

August 2019



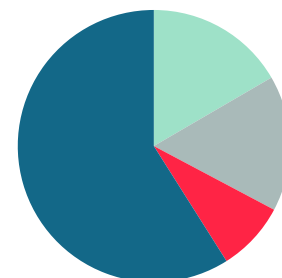
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	1,662	1,638	-1.44%
Pending Listings	1,420	1,592	12.11%
New Listings	2,609	2,377	-8.89%
Median List Price	159,675	159,900	0.14%
Median Sale Price	156,950	158,850	1.21%
Median Percent of Selling Price to List Price	99.15%	99.67%	0.52%
Median Days on Market to Sale	25.00	21.50	-14.00%
End of Month Inventory	8,394	5,815	-30.72%
Months Supply of Inventory	6.02	4.15	-31.18%



■ Closed (16.61%)
■ Pending (16.14%)
■ Other OffMarket (8.28%)
■ Active (58.97%)

Absorption: Last 12 months, an Average of **1,403** Sales/Month
Active Inventory as of August 31, 2019 = **5,815**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **30.72%** to 5,815 existing homes available for sale. Over the last 12 months this area has had an average of 1,403 closed sales per month. This represents an unsold inventory index of **4.15** 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 **1.21%** in August 2019 to \$158,850 versus the previous year at \$156,950.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 3.50 days or **14.00%** in August 2019 compared to last year's same month at **25.00** DOM.

Sales Success for August 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 2,377 New Listings in August 2019, down **8.89%** from last year at 2,609. Furthermore, there were 1,638 Closed Listings this month versus last year at 1,662, a **-1.44%** decrease.

Closed versus Listed trends yielded a **68.9%** ratio, up from previous year's, August 2018, at **63.7%**, a **8.18%** 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

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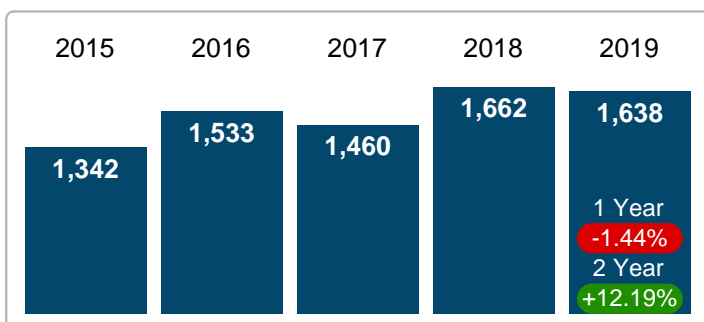
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



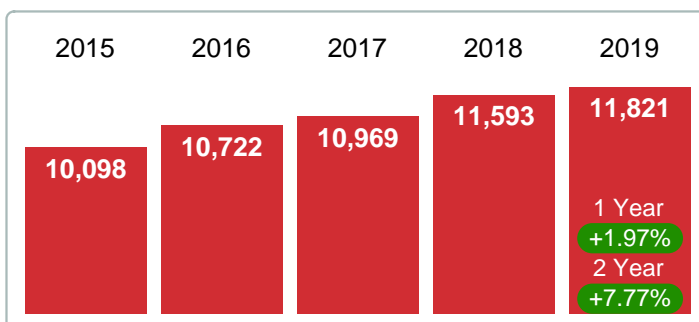
CLOSED LISTINGS

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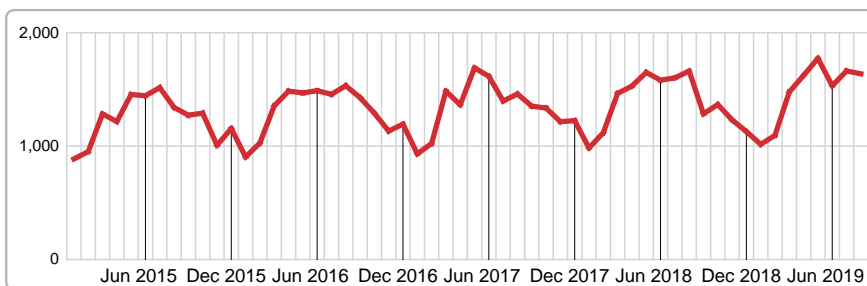
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

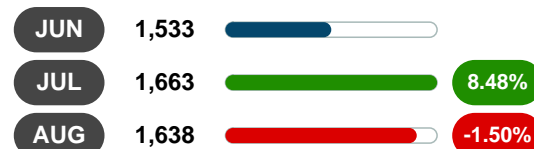


3 MONTHS

5 year AUG AVG = 1,527

High May 2019 1,774 Low Jan 2015 887

Closed Listings this month at **1,638**
above the 5 yr AUG average of **1,527**



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	342	20.88%	26.0	128	172	38	4
\$75,001-\$125,000	240	14.65%	14.0	61	161	17	1
\$125,001-\$175,000	382	23.32%	12.5	35	286	54	7
\$175,001-\$225,000	256	15.63%	20.5	24	148	80	4
\$225,001-\$325,000	239	14.59%	31.0	9	86	122	22
\$325,001 and up	179	10.93%	35.0	12	38	108	21
Total Closed Units	1,638			269	891	419	59
Total Closed Volume	299,942,098	100%	21.5	32.52M	134.68M	112.08M	20.67M
Median Closed Price	\$158,850			\$81,250	\$147,900	\$237,500	\$279,400

