

September 2019



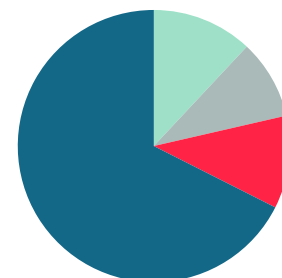
Area Delimited by School District Bixby - Sch Dist (4)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	84	90	7.14%
Pending Listings	67	71	5.97%
New Listings	141	143	1.42%
Average List Price	260,643	251,375	-3.56%
Average Sale Price	254,664	243,417	-4.42%
Average Percent of Selling Price to List Price	98.57%	97.40%	-1.18%
Average Days on Market to Sale	41.68	45.51	9.20%
End of Month Inventory	676	508	-24.85%
Months Supply of Inventory	7.01	5.54	-20.89%



■ Closed (11.97%)
■ Pending (9.44%)
■ Other OffMarket (11.04%)
■ Active (67.55%)

Absorption: Last 12 months, an Average of **92** Sales/Month
Active Inventory as of September 30, 2019 = **508**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **24.85%** to 508 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **5.54** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.42%** in September 2019 to \$243,417 versus the previous year at \$254,664.

Average Days on Market Lengthens

The average number of **45.51** days that homes spent on the market before selling increased by 3.83 days or **9.20%** in September 2019 compared to last year's same month at **41.68** DOM.

Sales Success for September 2019 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 143 New Listings in September 2019, up **1.42%** from last year at 141. Furthermore, there were 90 Closed Listings this month versus last year at 84, a **7.14%** increase.

Closed versus Listed trends yielded a **62.9%** ratio, up from previous year's, September 2018, at **59.6%**, a **5.64%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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 Bixby - Sch Dist (4)

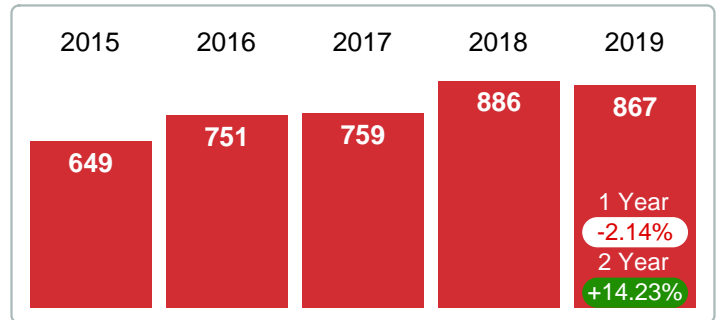
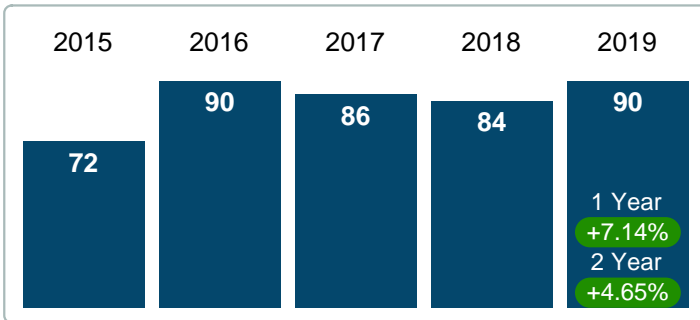


CLOSED LISTINGS

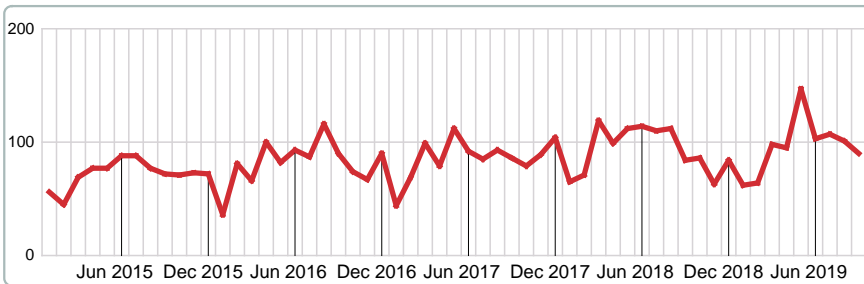
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

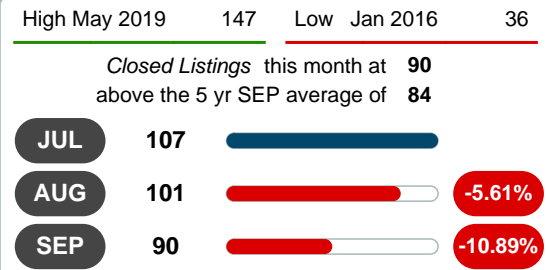


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 84



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	10	11.11%	29.5	2	5	1	2
\$25,001 - \$125,000	7	7.78%	106.7	7	0	0	0
\$125,001 - \$175,000	15	16.67%	16.3	0	14	1	0
\$175,001 - \$250,000	21	23.33%	36.1	1	16	4	0
\$250,001 - \$350,000	16	17.78%	37.8	1	4	8	3
\$350,001 - \$400,000	8	8.89%	34.0	0	1	5	2
\$400,001 and up	13	14.44%	90.4	0	2	3	8
Total Closed Units	90			11	42	22	15
Total Closed Volume	21,907,556	100%	45.5	1.09M	7.84M	6.41M	6.57M
Average Closed Price	\$243,417			\$99,309	\$186,556	\$291,145	\$438,308

