



September 2019

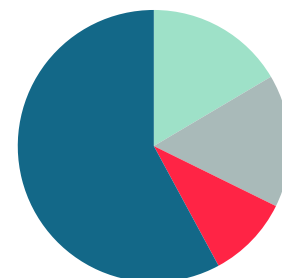
Area Delimited by County Of Tulsa



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%
Median List Price	158,000	164,900	4.37%
Median Sale Price	154,900	160,000	3.29%
Median Percent of Selling Price to List Price	98.97%	99.33%	0.36%
Median Days on Market to Sale	26.00	19.00	-26.92%
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.

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 **3.29%** in September 2019 to \$160,000 versus the previous year at \$154,900.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 7.00 days or **26.92%** 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 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

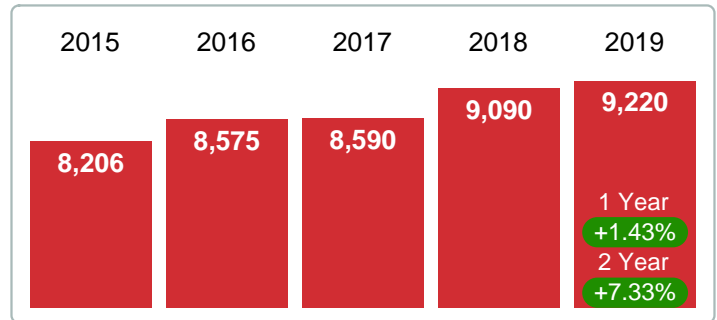
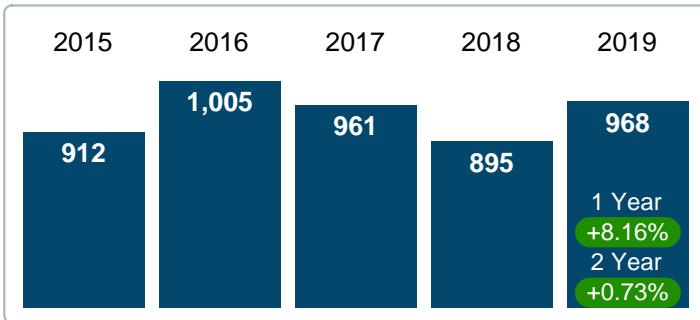


CLOSED LISTINGS

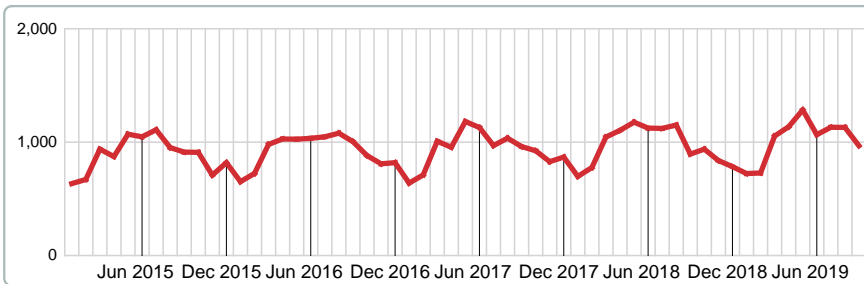
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SEPTEMBER

YEAR TO DATE (YTD)

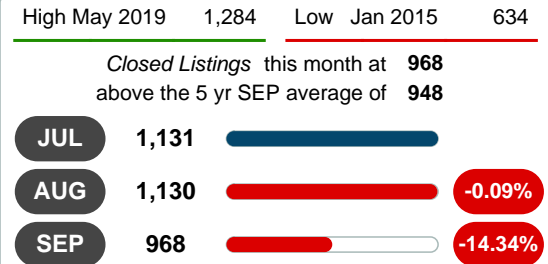


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 948



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	24.5	64	106	24	4
\$75,001-\$125,000	130	13.43%	14.0	29	94	7	0
\$125,001-\$175,000	217	22.42%	13.0	26	161	26	4
\$175,001-\$225,000	163	16.84%	15.0	8	101	50	4
\$225,001-\$325,000	161	16.63%	22.0	10	60	74	17
\$325,001 and up	99	10.23%	51.0	7	19	46	27
Total Closed Units	968			144	541	227	56
Total Closed Volume	184,659,647	100%	19.0	20.75M	80.86M	56.59M	26.45M
Median Closed Price	\$160,000			\$84,250	\$150,000	\$230,000	\$317,500



