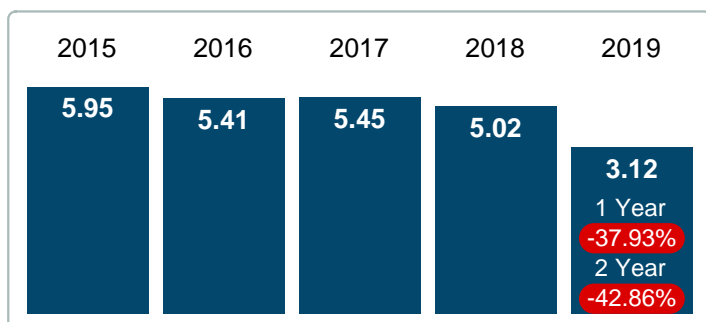
Area Delimited by School District Tulsa - Sch Dist (1)



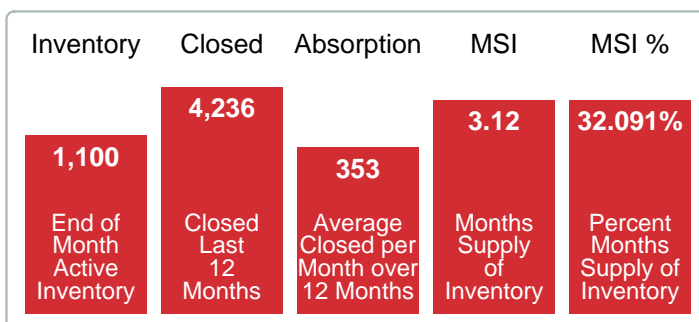
MONTHS SUPPLY of INVENTORY (MSI)

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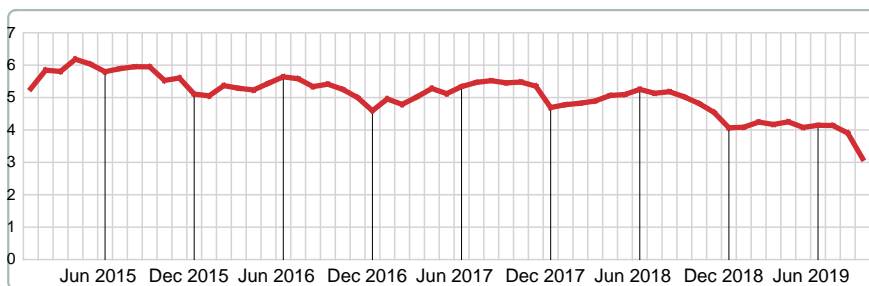
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

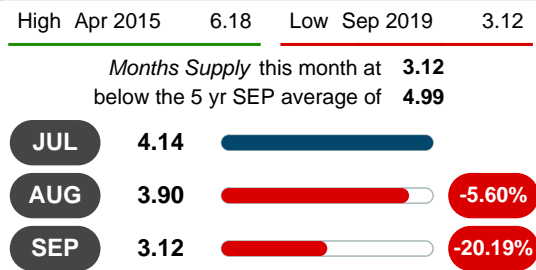


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.99



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



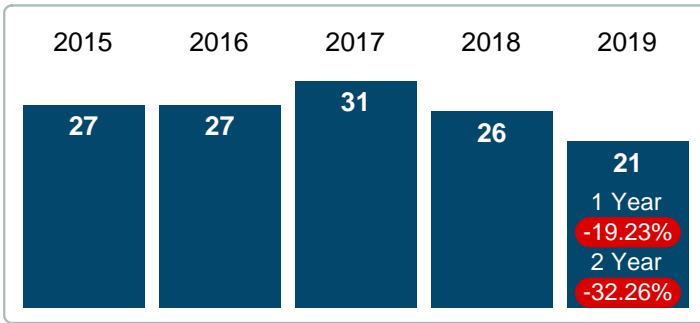
Area Delimited by School District Tulsa - Sch Dist (1)