September 2019



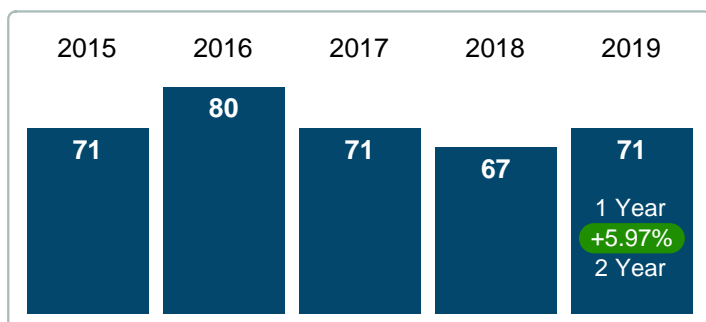
Area Delimited by School District Bixby - Sch Dist (4)



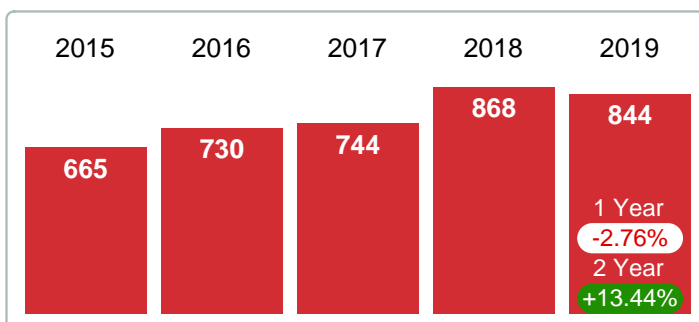
PENDING LISTINGS

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

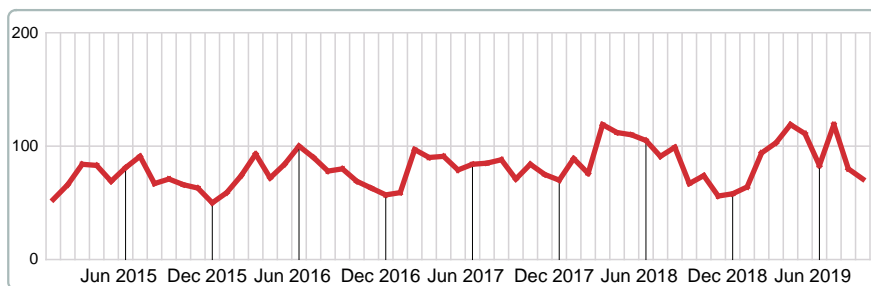
SEPTEMBER



YEAR TO DATE (YTD)

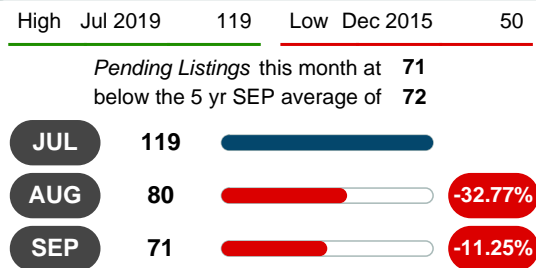


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$140,000 and less	7	9.86%	69.9	2	4	1	0
\$140,001 - \$170,000	6	8.45%	8.7	0	6	0	0
\$170,001 - \$240,000	13	18.31%	53.2	0	10	3	0
\$240,001 - \$340,000	19	26.76%	49.7	0	8	10	1
\$340,001 - \$380,000	10	14.08%	62.6	0	5	5	0
\$380,001 - \$420,000	7	9.86%	52.1	0	2	4	1
\$420,001 and up	9	12.68%	83.4	1	1	5	2
Total Pending Units	71			3	36	28	4
Total Pending Volume	25,975,694	100%	37.2	5.37M	8.75M	10.23M	1.63M
Average Listing Price	\$121,421			\$1,789,467	\$243,116	\$365,225	\$407,200

September 2019



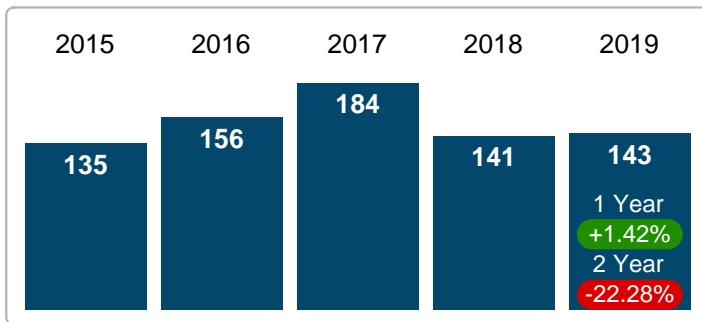
Area Delimited by School District Bixby - Sch Dist (4)