September 2019

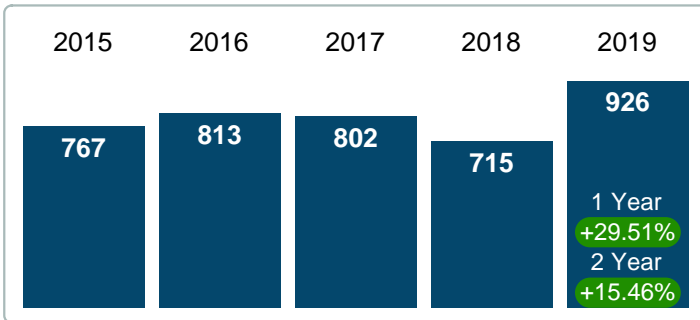
Area Delimited by County Of Tulsa



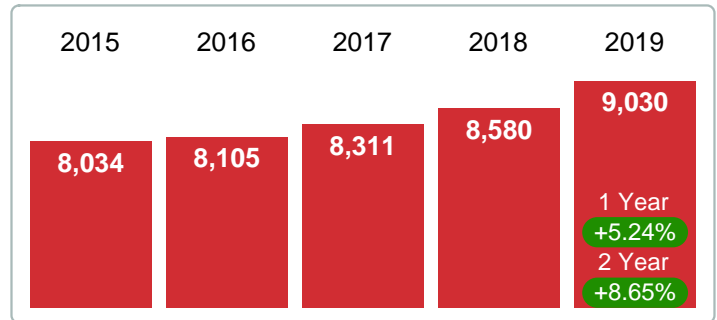
PENDING LISTINGS

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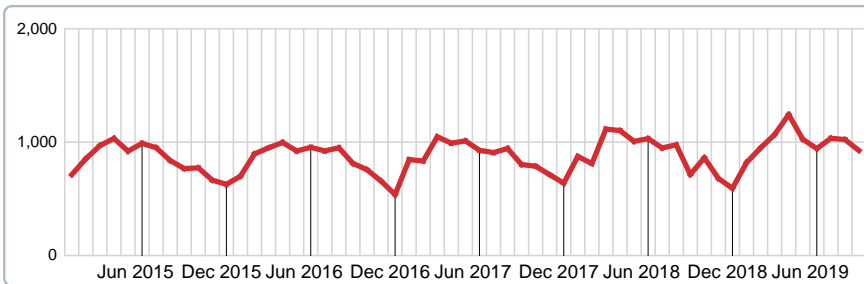
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

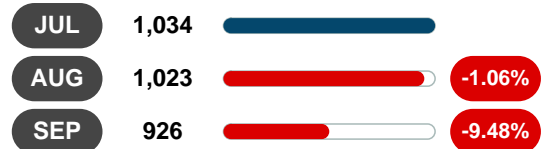


3 MONTHS

5 year SEP AVG = 805

High Apr 2019 1,243 Low Dec 2016 538

Pending Listings this month at **926**
above the 5 yr SEP average of **805**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	53	5.72%	35.0	13	30	8	2
\$25,001 - \$75,000	97	10.48%	23.0	60	30	6	1
\$75,001 - \$125,000	136	14.69%	12.0	42	83	9	2
\$125,001 - \$200,000	292	31.53%	20.0	24	202	64	2
\$200,001 - \$250,000	118	12.74%	37.5	6	71	37	4
\$250,001 - \$350,000	130	14.04%	31.5	3	40	76	11
\$350,001 and up	100	10.80%	38.5	10	27	48	15
Total Pending Units	926			158	483	248	37
Total Pending Volume	190,189,760	100%	22.5	25.59M	84.68M	67.79M	12.13M
Median Listing Price	\$170,000			\$79,700	\$159,000	\$252,000	\$300,000