August 2019



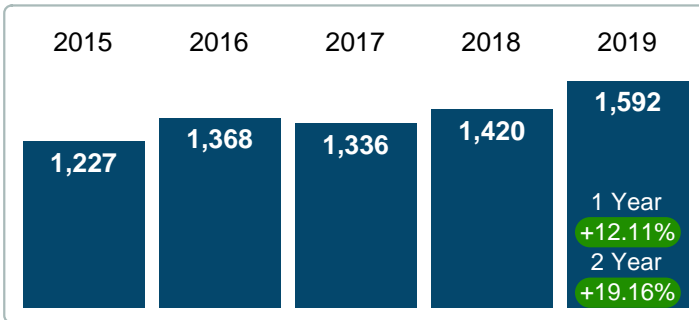
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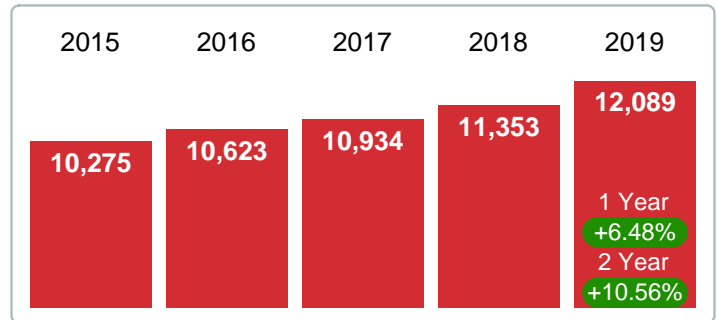
PENDING LISTINGS

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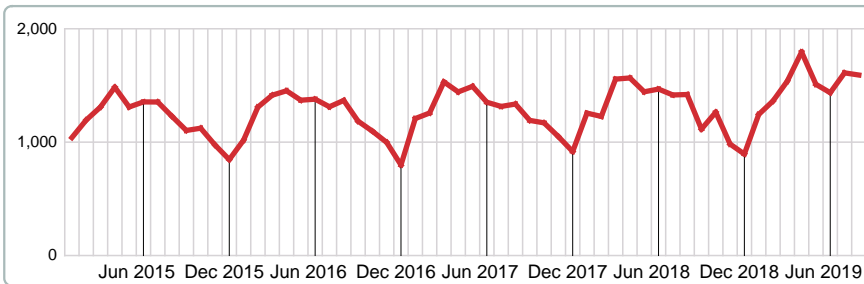
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

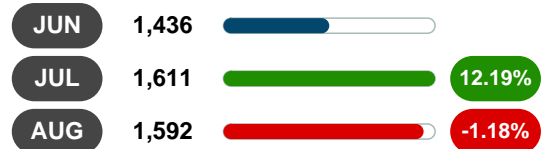


3 MONTHS

5 year AUG AVG = 1,389

High Apr 2019 1,795 Low Dec 2016 799

Pending Listings this month at 1,592 above the 5 yr AUG average of 1,389



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	142	8.92%	27.5	81	49	10	2
\$50,001 - \$100,000	213	13.38%	20.0	69	125	19	0
\$100,001 - \$125,000	129	8.10%	16.0	20	92	16	1
\$125,001 - \$175,000	413	25.94%	19.0	45	298	62	8
\$175,001 - \$225,000	256	16.08%	17.0	9	160	81	6
\$225,001 - \$350,000	274	17.21%	33.5	21	110	121	22
\$350,001 and up	165	10.36%	50.0	13	33	86	33
Total Pending Units	1,592			258	867	395	72
Total Pending Volume	314,384,994	100%	23.0	35.06M	142.13M	107.80M	29.40M
Median Listing Price	\$164,000			\$80,500	\$154,900	\$230,000	\$327,450