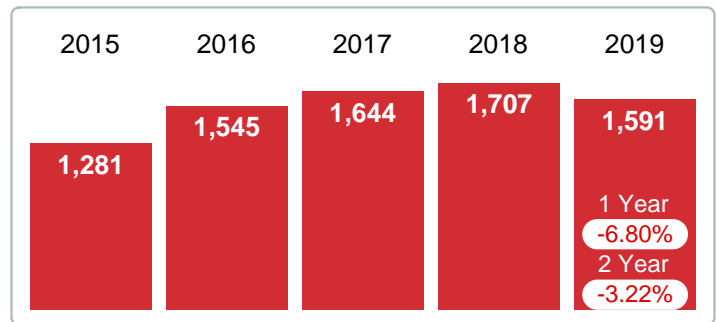
NEW LISTINGS

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

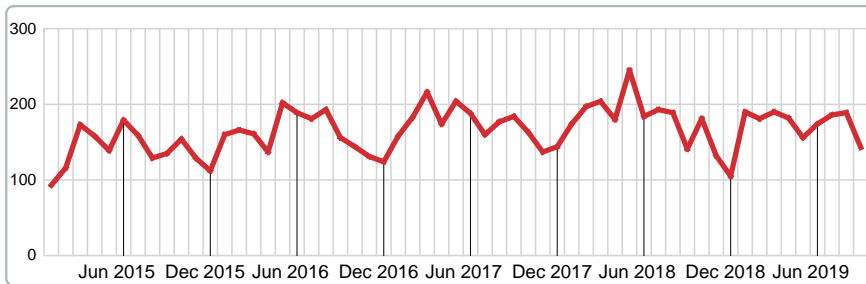
SEPTEMBER



YEAR TO DATE (YTD)

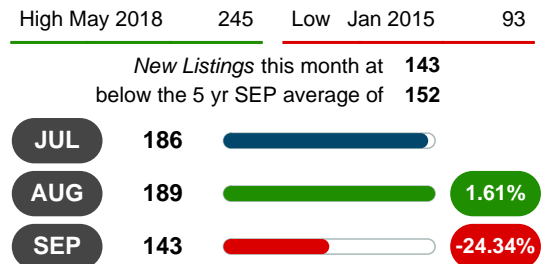


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 152



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.29%	2	3	4	0
\$75,001 - \$150,000	19	13.29%	14	3	2	0
\$150,001 - \$200,000	25	17.48%	11	12	2	0
\$200,001 - \$350,000	33	23.08%	5	9	18	1
\$350,001 - \$425,000	24	16.78%	2	3	17	2
\$425,001 - \$600,000	18	12.59%	1	1	8	8
\$600,001 and up	15	10.49%	0	0	11	4
Total New Listed Units	143		35	31	62	15
Total New Listed Volume	45,798,382	100%	6.07M	6.47M	25.05M	8.21M
Average New Listed Listing Price	\$157,424		\$173,380	\$208,685	\$404,089	\$547,153

September 2019



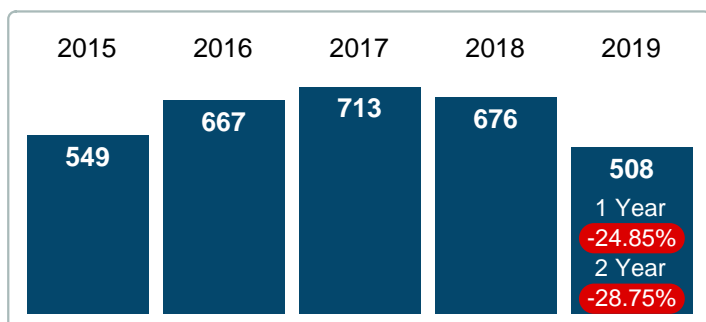
Area Delimited by School District Bixby - Sch Dist (4)



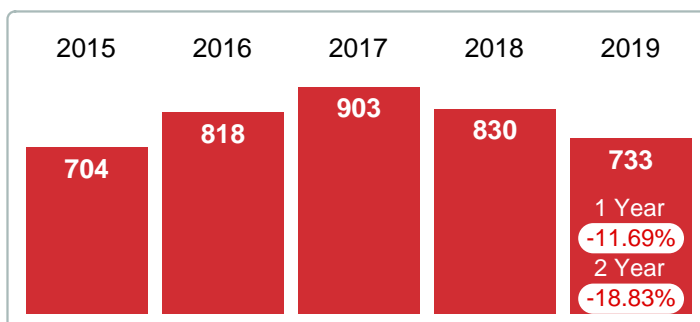
ACTIVE INVENTORY

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

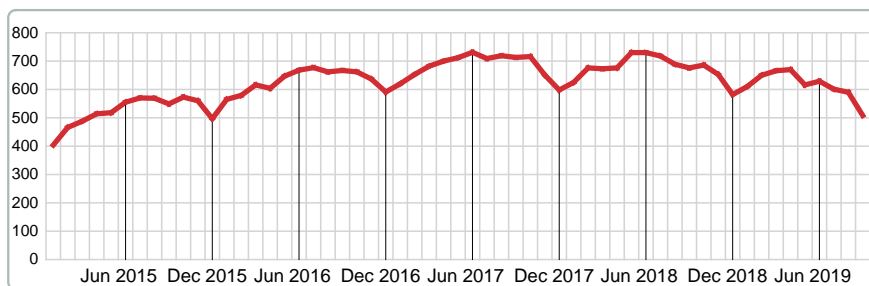
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

