

# May 2019



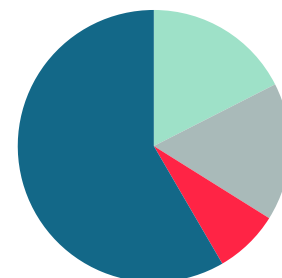
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	1,650	1,740	5.45%
Pending Listings	1,445	1,628	12.66%
New Listings	2,649	2,448	-7.59%
Average List Price	186,953	185,497	-0.78%
Average Sale Price	182,188	182,007	-0.10%
Average Percent of Selling Price to List Price	97.63%	98.23%	0.61%
Average Days on Market to Sale	43.63	38.53	-11.70%
End of Month Inventory	8,232	5,802	-29.52%
Months Supply of Inventory	6.04	4.15	-31.39%



■ Closed (17.51%)  
■ Pending (16.38%)  
■ Other OffMarket (7.71%)  
■ Active (58.39%)

**Absorption:** Last 12 months, an Average of **1,400** Sales/Month  
**Active Inventory** as of May 31, 2019 = **5,802**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **29.52%** to 5,802 existing homes available for sale. Over the last 12 months this area has had an average of 1,400 closed sales per month. This represents an unsold inventory index of **4.15** 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 **0.10%** in May 2019 to \$182,007 versus the previous year at \$182,188.

#### Average Days on Market Shortens

The average number of **38.53** days that homes spent on the market before selling decreased by 5.10 days or **11.70%** in May 2019 compared to last year's same month at **43.63** DOM.

#### Sales Success for May 2019 is Positive

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

There were 2,448 New Listings in May 2019, down **7.59%** from last year at 2,649. Furthermore, there were 1,740 Closed Listings this month versus last year at 1,650, a **5.45%** increase.

Closed versus Listed trends yielded a **71.1%** ratio, up from previous year's, May 2018, at **62.3%**, a **14.11%** 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

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

### 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

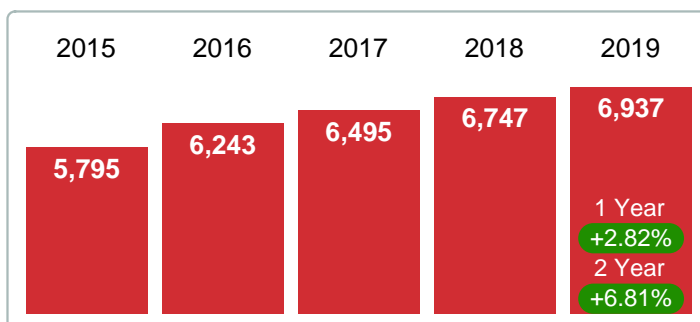
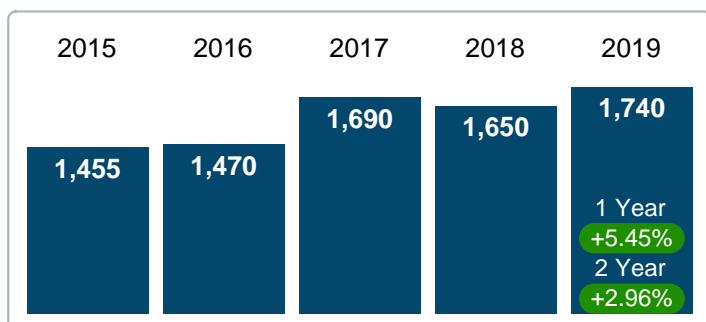