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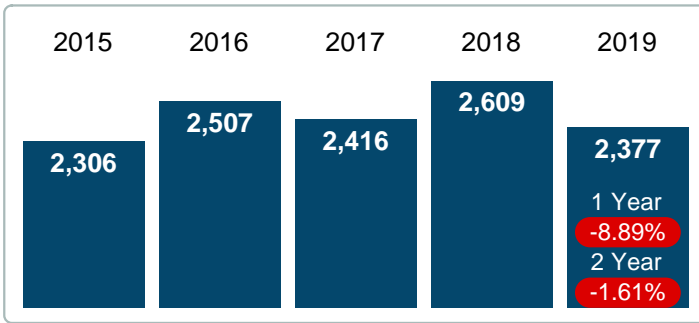
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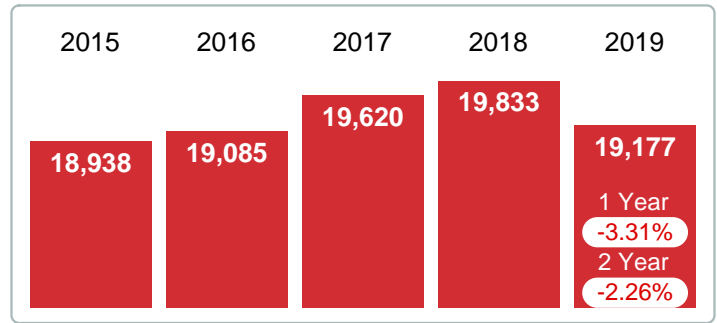
NEW LISTINGS

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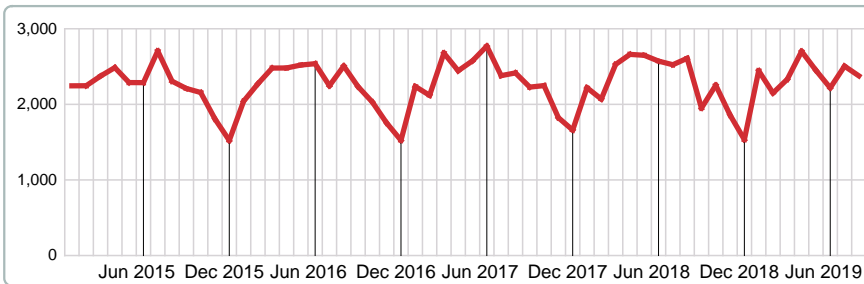
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2,443

High Jun 2017 2,770 Low Dec 2015 1,523

New Listings this month at **2,377**
below the 5 yr AUG average of **2,443**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	227	9.55%	77	107	38	5
\$25,001 - \$75,000	267	11.23%	168	86	13	0
\$75,001 - \$125,000	318	13.38%	113	173	30	2
\$125,001 - \$200,000	654	27.51%	128	412	103	11
\$200,001 - \$275,000	329	13.84%	25	157	136	11
\$275,001 - \$425,000	328	13.80%	45	85	169	29
\$425,001 and up	254	10.69%	56	40	94	64
Total New Listed Units	2,377		612	1,060	583	122
Total New Listed Volume	545,747,056	100%	124.15M	177.63M	175.55M	68.41M
Median New Listed Listing Price	\$168,500		\$100,000	\$156,750	\$257,900	\$437,450

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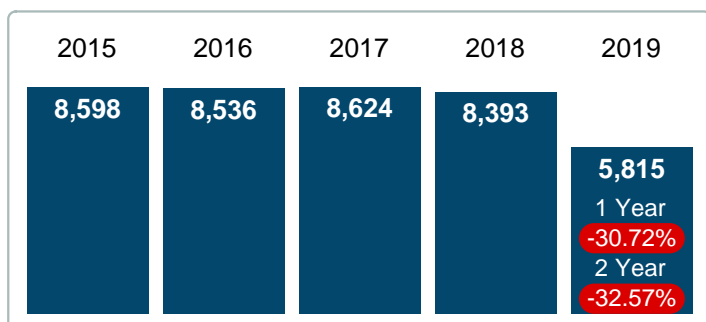
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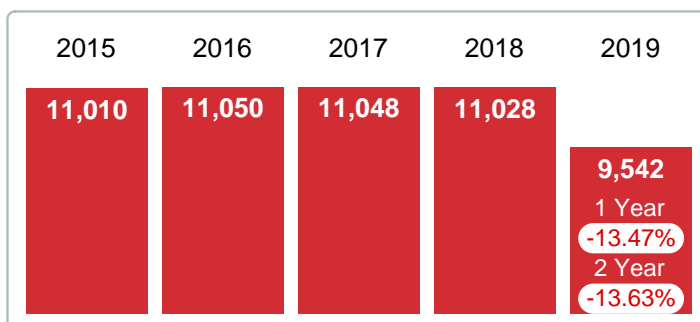
ACTIVE INVENTORY

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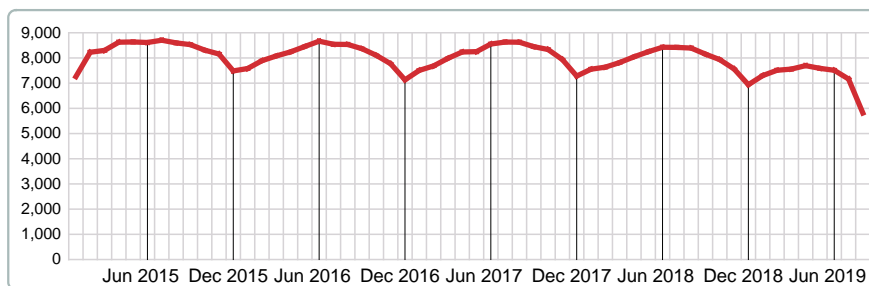
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