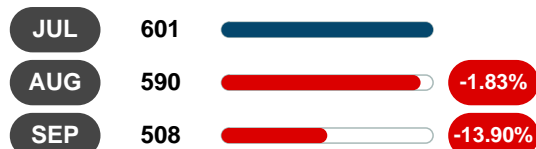


3 MONTHS

5 year SEP AVG = 623

High Jun 2017 731 Low Jan 2015 404

Inventory this month at **508**
below the 5 yr SEP average of **623**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	39	7.68%	68.8	25	7	6	1
\$75,001 - \$175,000	65	12.80%	61.9	50	11	4	0
\$175,001 - \$250,000	68	13.39%	54.3	28	24	14	2
\$250,001 - \$375,000	117	23.03%	65.2	19	24	66	8
\$375,001 - \$525,000	103	20.28%	78.0	9	9	58	27
\$525,001 - \$725,000	66	12.99%	74.6	6	4	32	24
\$725,001 and up	50	9.84%	96.1	15	0	15	20
Total Active Inventory by Units	508			152	79	195	82
Total Active Inventory by Volume	229,968,769	100%	70.4	71.30M	20.29M	88.12M	50.26M
Average Active Inventory Listing Price	\$452,694			\$469,087	\$256,780	\$451,885	\$612,978

September 2019



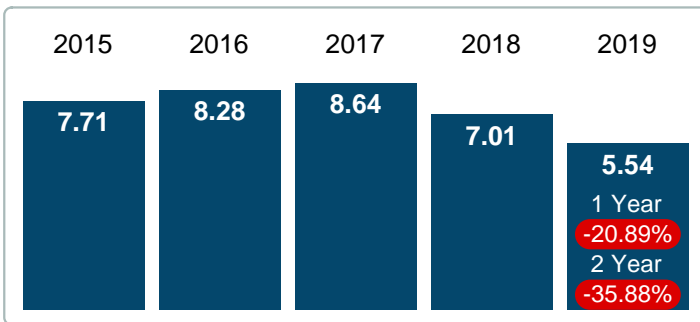
Area Delimited by School District Bixby - Sch Dist (4)



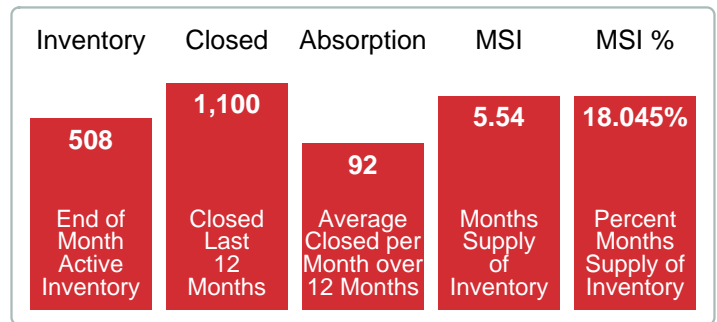
MONTHS SUPPLY of INVENTORY (MSI)

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

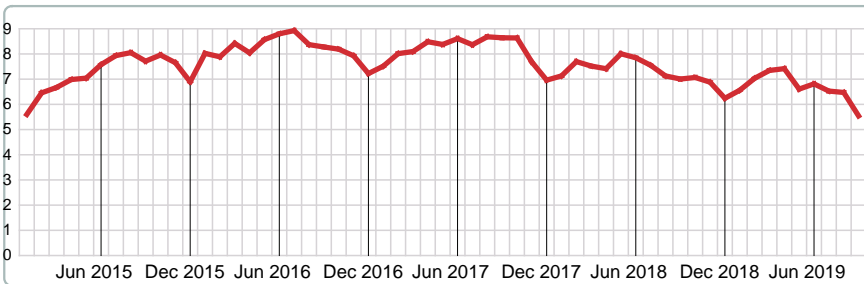
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