## CLOSED LISTINGS

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

### MAY

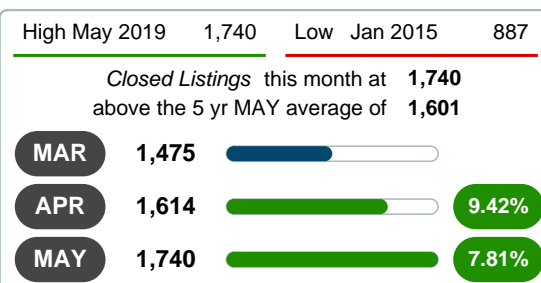
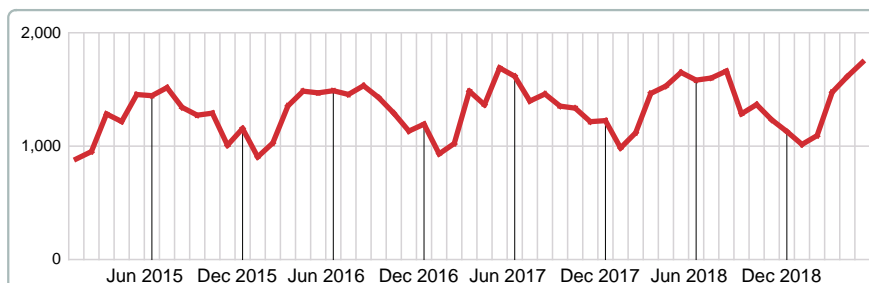
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year MAY AVG = 1,601



### 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-\$75,000	351	20.17%	41.9	152	153	42	4
\$75,001-\$125,000	226	12.99%	32.8	57	153	13	3
\$125,001-\$175,000	372	21.38%	29.6	31	290	47	4
\$175,001-\$225,000	305	17.53%	35.9	23	162	112	8
\$225,001-\$325,000	286	16.44%	45.7	13	107	132	34
\$325,001 and up	200	11.49%	49.5	10	44	112	34
<b>Total Closed Units</b>	<b>1,740</b>			<b>286</b>	<b>909</b>	<b>458</b>	<b>87</b>
<b>Total Closed Volume</b>	<b>316,691,524</b>	<b>100%</b>	<b>38.5</b>	<b>28.56M</b>	<b>142.64M</b>	<b>116.57M</b>	<b>28.92M</b>
<b>Average Closed Price</b>	<b>\$182,007</b>			<b>\$99,871</b>	<b>\$156,919</b>	<b>\$254,520</b>	<b>\$332,409</b>

# May 2019



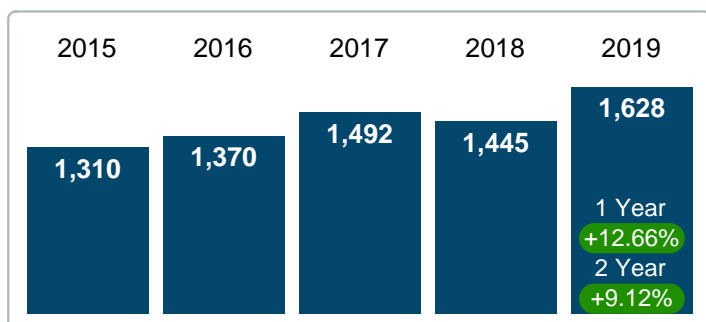
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



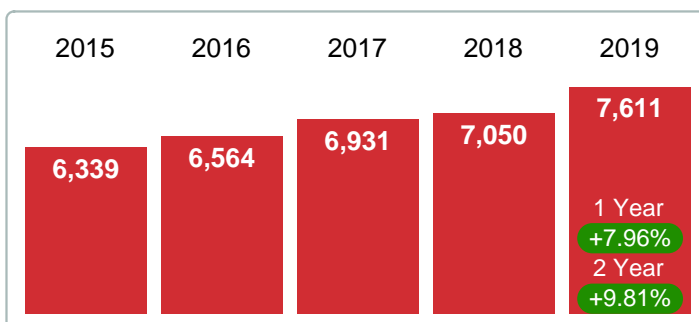
## PENDING LISTINGS

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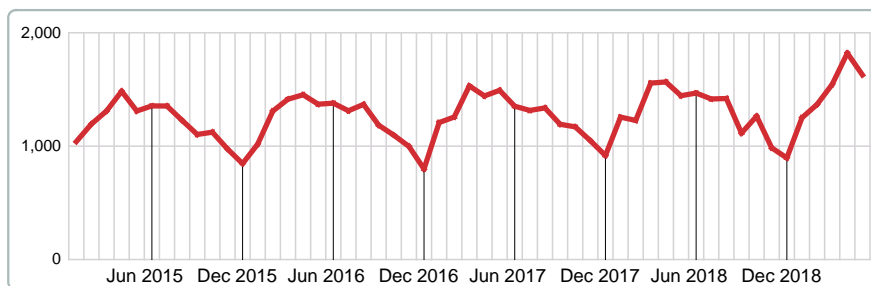
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,449