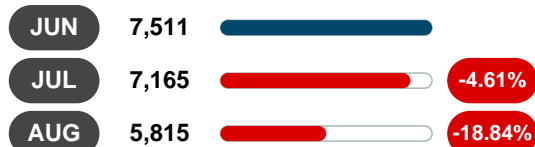


3 MONTHS

5 year AUG AVG = 7,993

High Jul 2015 8,704 Low Aug 2019 5,815

Inventory this month at **5,815**
below the 5 yr AUG average of **7,993**



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	480	8.25%	51.0	282	146	47	5			
\$25,001 - \$75,000	756	13.00%	61.0	583	146	26	1			
\$75,001 - \$150,000	967	16.63%	54.0	482	404	72	9			
\$150,001 - \$250,000	1,324	22.77%	46.0	324	618	352	30			
\$250,001 - \$375,000	945	16.25%	60.0	155	260	448	82			
\$375,001 - \$625,000	761	13.09%	68.0	121	128	366	146			
\$625,001 and up	582	10.01%	85.0	212	47	159	164			
Total Active Inventory by Units				5,815		2,159	1,749	1,470	437	
Total Active Inventory by Volume				1,802,567,108	100%	59.0	572.46M	367.18M	557.14M	305.79M
Median Active Inventory Listing Price				\$197,970			\$109,900	\$172,500	\$307,500	\$525,000

August 2019



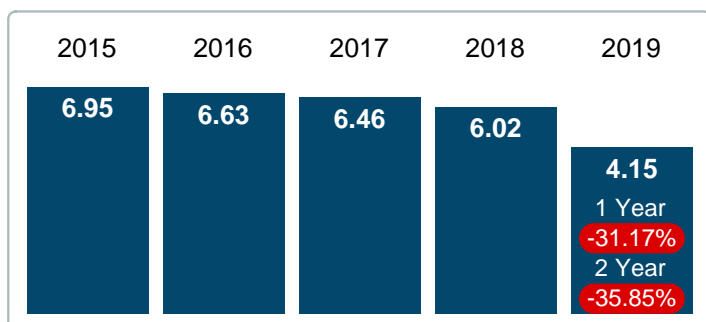
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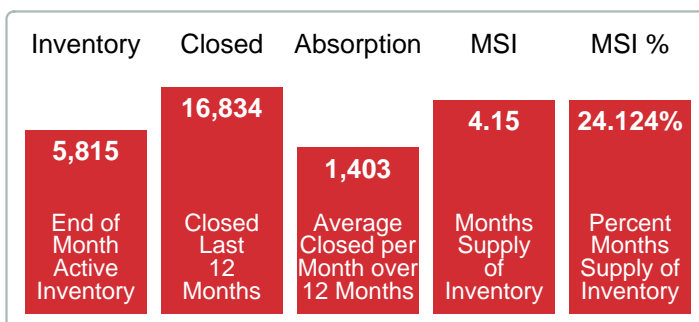
MONTHS SUPPLY of INVENTORY (MSI)

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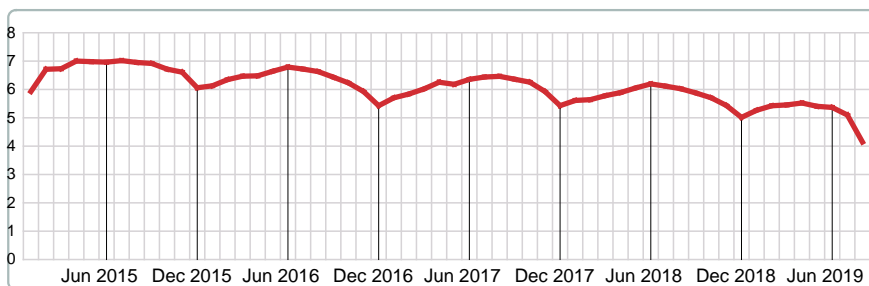
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