September 2019

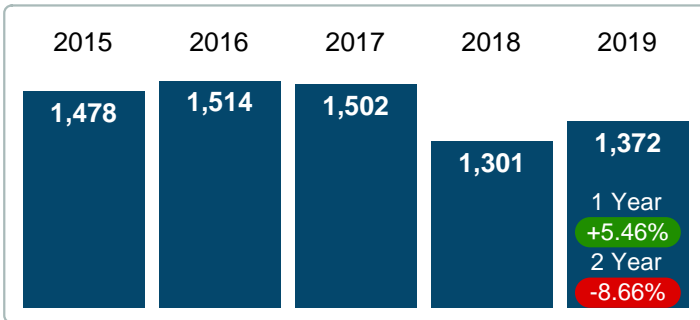
Area Delimited by County Of Tulsa



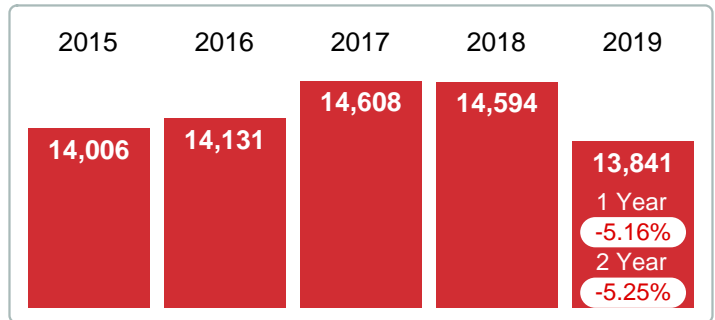
NEW LISTINGS

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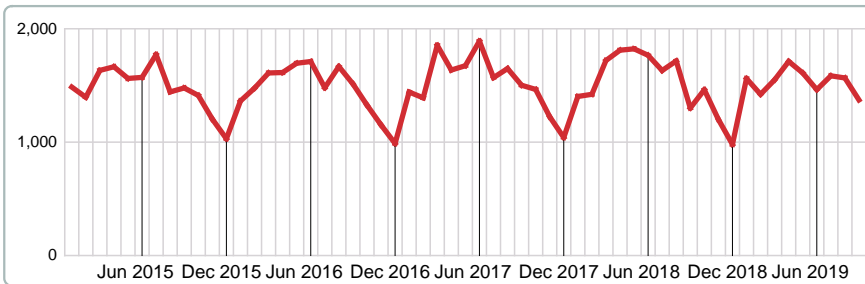
SEPTEMBER



YEAR TO DATE (YTD)

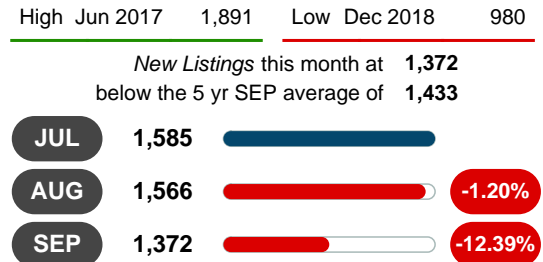


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,433



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-\$75,000	272	19.83%	123	114	28	7
\$75,001-\$125,000	175	12.76%	87	79	7	2
\$125,001-\$225,000	421	30.69%	61	267	84	9
\$225,001-\$275,000	124	9.04%	12	49	54	9
\$275,001-\$475,000	233	16.98%	17	74	124	18
\$475,001 and up	147	10.71%	38	16	56	37
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
Median New Listed Listing Price	\$179,900		\$87,500	\$159,900	\$279,500	\$401,700



September 2019

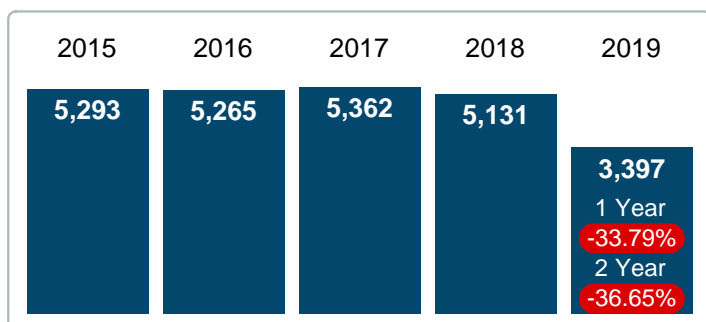
Area Delimited by County Of Tulsa



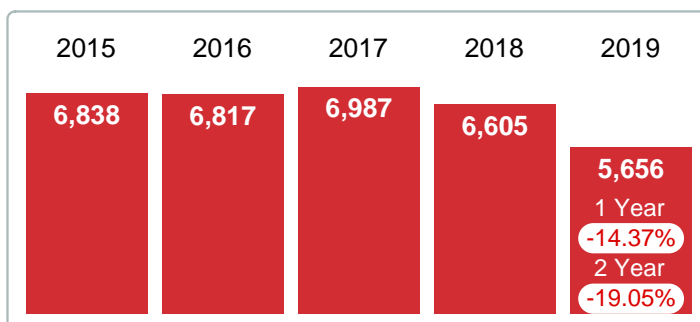
ACTIVE INVENTORY

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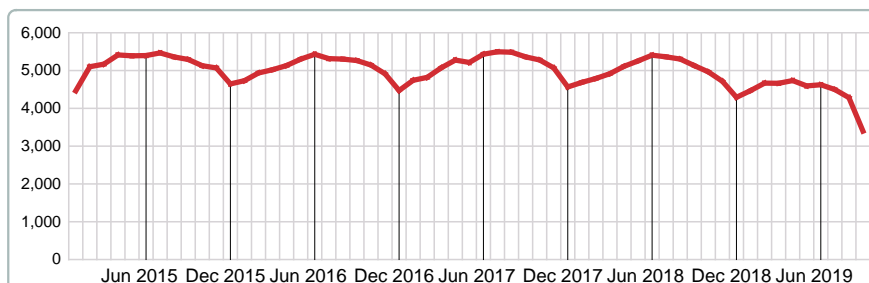
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