High Apr 2019 1,820 Low Dec 2016 799

Pending Listings this month at **1,628**  
above the 5 yr MAY average of **1,449**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	145	8.91%	37.7	80	51	13	1
\$50,001 - \$100,000	178	10.93%	47.4	72	97	8	1
\$100,001 - \$125,000	128	7.86%	26.5	22	95	11	0
\$125,001 - \$200,000	552	33.91%	31.3	51	392	106	3
\$200,001 - \$250,000	223	13.70%	38.8	17	99	98	9
\$250,001 - \$350,000	211	12.96%	46.0	11	67	115	18
\$350,001 and up	191	11.73%	52.9	13	36	114	28
<b>Total Pending Units</b>	<b>1,628</b>			<b>266</b>	<b>837</b>	<b>465</b>	<b>60</b>
<b>Total Pending Volume</b>	<b>337,268,864</b>	<b>100%</b>	<b>45.0</b>	<b>37.11M</b>	<b>143.43M</b>	<b>130.75M</b>	<b>25.98M</b>
<b>Average Listing Price</b>	<b>\$166,791</b>			<b>\$139,499</b>	<b>\$171,362</b>	<b>\$281,186</b>	<b>\$433,016</b>

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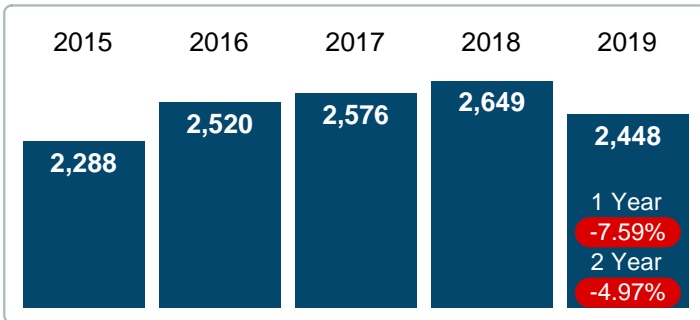
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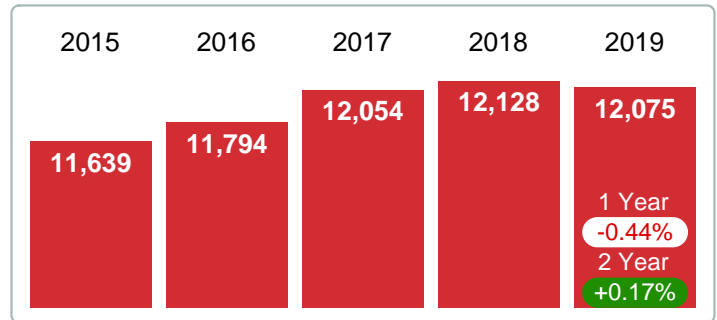
## NEW LISTINGS

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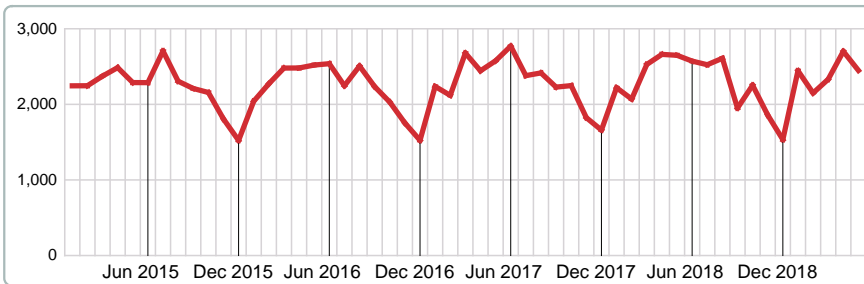
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2,496