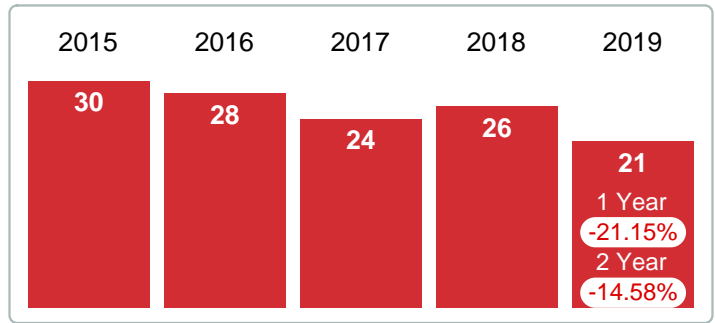
MEDIAN DAYS ON MARKET TO SALE

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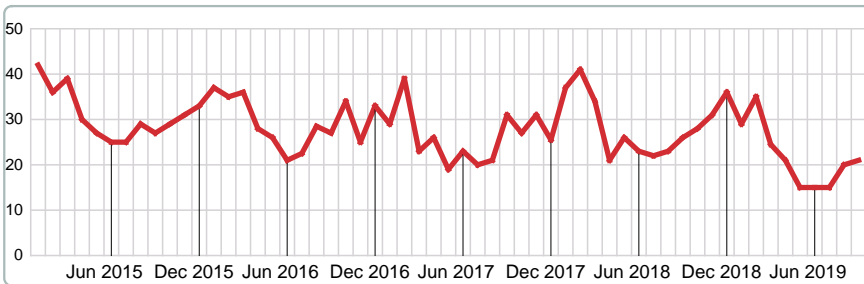
SEPTEMBER



YEAR TO DATE (YTD)

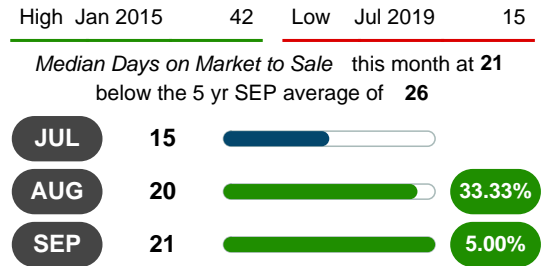


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 26



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
\$10,000 and less	9.64%	39	51	30	34	20
\$10,001 - \$60,000	13.86%	22	23	22	0	0
\$60,001 - \$90,000	14.16%	21	21	23	2	0
\$90,001 - \$150,000	25.00%	14	12	14	11	62
\$150,001 - \$190,000	14.46%	30	33	21	31	11
\$190,001 - \$290,000	12.35%	19	62	14	7	74
\$290,001 and up	10.54%	56	37	28	80	60
Median Closed DOM		21	25	20	24	51
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



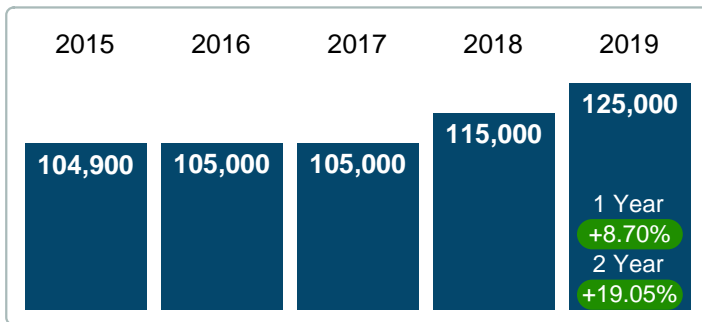
Area Delimited by School District Tulsa - Sch Dist (1)



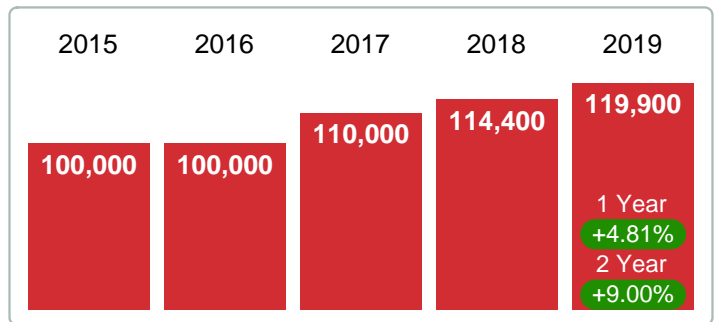
MEDIAN LIST PRICE AT CLOSING

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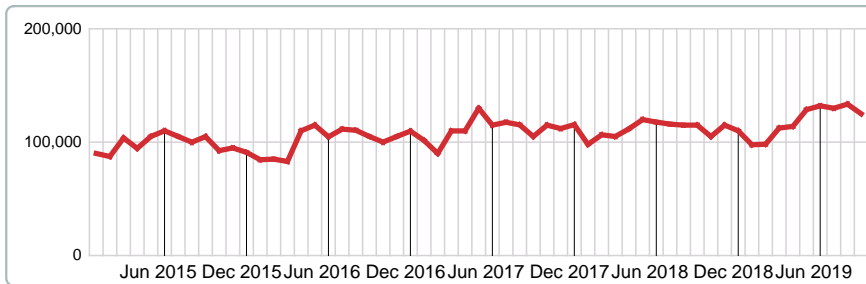
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