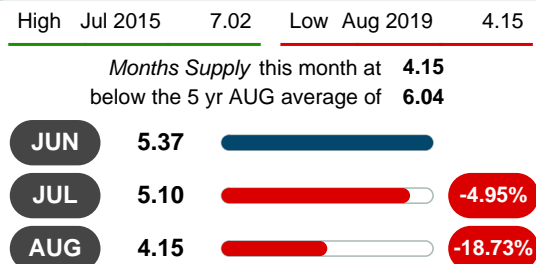


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.04



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	480	8.25%	2.82	5.41	1.64	1.78	1.71
\$25,001 - \$75,000	756	13.00%	5.45	8.05	2.46	4.00	2.00
\$75,001 - \$150,000	967	16.63%	2.70	7.17	1.58	2.20	2.77
\$150,001 - \$250,000	1,324	22.77%	2.93	11.11	2.25	2.55	2.69
\$250,001 - \$375,000	945	16.25%	5.12	19.79	4.55	4.37	4.78
\$375,001 - \$625,000	761	13.09%	9.98	23.80	8.58	8.46	11.23
\$625,001 and up	582	10.01%	25.87	90.86	15.67	16.03	22.62
Market Supply of Inventory (MSI)			4.15	9.14	2.32	4.09	7.91
Total Active Inventory by Units		100%	4.15	2,159	1,749	1,470	437

August 2019



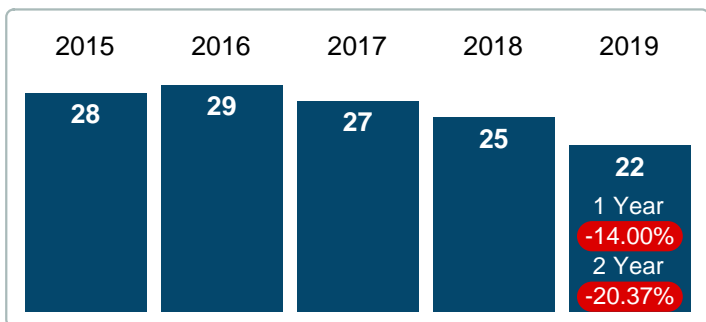
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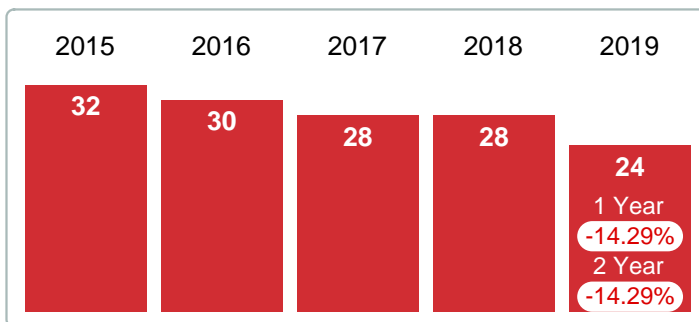
MEDIAN DAYS ON MARKET TO SALE

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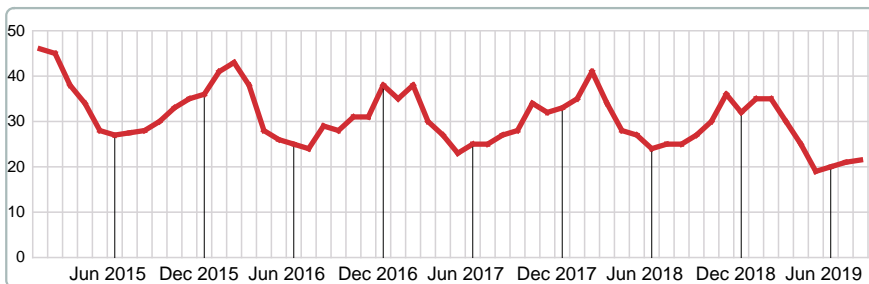
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

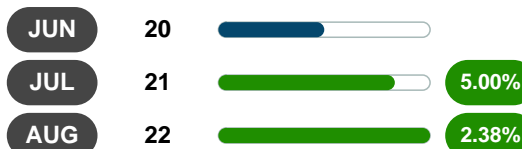


3 MONTHS

5 year AUG AVG = 26

High Jan 2015 46 Low May 2019 19

Median Days on Market to Sale this month at 22 below the 5 yr AUG average of 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%	85	0	0	0	0
\$1-\$75,000	342	20.88%	26	34	22	34	52
\$75,001-\$125,000	240	14.65%	14	23	10	28	46
\$125,001-\$175,000	382	23.32%	13	35	11	14	6
\$175,001-\$225,000	256	15.63%	21	53	17	28	16
\$225,001-\$325,000	239	14.59%	31	60	24	28	68
\$325,001 and up	179	10.93%	35	20	20	50	69
Median Closed DOM			22	32	16	30	46
Total Closed Units		100%	21.5	269	891	419	59
Total Closed Volume				32.52M	134.68M	112.08M	20.67M