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

New Listings this month at **2,448**  
below the 5 yr MAY average of **2,496**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	216	8.82%	61	110	39	6
\$10,001 - \$90,000	329	13.44%	208	110	10	1
\$90,001 - \$140,000	312	12.75%	73	209	30	0
\$140,001 - \$210,000	620	25.33%	63	400	148	9
\$210,001 - \$300,000	411	16.79%	45	162	178	26
\$300,001 - \$480,000	313	12.79%	25	69	180	39
\$480,001 and up	247	10.09%	44	19	107	77
<b>Total New Listed Units</b>	<b>2,448</b>		<b>519</b>	<b>1,079</b>	<b>692</b>	<b>158</b>
<b>Total New Listed Volume</b>	<b>643,311,810</b>	<b>100%</b>	<b>123.12M</b>	<b>185.05M</b>	<b>226.19M</b>	<b>108.94M</b>
<b>Average New Listed Listing Price</b>	<b>\$103,684</b>		<b>\$237,232</b>	<b>\$171,506</b>	<b>\$326,863</b>	<b>\$689,521</b>

# May 2019



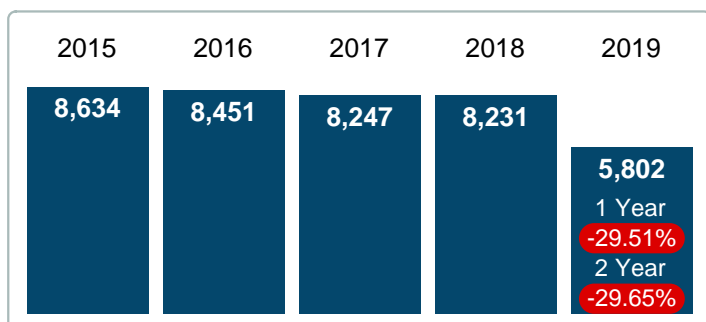
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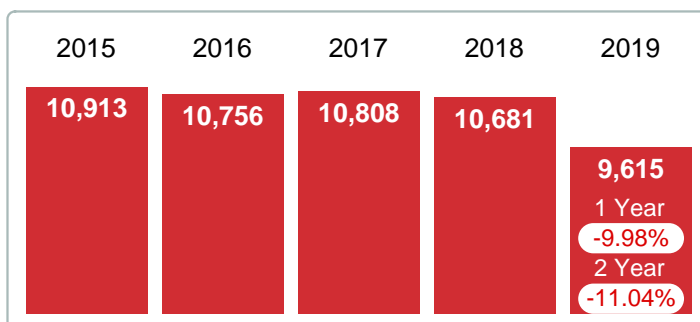
## ACTIVE INVENTORY

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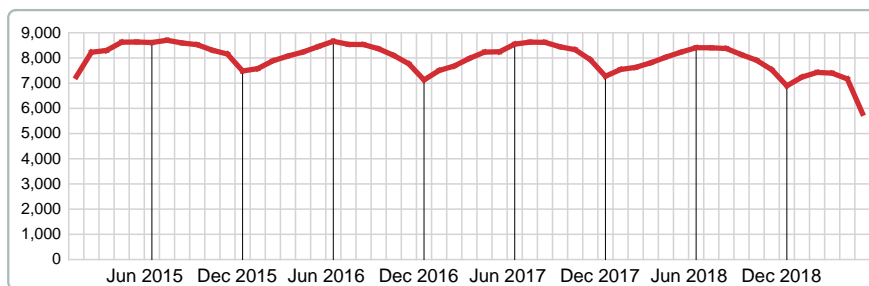
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