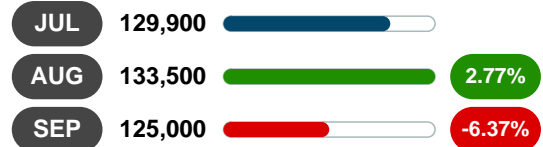


3 MONTHS

5 year SEP AVG = 110,980

High Aug 2019 133,500 Low Mar 2016 83,000

Median List Price at Closing this month at **125,000**
 above the 5 yr SEP average of **110,980**



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		
\$10,000 and less	31	9.34%	950	850	950	1,275	1,200	
\$10,001 - \$60,000	40	12.05%	35,750	29,700	47,450	0	0	
\$60,001 - \$90,000	52	15.66%	75,000	74,900	75,500	79,900	0	
\$90,001 - \$150,000	83	25.00%	124,900	129,000	121,500	139,500	149,950	
\$150,001 - \$190,000	43	12.95%	169,000	166,250	172,450	180,000	0	
\$190,001 - \$290,000	47	14.16%	239,900	229,000	239,900	259,900	221,000	
\$290,001 and up	36	10.84%	512,000	457,000	440,000	694,900	714,500	
Median List Price		125,000		85,750	119,000	259,900	444,950	
Total Closed Units		332	100%	125,000	88	197	37	10
Total Closed Volume		64,529,056			14.53M	26.27M	13.36M	10.37M

September 2019



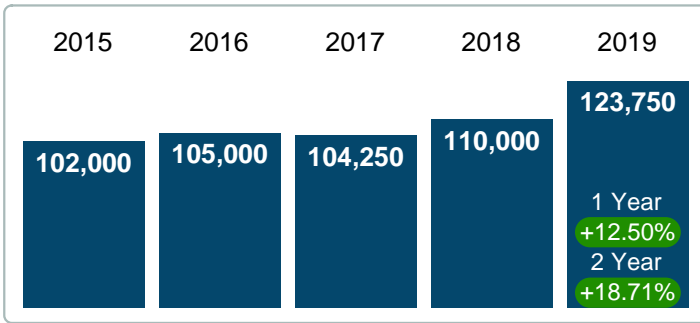
Area Delimited by School District Tulsa - Sch Dist (1)



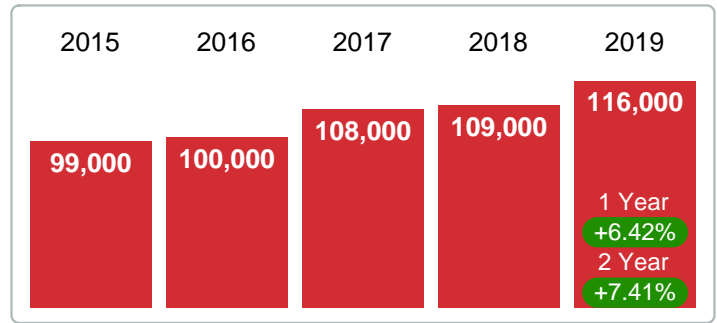
MEDIAN SOLD PRICE AT CLOSING

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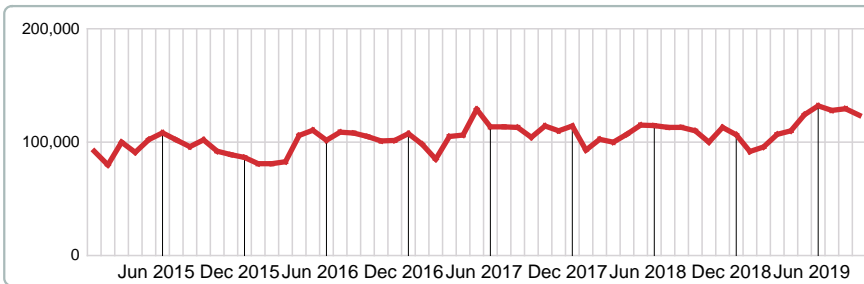
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