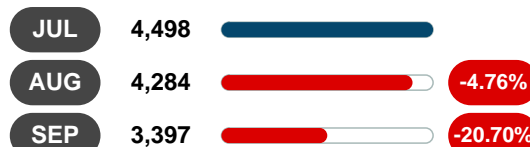


3 MONTHS

5 year SEP AVG = 4,890

High Jul 2017 5,497 Low Sep 2019 3,397

Inventory this month at **3,397**
below the 5 yr SEP average of **4,890**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	273	8.04%	31.0	126	113	29	5
\$25,001 - \$100,000	424	12.48%	52.0	285	119	20	0
\$100,001 - \$175,000	542	15.96%	44.0	169	306	56	11
\$175,001 - \$300,000	892	26.26%	49.0	150	353	351	38
\$300,001 - \$425,000	505	14.87%	69.0	63	106	279	57
\$425,001 - \$725,000	424	12.48%	75.5	51	63	206	104
\$725,001 and up	337	9.92%	77.0	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	350.44M	222.19M	412.37M	227.13M
Median Active Inventory Listing Price			\$237,000	\$140,000	\$175,000	\$326,347	\$544,500



September 2019

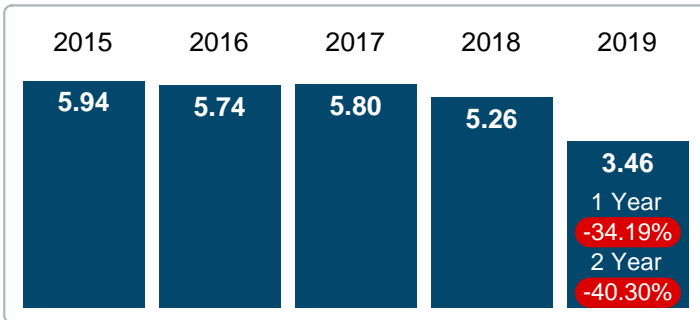
Area Delimited by County Of Tulsa



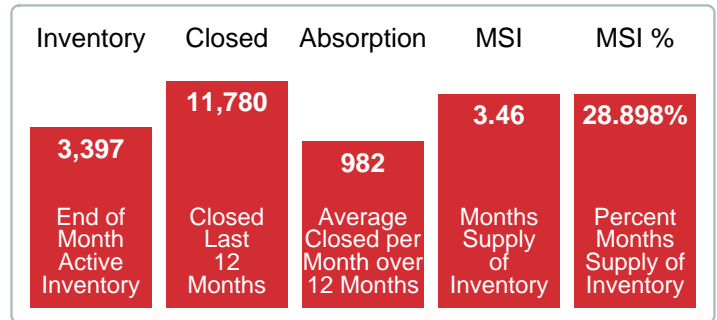
MONTHS SUPPLY of INVENTORY (MSI)

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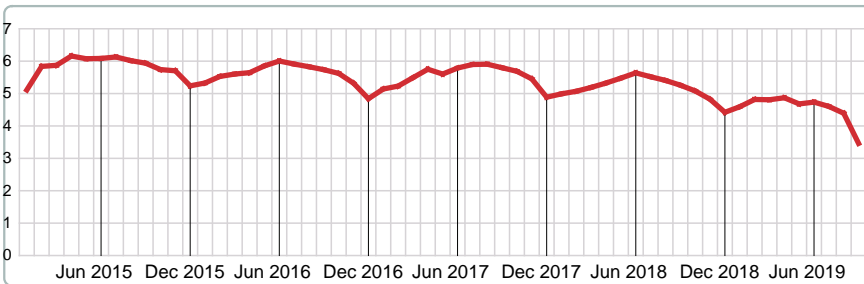
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