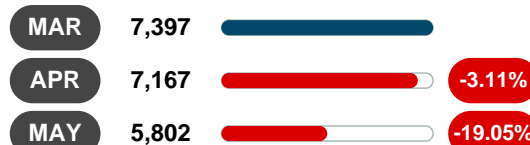


### 3 MONTHS

5 year MAY AVG = 7,873

High Jul 2015 8,702 Low May 2019 5,802

Inventory this month at **5,802**  
below the 5 yr MAY average of **7,873**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	538	9.27%	67.9	328	146	53	11
\$25,001 - \$75,000	714	12.31%	84.4	542	149	23	0
\$75,001 - \$150,000	938	16.17%	69.3	474	378	80	6
\$150,001 - \$250,000	1,362	23.47%	59.8	324	642	357	39
\$250,001 - \$375,000	935	16.12%	66.6	148	260	436	91
\$375,001 - \$625,000	738	12.72%	72.3	108	115	370	145
\$625,001 and up	577	9.94%	77.4	185	44	177	171
Total Active Inventory by Units			5,802	2,109	1,734	1,496	463
Total Active Inventory by Volume			1,783,342,209	526.62M	358.75M	581.00M	316.97M
Average Active Inventory Listing Price			\$307,367	\$249,700	\$206,894	\$388,370	\$684,599

# May 2019



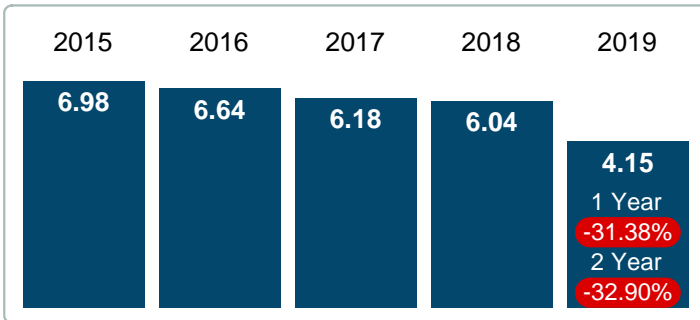
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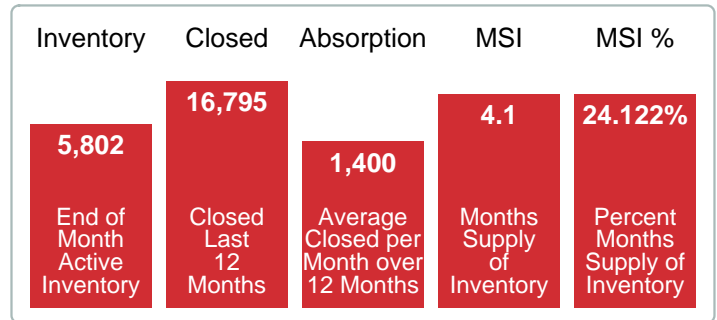
## MONTHS SUPPLY of INVENTORY (MSI)

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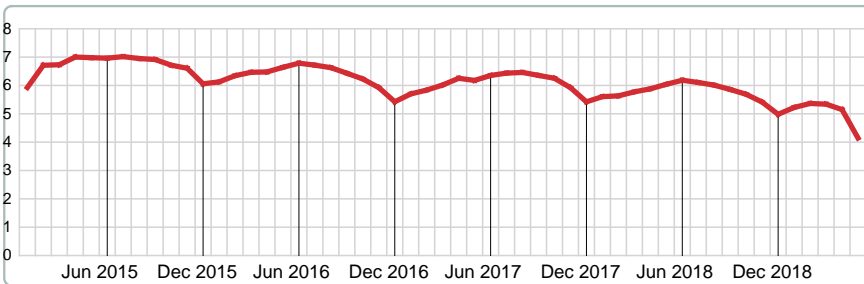
### MSI FOR MAY