August 2019



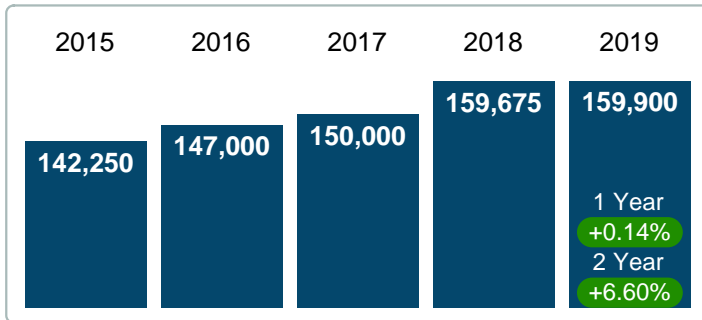
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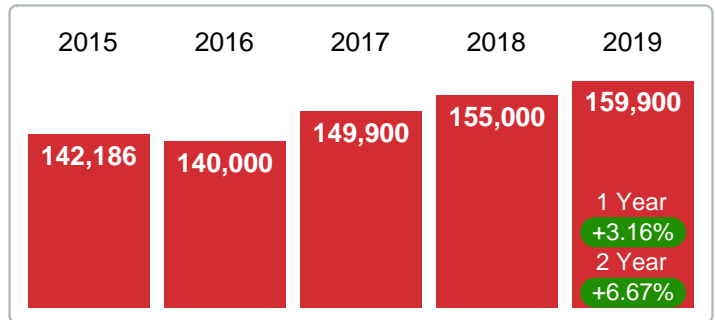
MEDIAN LIST PRICE AT CLOSING

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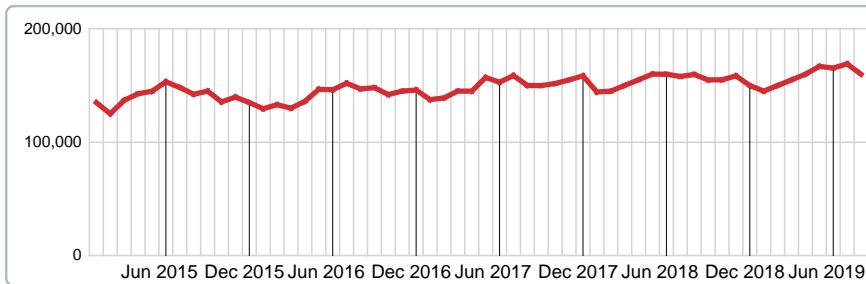
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

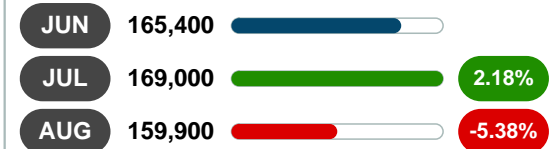


3 MONTHS

5 year AUG AVG = 151,765

High Jul 2019 169,000 Low Feb 2015 125,000

Median List Price at Closing this month at **159,900** above the 5 yr AUG average of **151,765**



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%	35	0	0	0	0
\$1-\$75,000	330	20.15%	16,000	34,500	1,623	1,650	29,648
\$75,001-\$125,000	237	14.47%	104,900	99,450	104,950	114,000	0
\$125,001-\$175,000	371	22.65%	153,900	154,950	151,700	157,900	154,250
\$175,001-\$225,000	267	16.30%	195,000	199,000	189,900	199,438	198,950
\$225,001-\$325,000	242	14.77%	265,000	249,950	264,800	271,450	279,900
\$325,001 and up	191	11.66%	410,000	430,000	390,000	405,000	474,050
Median List Price			159,900	82,500	149,900	239,990	281,000
Total Closed Units		100%	1,638	269	891	419	59
Total Closed Volume			307,440,006	34.01M	136.34M	115.46M	21.62M

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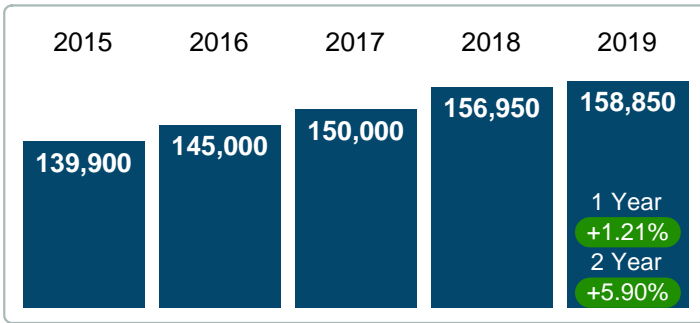
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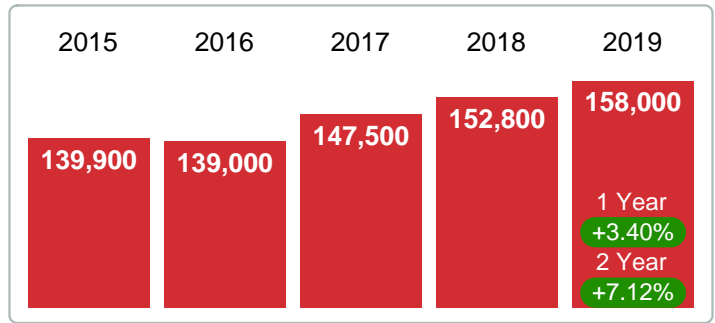
MEDIAN SOLD PRICE AT CLOSING