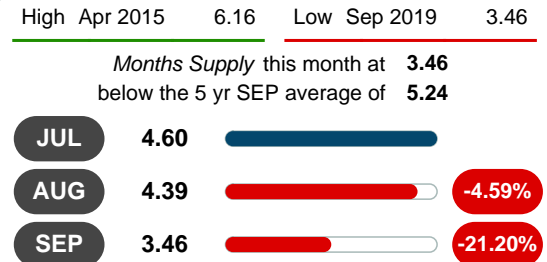


5 YEAR MARKET ACTIVITY TRENDS



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

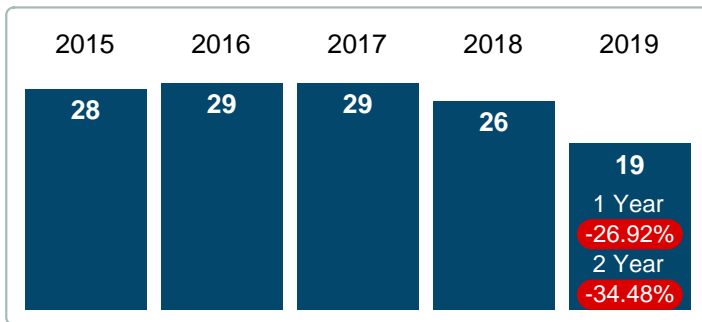
Area Delimited by County Of Tulsa



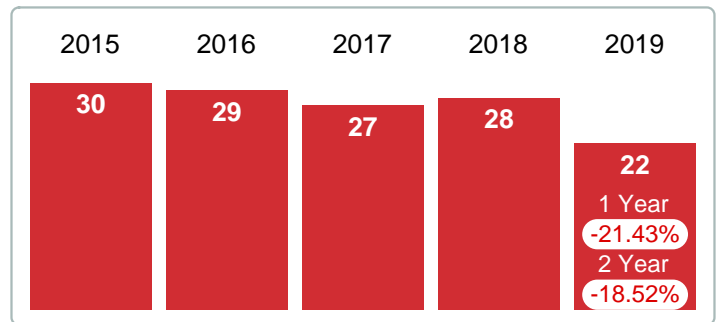
MEDIAN DAYS ON MARKET TO SALE

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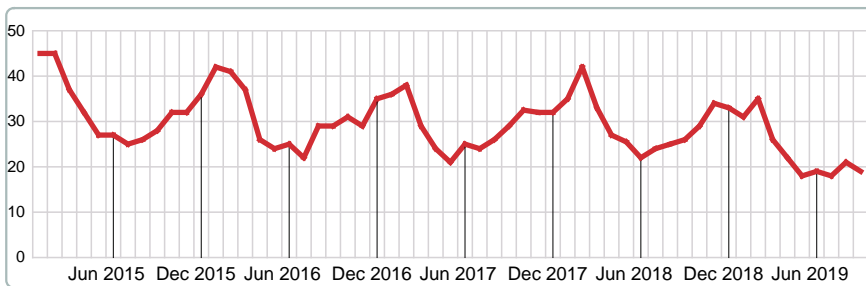
SEPTEMBER



YEAR TO DATE (YTD)

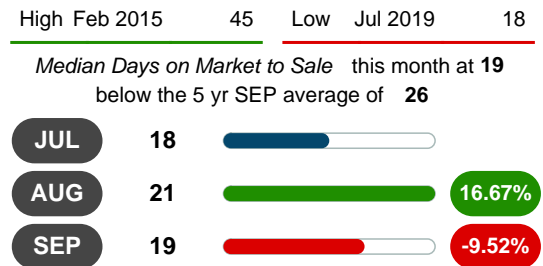


5 YEAR MARKET ACTIVITY TRENDS



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
\$0 and less	0	0.00%	77	0	0	0	0
\$1-\$75,000	198	20.45%	25	25	24	34	15
\$75,001-\$125,000	130	13.43%	14	15	14	8	0
\$125,001-\$175,000	217	22.42%	13	22	11	35	11
\$175,001-\$225,000	163	16.84%	15	63	11	23	4
\$225,001-\$325,000	161	16.63%	22	29	21	22	42
\$325,001 and up	99	10.23%	51	59	17	61	60
Median Closed DOM			19	25	15	29	43
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