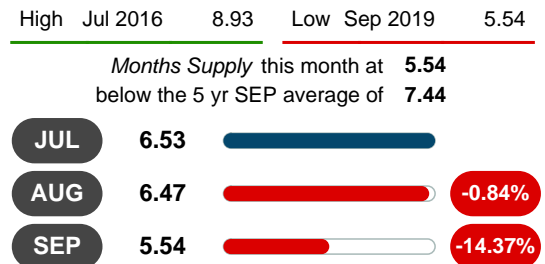


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.44



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	39	7.68%	2.87	6.12	1.14	2.48	1.09
\$75,001 - \$175,000	65	12.80%	4.94	20.69	1.12	4.36	0.00
\$175,001 - \$250,000	68	13.39%	2.91	21.00	1.83	1.58	24.00
\$250,001 - \$375,000	117	23.03%	4.51	114.00	3.39	4.13	3.00
\$375,001 - \$525,000	103	20.28%	9.66	36.00	5.68	9.16	10.80
\$525,001 - \$725,000	66	12.99%	19.32	24.00	48.00	20.21	16.00
\$725,001 and up	50	9.84%	31.58	60.00	0.00	22.50	30.00
Market Supply of Inventory (MSI)			5.54	17.37	2.09	5.31	9.84
Total Active Inventory by Units		100%	508	152	79	195	82

September 2019



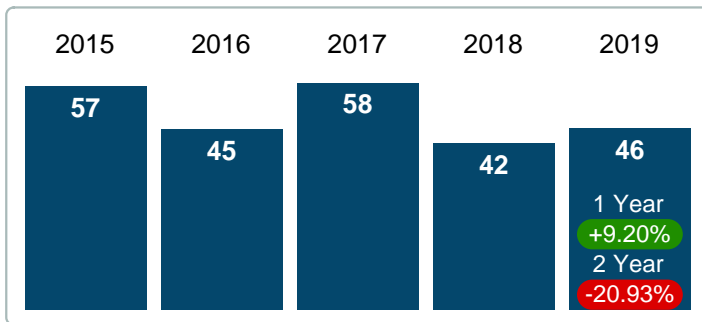
Area Delimited by School District Bixby - Sch Dist (4)



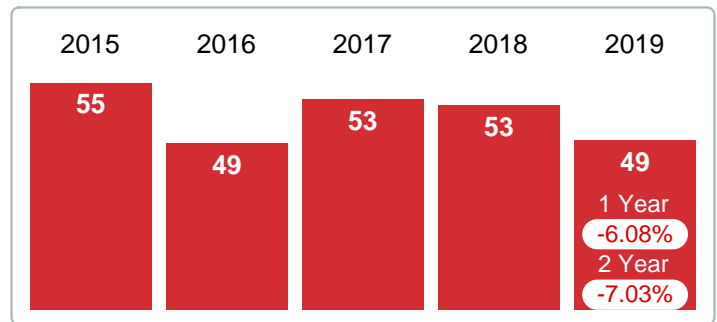
AVERAGE DAYS ON MARKET TO SALE

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

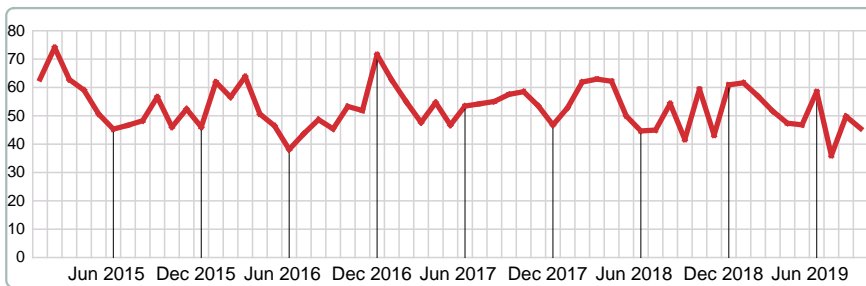
SEPTEMBER



YEAR TO DATE (YTD)

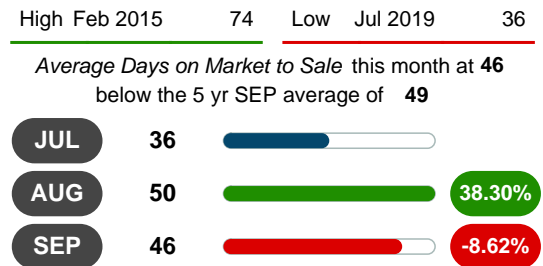


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



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
\$25,000 and less	11.11%	30	38	35	16	15
\$25,001 - \$125,000	7.78%	107	107	0	0	0
\$125,001 - \$175,000	16.67%	16	0	15	36	0
\$175,001 - \$250,000	23.33%	36	73	27	64	0
\$250,001 - \$350,000	17.78%	38	172	33	29	22
\$350,001 - \$400,000	8.89%	34	0	29	24	62
\$400,001 and up	14.44%	90	0	47	123	89
Average Closed DOM		46	97	25	47	62
Total Closed Units	100%	46	11	42	22	15
Total Closed Volume		21,907,556	1.09M	7.84M	6.41M	6.57M