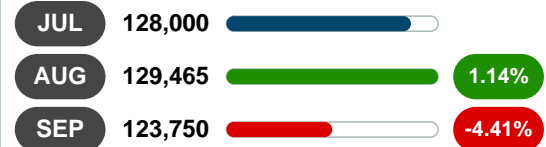


3 MONTHS

5 year SEP AVG = 109,000

High Jun 2019 132,000 Low Feb 2015 79,900

Median Sold Price at Closing this month at **123,750** above the 5 yr SEP average of **109,000**



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
\$10,000 and less	9.64%	973	873	950	1,275	1,200
\$10,001 - \$60,000	13.86%	36,208	31,000	50,000	0	0
\$60,001 - \$90,000	14.16%	75,000	74,800	75,250	83,750	0
\$90,001 - \$150,000	25.00%	124,000	125,900	123,000	135,500	128,500
\$150,001 - \$190,000	14.46%	167,750	162,250	172,000	184,125	170,000
\$190,001 - \$290,000	12.35%	248,000	225,000	246,500	262,450	261,500
\$290,001 and up	10.54%	462,500	435,000	400,000	665,000	680,000
Median Sold Price		123,750	84,450	116,000	259,900	422,500
Total Closed Units		332	88	197	37	10
Total Closed Volume		60,928,425	13.82M	25.25M	12.74M	9.11M

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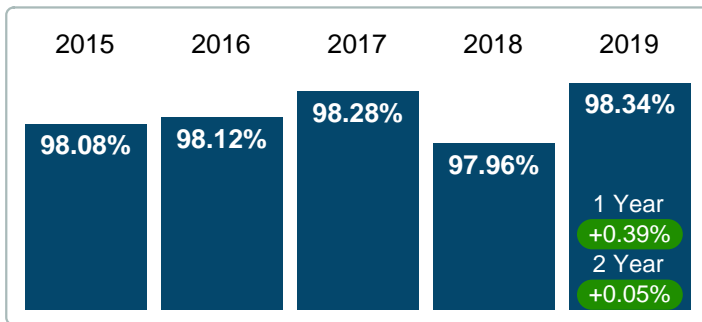
Area Delimited by School District Tulsa - Sch Dist (1)



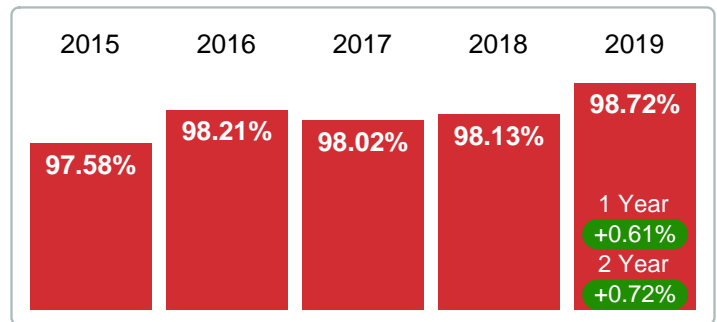
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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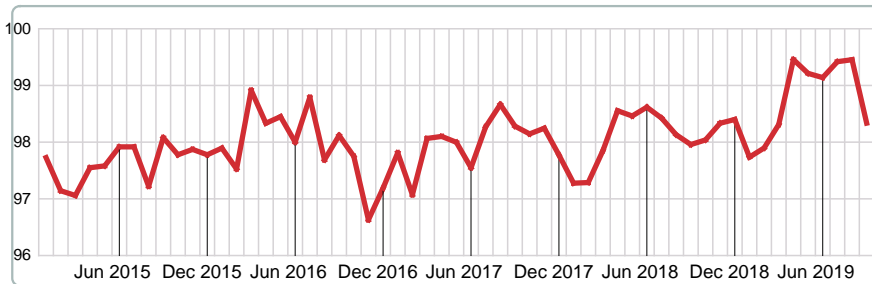
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