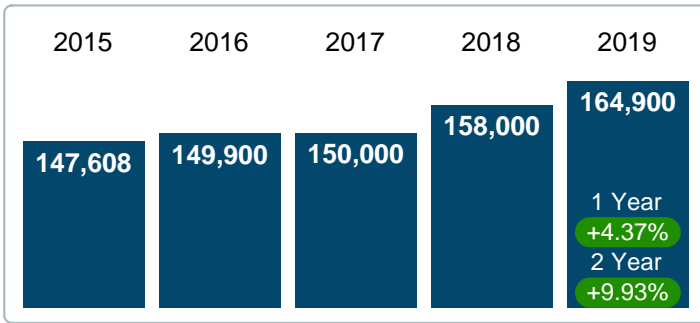
Area Delimited by County Of Tulsa



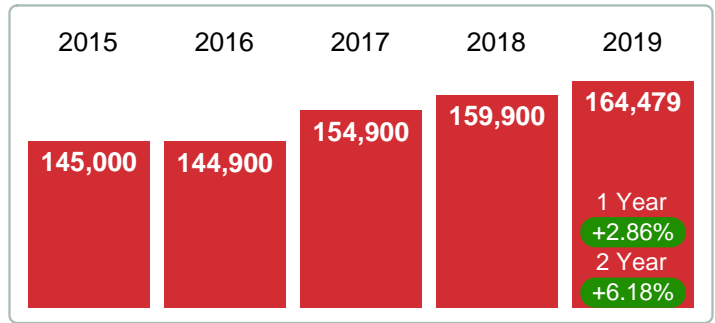
MEDIAN LIST PRICE AT CLOSING

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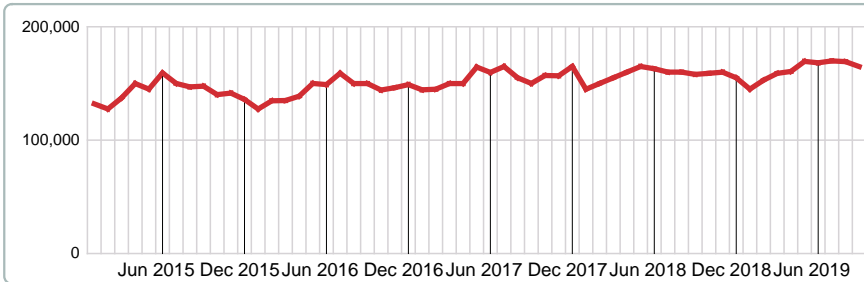
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

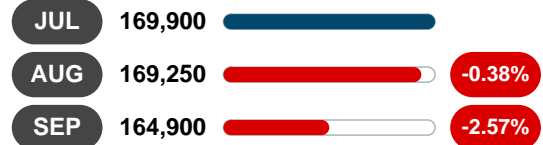


3 MONTHS

5 year SEP AVG = 154,082

High Jul 2019 169,900 Low Jan 2016 127,450

Median List Price at Closing this month at **164,900**
above the 5 yr SEP average of **154,082**



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%	51	0	0	0	0
\$1-\$75,000	191	19.73%	2,700	31,250	1,425	1,500	1,623
\$75,001-\$125,000	136	14.05%	108,450	97,500	110,000	109,950	0
\$125,001-\$175,000	209	21.59%	152,500	149,900	152,700	161,000	149,975
\$175,001-\$225,000	161	16.63%	199,900	210,000	197,250	205,500	198,995
\$225,001-\$325,000	166	17.15%	262,750	287,000	249,950	265,000	289,450
\$325,001 and up	105	10.85%	425,000	525,000	396,000	399,000	579,500
Median List Price			164,900	88,450	150,900	235,000	327,450
Total Closed Units		100%	164,900	144	541	227	56
Total Closed Volume			191,314,636	21.83M	82.76M	58.22M	28.50M



September 2019

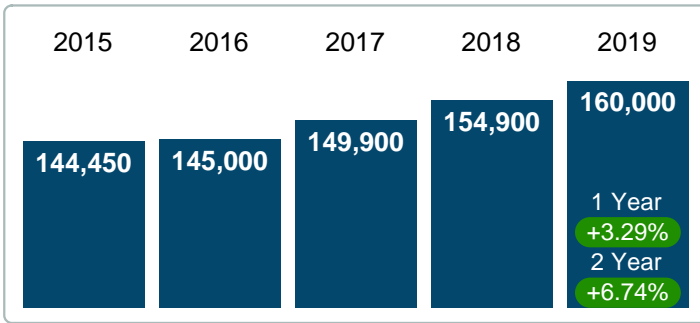
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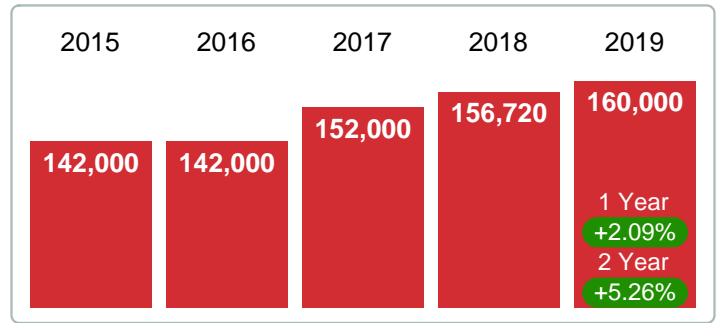
MEDIAN SOLD PRICE AT CLOSING