September 2019



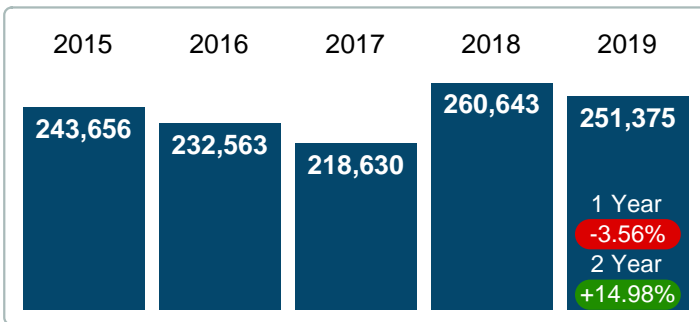
Area Delimited by School District Bixby - Sch Dist (4)



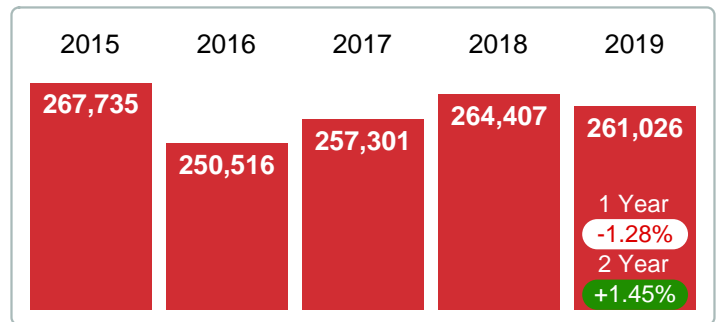
AVERAGE LIST PRICE AT CLOSING

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

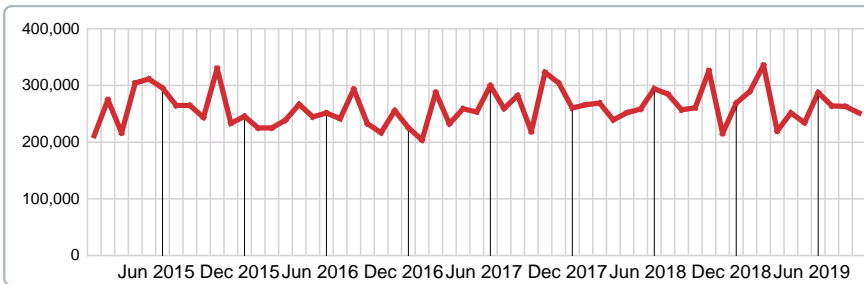
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

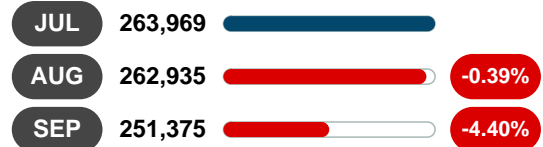


3 MONTHS

5 year SEP AVG = 241,374

High Feb 2019 335,502 Low Jan 2017 203,731

Average List Price at Closing this month at **251,375**
above the 5 yr SEP average of **241,374**



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
\$25,000 and less	10	11.11%	5,072	18,750	1,575	1,395
\$25,001 - \$125,000	6	6.67%	86,900	94,486	0	0
\$125,001 - \$175,000	16	17.78%	154,313	0	154,786	162,000
\$175,001 - \$250,000	21	23.33%	209,219	210,000	209,362	208,450
\$250,001 - \$350,000	16	17.78%	292,589	299,000	297,463	281,609
\$350,001 - \$400,000	7	7.78%	379,600	0	365,000	383,440
\$400,001 and up	14	15.56%	560,746	0	432,450	441,633
Average List Price		251,375		109,809	189,153	295,099
Total Closed Units		90	100%	251,375	11	42
Total Closed Volume		22,623,789		1.21M	7.94M	6.49M

September 2019



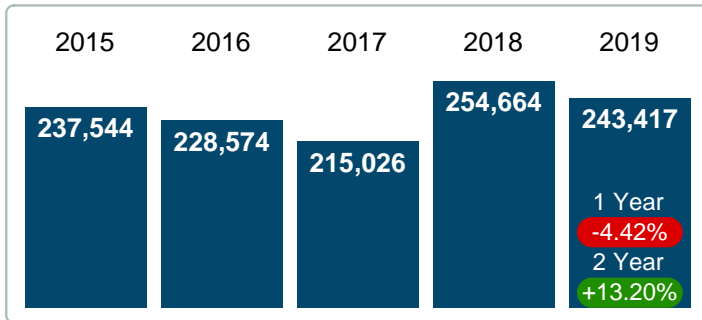
Area Delimited by School District Bixby - Sch Dist (4)