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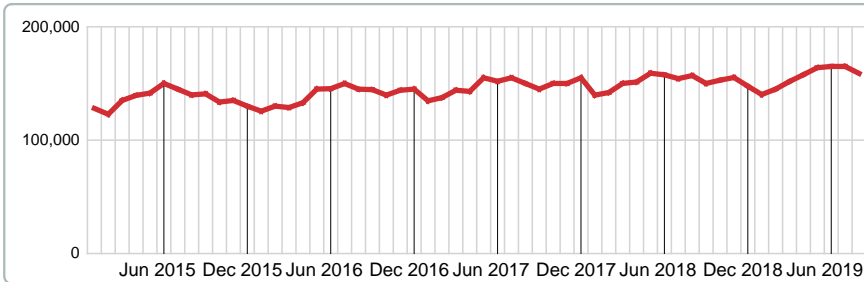
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

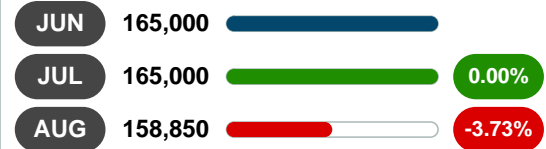


3 MONTHS

5 year AUG AVG = 150,140

High Jul 2019 165,000 Low Feb 2015 122,850

Median Sold Price at Closing this month at **158,850** above the 5 yr AUG average of **150,140**



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%	410,000	0	0	0	0
\$1-\$75,000	342	20.88%	19,450	32,050	1,675	1,663	30,073
\$75,001-\$125,000	240	14.65%	104,950	97,000	105,000	110,000	107,500
\$125,001-\$175,000	382	23.32%	153,000	150,000	152,486	158,900	158,500
\$175,001-\$225,000	256	15.63%	195,000	200,000	190,000	199,000	202,500
\$225,001-\$325,000	239	14.59%	264,800	257,500	259,375	271,750	274,250
\$325,001 and up	179	10.93%	409,900	437,500	386,000	396,500	469,000
Median Sold Price			158,850	81,250	147,900	237,500	279,400
Total Closed Units		100%	1,638	269	891	419	59
Total Closed Volume			299,942,098	32.52M	134.68M	112.08M	20.67M

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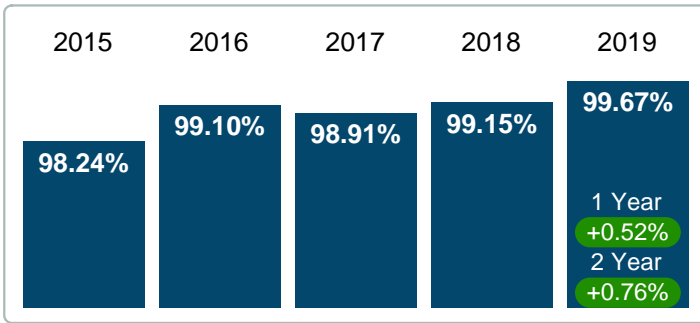
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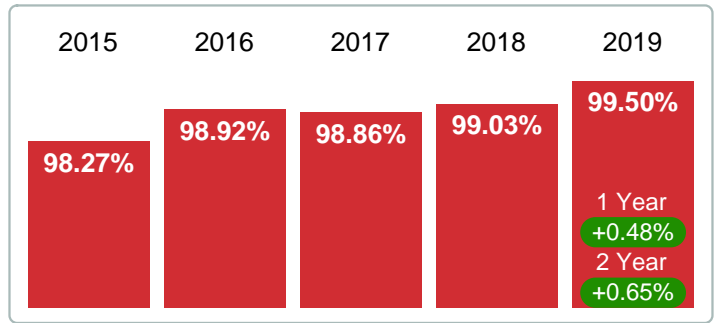
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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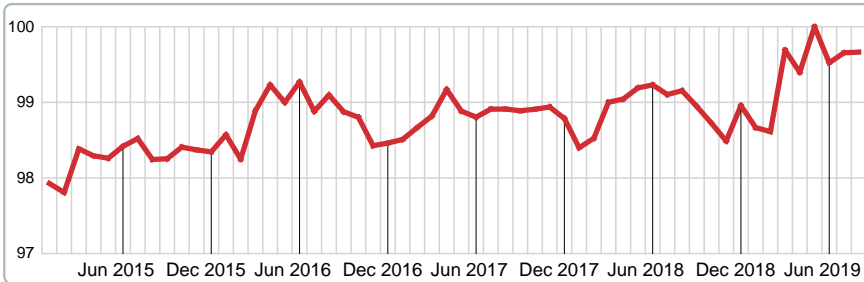
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