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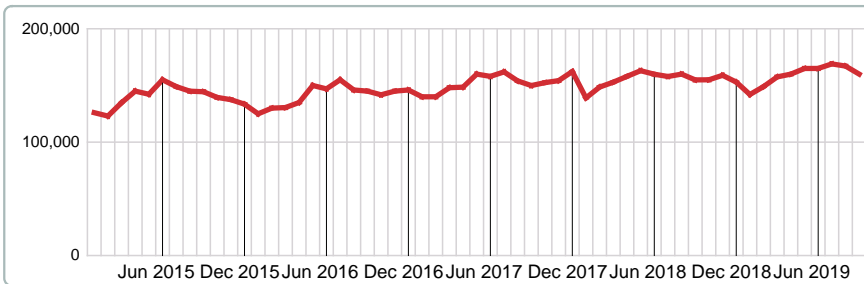
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

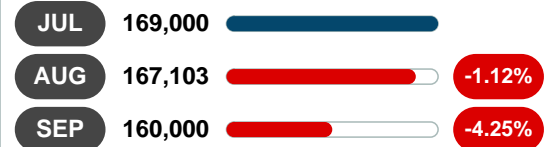


3 MONTHS

5 year SEP AVG = 150,850

High Jul 2019 169,000 Low Feb 2015 123,000

Median Sold Price at Closing this month at **160,000**
above the 5 yr SEP average of **150,850**



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%	425,000	0	0	0	0
\$1-\$75,000	198	20.45%	16,275	32,000	1,535	1,550	1,623
\$75,001-\$125,000	130	13.43%	105,000	97,000	106,500	95,000	0
\$125,001-\$175,000	217	22.42%	152,700	150,450	152,700	154,443	143,000
\$175,001-\$225,000	163	16.84%	199,500	203,500	197,000	205,000	198,950
\$225,001-\$325,000	161	16.63%	262,000	277,000	252,500	265,000	281,900
\$325,001 and up	99	10.23%	415,925	462,500	400,000	396,700	565,000
Median Sold Price			160,000	84,250	150,000	230,000	317,500
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

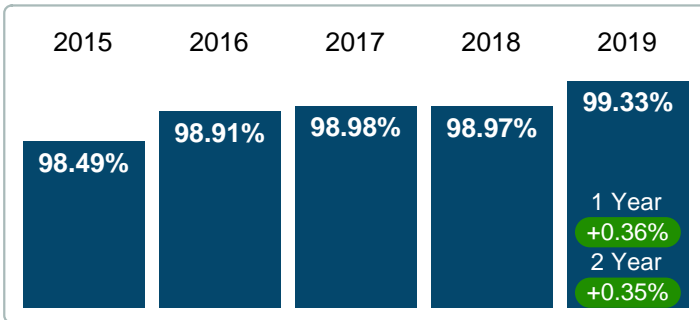
Area Delimited by County Of Tulsa



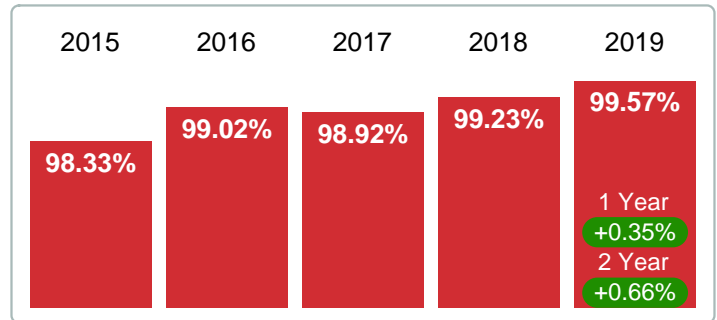
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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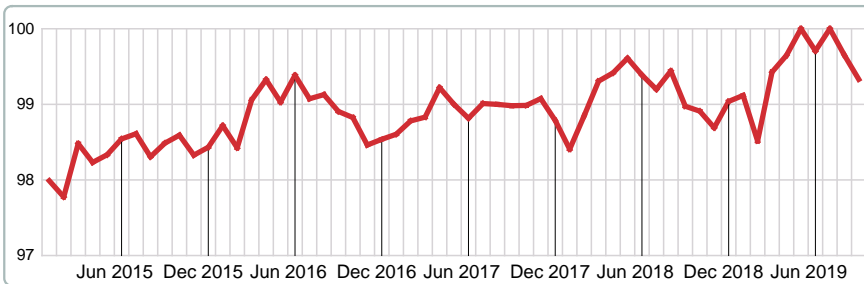
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