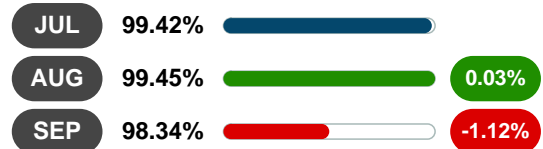


3 MONTHS

5 year SEP AVG = 98.15%

High Apr 2019 99.46% Low Nov 2016 96.63%

Median Sold/List Ratio this month at **98.34%**
equal to 5 yr SEP average of **98.15%**



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	
\$10,000 and less	32	9.64%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$10,001 \$60,000	46	13.86%	93.94%	94.55%	93.33%	0.00%	0.00%	
\$60,001 \$90,000	47	14.16%	98.67%	97.67%	100.00%	96.11%	0.00%	
\$90,001 \$150,000	83	25.00%	98.80%	100.00%	98.10%	101.24%	85.70%	
\$150,001 \$190,000	48	14.46%	98.50%	96.57%	99.46%	98.94%	87.18%	
\$190,001 \$290,000	41	12.35%	98.25%	96.54%	98.78%	100.00%	95.87%	
\$290,001 and up	35	10.54%	95.65%	94.71%	95.91%	95.69%	94.26%	
Median Sold/List Ratio		98.34%		97.39%	99.13%	98.47%	93.81%	
Total Closed Units		332	100%	98.34%	88	197	37	10
Total Closed Volume		60,928,425			13.82M	25.25M	12.74M	9.11M

September 2019



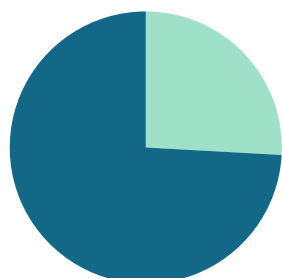
Area Delimited by School District Tulsa - Sch Dist (1)



MARKET SUMMARY

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

INVENTORY

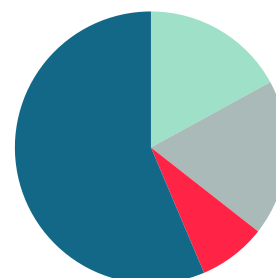


Inventory
 New Listings
481 = 25.87%
 Start Inventory
1,378
 Total Inventory Units
1,859
 Volume
\$506,878,671

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%
Median List Price	115,000	125,000	8.70%	114,400	119,900	4.81%
Median Sale Price	110,000	123,750	12.50%	109,000	116,000	6.42%
Median Percent of Selling Price to List Price	97.96%	98.34%	0.39%	98.13%	98.72%	0.61%
Median Days on Market to Sale	26.00	21.00	-19.23%	26.00	20.50	-21.15%
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%

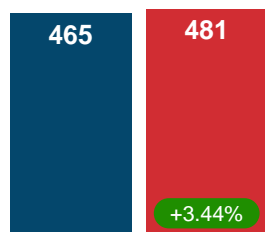
Absorption: Last 12 months, an Average of **353** Sales/Month

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

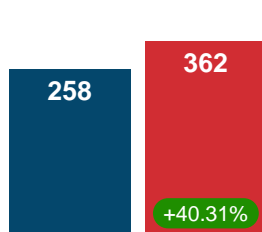
SEPTEMBER MARKET

MEDIAN PRICES

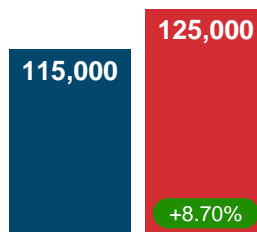
New Listings



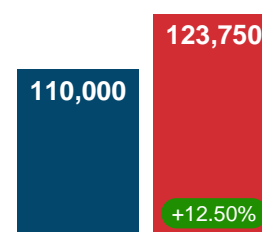
Pending Listings



List Price



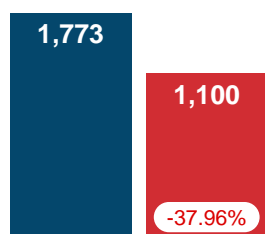
Sale Price



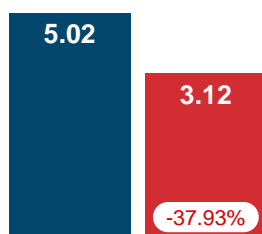
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

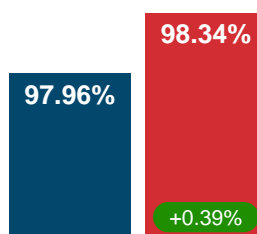
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