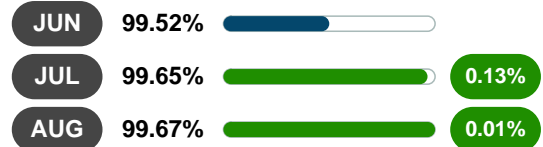


3 MONTHS

5 year AUG AVG = 99.01%

High May 2019 100.00% Low Feb 2015 97.81%

Median Sold/List Ratio this month at **99.67%**
above the 5 yr AUG average of **99.01%**



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%	99.90%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	342	20.88%	100.00%	99.38%	100.00%	100.00%	100.66%
\$75,001-\$125,000	240	14.65%	99.06%	96.09%	100.00%	97.56%	72.15%
\$125,001-\$175,000	382	23.32%	100.00%	97.20%	100.00%	99.87%	97.63%
\$175,001-\$225,000	256	15.63%	100.00%	98.16%	100.00%	99.88%	96.10%
\$225,001-\$325,000	239	14.59%	98.96%	94.04%	99.09%	98.96%	98.87%
\$325,001 and up	179	10.93%	97.92%	100.00%	99.11%	97.74%	97.14%
Median Sold/List Ratio		99.67%		97.32%	100.00%	98.96%	97.95%
Total Closed Units		1,638	100%	269	891	419	59
Total Closed Volume		299,942,098		32.52M	134.68M	112.08M	20.67M

August 2019



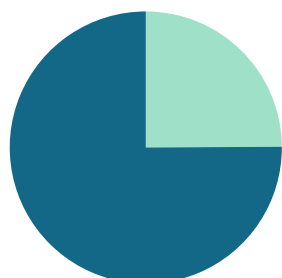
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

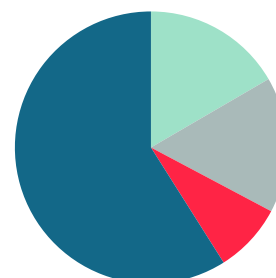


Inventory
 New Listings **2,377 = 24.91%**
 Start Inventory **7,165**
 Total Inventory Units **9,542**
 Volume **\$2,607,206,237**

Market Activity

Closed Sales **1,638 = 16.61%**
 Pending Sales **1,592 = 16.14%**
 Other Off Market **816 = 8.28%**
 Active Inventory **5,815 = 58.97%**

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,662	1,638	-1.44%	11,593	11,821	1.97%
Pending Sales	1,420	1,592	12.11%	11,353	12,089	6.48%
New Listings	2,609	2,377	-8.89%	19,833	19,177	-3.31%
Median List Price	159,675	159,900	0.14%	155,000	159,900	3.16%
Median Sale Price	156,950	158,850	1.21%	152,800	158,000	3.40%
Median Percent of Selling Price to List Price	99.15%	99.67%	0.52%	99.03%	99.50%	0.48%
Median Days on Market to Sale	25.00	21.50	-14.00%	28.00	24.00	-14.29%
Monthly Inventory	8,394	5,815	-30.72%	8,394	5,815	-30.72%
Months Supply of Inventory	6.02	4.15	-31.18%	6.02	4.15	-31.18%

Absorption: Last 12 months, an Average of **1,403** Sales/Month

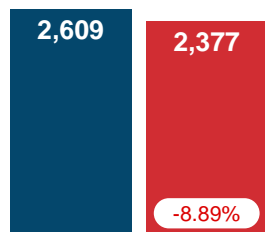
Inventory on August 31, 2019 = 5,815

2018 **2019**

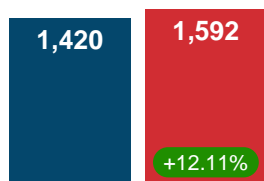
AUGUST MARKET

MEDIAN PRICES

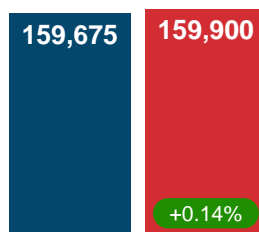
New Listings



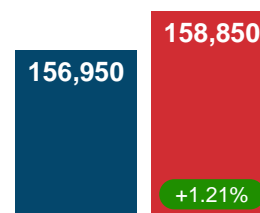
Pending Listings



List Price



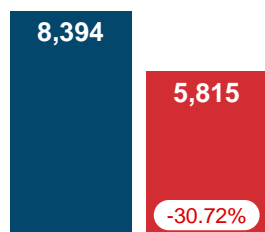
Sale Price



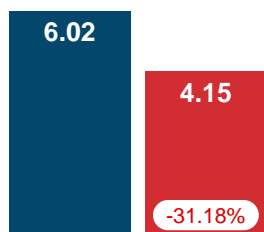
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

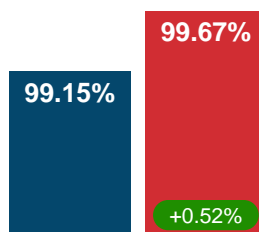
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