### INDICATORS FOR MAY 2019

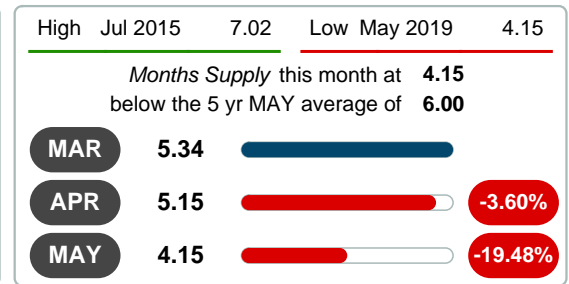


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 6.00



### 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	538	9.27%	3.18	6.25	1.66	2.05	3.88
\$25,001 - \$75,000	714	12.31%	4.94	7.01	2.44	4.06	0.00
\$75,001 - \$150,000	938	16.17%	2.56	7.41	1.43	2.32	1.71
\$150,001 - \$250,000	1,362	23.47%	3.06	12.66	2.38	2.58	3.55
\$250,001 - \$375,000	935	16.12%	5.28	18.89	5.03	4.36	5.22
\$375,001 - \$625,000	738	12.72%	9.82	22.34	8.12	8.54	11.30
\$625,001 and up	577	9.94%	26.43	65.29	16.50	18.00	26.31
Market Supply of Inventory (MSI)			4.15	8.98	2.30	4.18	8.48
Total Active Inventory by Units		100%	4.15	2,109	1,734	1,496	463

# May 2019



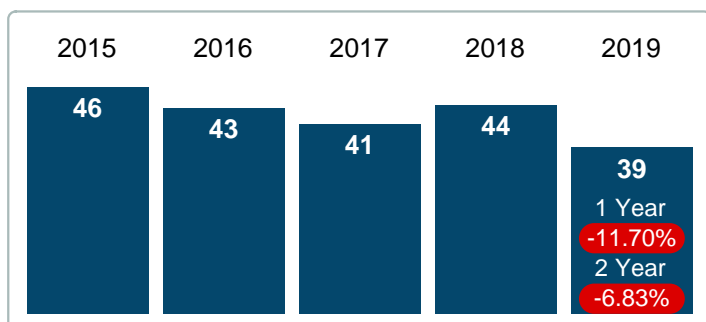
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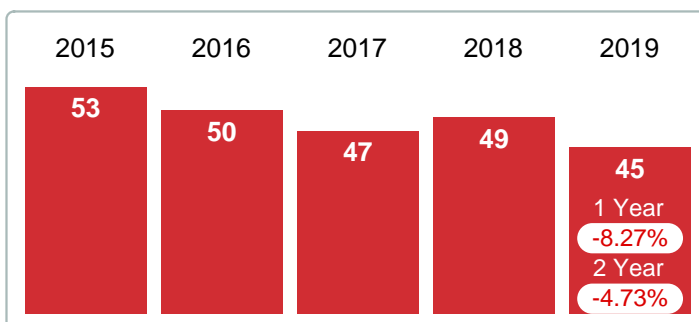
## AVERAGE DAYS ON MARKET TO SALE

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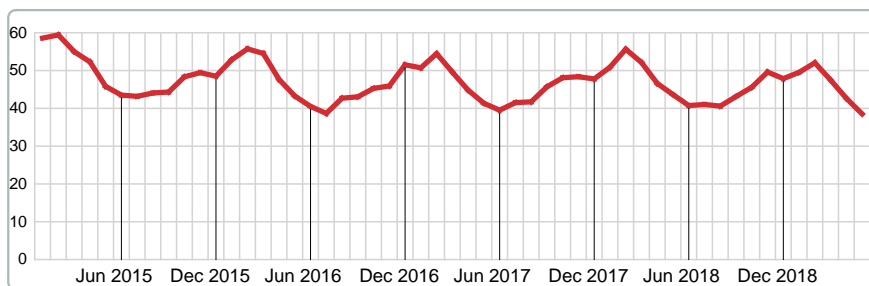
### MAY