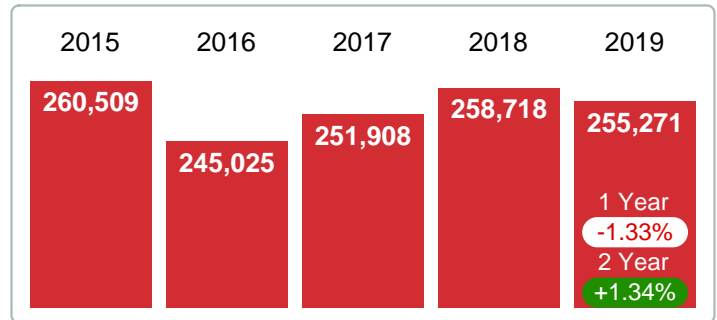
AVERAGE SOLD PRICE AT CLOSING

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

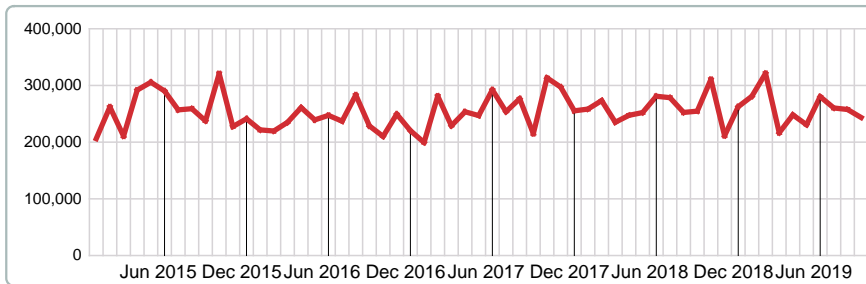
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

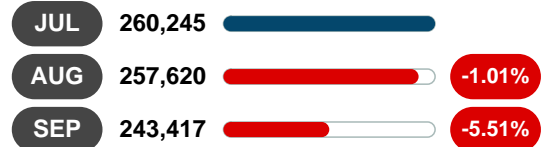


3 MONTHS

5 year SEP AVG = 235,845

High Feb 2019 321,280 Low Jan 2017 199,452

Average Sold Price at Closing this month at **243,417** above the 5 yr SEP average of **235,845**



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		
\$25,000 and less	10	11.11%	4,715	17,000	1,560	1,395	1,975	
\$25,001 - \$125,000	7	7.78%	83,629	83,629	0	0	0	
\$125,001 - \$175,000	15	16.67%	154,383	0	153,982	160,000	0	
\$175,001 - \$250,000	21	23.33%	204,688	200,000	204,497	206,625	0	
\$250,001 - \$350,000	16	17.78%	288,917	273,000	294,963	281,479	306,000	
\$350,001 - \$400,000	8	8.89%	375,631	0	365,000	376,010	380,000	
\$400,001 and up	13	14.44%	541,007	0	427,500	428,471	611,584	
Average Sold Price		243,417		99,309	186,556	291,145	438,308	
Total Closed Units		90	100%	243,417	11	42	22	15
Total Closed Volume		21,907,556			1.09M	7.84M	6.41M	6.57M

September 2019



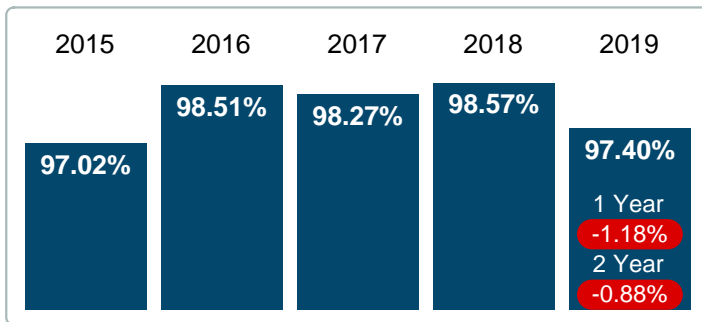
Area Delimited by School District Bixby - Sch Dist (4)



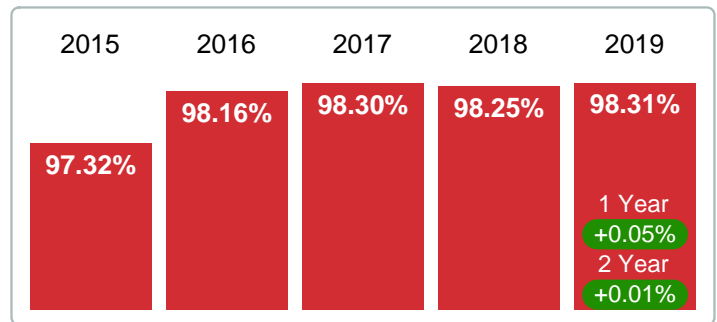
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

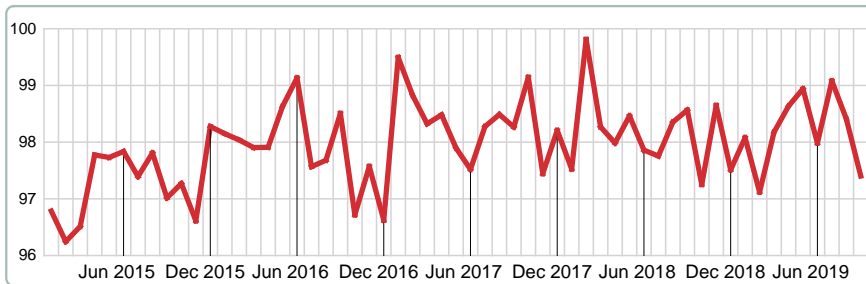
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