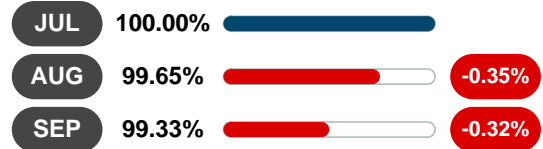


3 MONTHS

5 year SEP AVG = 98.94%

High Jul 2019 100.00% Low Feb 2015 97.78%

Median Sold/List Ratio this month at **99.33%**
equal to 5 yr SEP average of **98.94%**



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%	15,925.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$75,000	198	20.45%	100.00%	97.26%	100.00%	100.00%	100.00%	
\$75,001-\$125,000	130	13.43%	99.18%	99.22%	99.36%	93.64%	0.00%	
\$125,001-\$175,000	217	22.42%	100.00%	97.25%	100.00%	99.70%	95.34%	
\$175,001-\$225,000	163	16.84%	99.07%	97.26%	99.22%	99.32%	99.53%	
\$225,001-\$325,000	161	16.63%	99.00%	96.52%	100.00%	98.67%	98.41%	
\$325,001 and up	99	10.23%	97.03%	92.99%	98.10%	97.22%	96.00%	
Median Sold/List Ratio		99.33%		97.32%	100.00%	98.87%	97.65%	
Total Closed Units		968	100%	99.33%	144	541	227	56
Total Closed Volume		184,659,647			20.75M	80.86M	56.59M	26.45M

September 2019

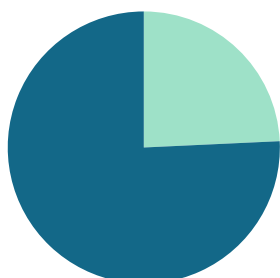
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

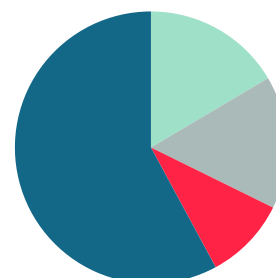


Inventory
 New Listings
1,372 = 24.26%
 Start Inventory
4,284
 Total Inventory Units
5,656
 Volume
\$1,758,963,638

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%
Median List Price	158,000	164,900	4.37%	159,900	164,479	2.86%
Median Sale Price	154,900	160,000	3.29%	156,720	160,000	2.09%
Median Percent of Selling Price to List Price	98.97%	99.33%	0.36%	99.23%	99.57%	0.35%
Median Days on Market to Sale	26.00	19.00	-26.92%	28.00	22.00	-21.43%
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%

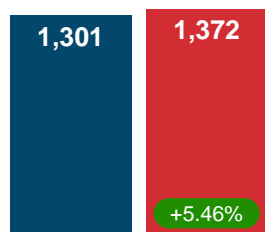
Absorption: Last 12 months, an Average of **982** Sales/Month

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

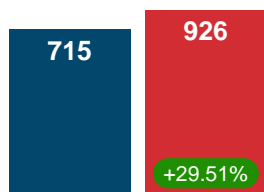
SEPTEMBER MARKET

MEDIAN PRICES

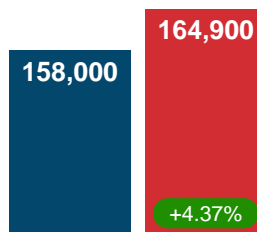
New Listings



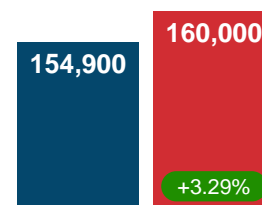
Pending Listings



List Price



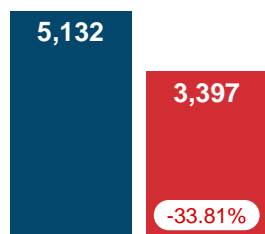
Sale Price



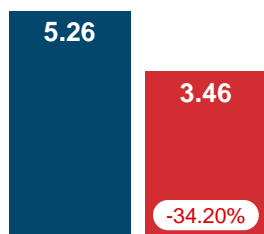
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

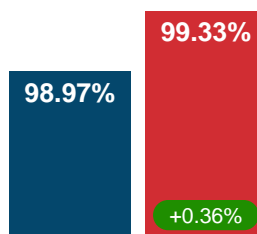
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