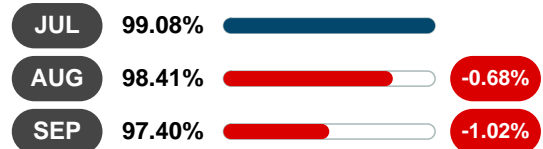


3 MONTHS

5 year SEP AVG = 97.95%

High Feb 2018 99.81% Low Feb 2015 96.25%

Average Sold/List Ratio this month at **97.40%**
below the 5 yr SEP average of **97.95%**



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
\$25,000 and less	10	11.11%	96.89%	86.00%	99.37%	100.00%	100.00%
\$25,001 - \$125,000	7	7.78%	91.32%	91.32%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	15	16.67%	99.53%	0.00%	99.58%	98.77%	0.00%
\$175,001 - \$250,000	21	23.33%	98.01%	95.24%	97.90%	99.11%	0.00%
\$250,001 - \$350,000	16	17.78%	98.80%	91.30%	99.24%	99.93%	97.72%
\$350,001 - \$400,000	8	8.89%	96.93%	0.00%	100.00%	98.12%	92.44%
\$400,001 and up	13	14.44%	96.21%	0.00%	98.82%	97.05%	95.24%
Average Sold/List Ratio		97.40%		90.71%	98.86%	98.93%	96.00%
Total Closed Units		90	100%	11	42	22	15
Total Closed Volume		21,907,556		1.09M	7.84M	6.41M	6.57M

September 2019



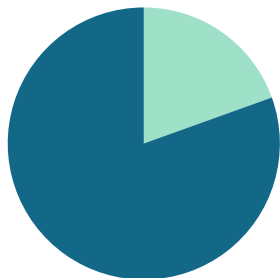
Area Delimited by School District Bixby - Sch Dist (4)



MARKET SUMMARY

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

INVENTORY

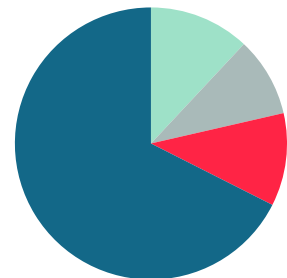


Inventory
 New Listings
143 = 19.51%
 Start Inventory
590
 Total Inventory Units
733
 Volume
\$315,832,258

Market Activity

Closed Sales
90 = 11.97%
 Pending Sales
71 = 9.44%
 Other Off Market
83 = 11.04%
 Active Inventory
508 = 67.55%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	84	90	7.14%	886	867	-2.14%
Pending Sales	67	71	5.97%	868	844	-2.76%
New Listings	141	143	1.42%	1,707	1,591	-6.80%
Average List Price	260,643	251,375	-3.56%	264,407	261,026	-1.28%
Average Sale Price	254,664	243,417	-4.42%	258,718	255,271	-1.33%
Average Percent of Selling Price to List Price	98.57%	97.40%	-1.18%	98.25%	98.31%	0.05%
Average Days on Market to Sale	41.68	45.51	9.20%	52.69	49.49	-6.08%
Monthly Inventory	676	508	-24.85%	676	508	-24.85%
Months Supply of Inventory	7.01	5.54	-20.89%	7.01	5.54	-20.89%

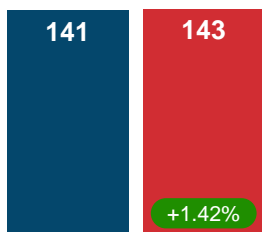
Absorption: Last 12 months, an Average of **92** Sales/Month

Inventory on September 30, 2019 = **508**

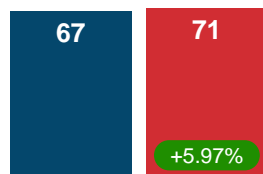
2018 **2019**

SEPTEMBER MARKET

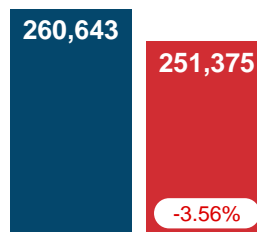
New Listings



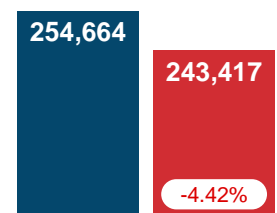
Pending Listings



List Price

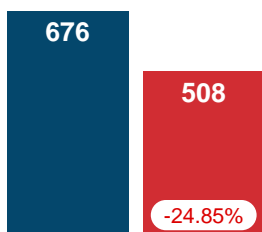


Sale Price

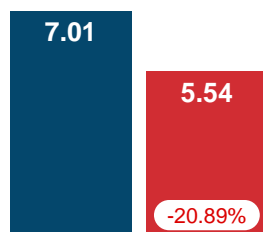


INVENTORY

Active Inventory

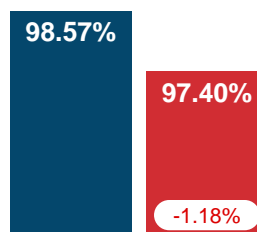


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