### YEAR TO DATE (YTD)

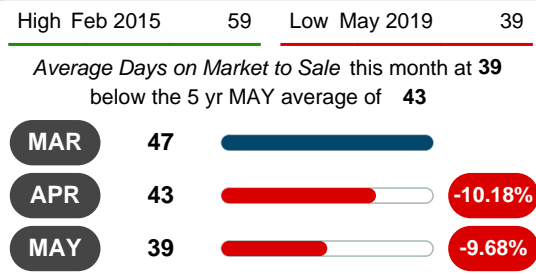


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 43



## 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-\$75,000	351	20.17%	42	45	40	37	27
\$75,001-\$125,000	226	12.99%	33	38	31	21	69
\$125,001-\$175,000	372	21.38%	30	44	28	32	26
\$175,001-\$225,000	305	17.53%	36	55	30	39	58
\$225,001-\$325,000	286	16.44%	46	36	47	43	57
\$325,001 and up	200	11.49%	49	56	41	49	61
Average Closed DOM			39	45	34	41	56
Total Closed Units		100%	1,740	286	909	458	87
Total Closed Volume			316,691,524	28.56M	142.64M	116.57M	28.92M

# May 2019



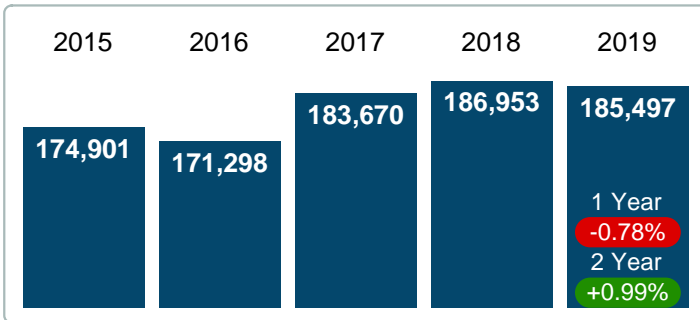
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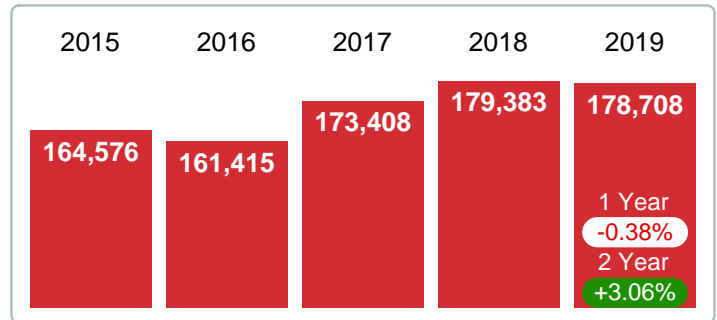
## AVERAGE LIST PRICE AT CLOSING

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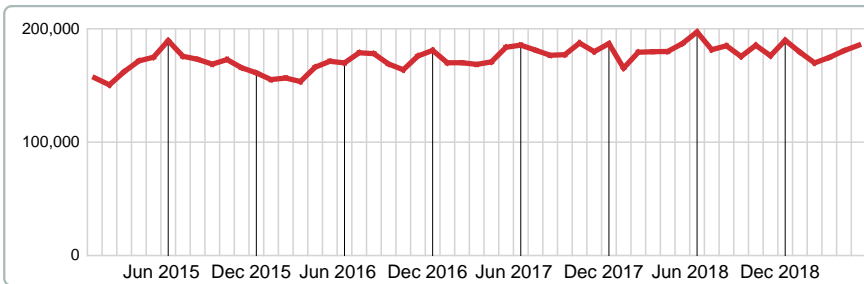
### MAY



### YEAR TO DATE (YTD)

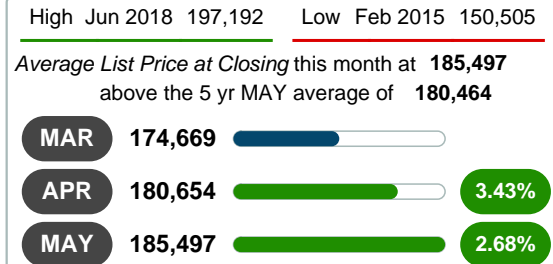


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 180,464



## 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-\$75,000	350	20.11%	24,652	34,837	20,944	8,915	2,474
\$75,001-\$125,000	209	12.01%	103,876	108,674	105,743	107,769	123,433
\$125,001-\$175,000	383	22.01%	152,318	150,929	153,624	157,614	144,750
\$175,001-\$225,000	296	17.01%	199,686	197,017	198,669	205,398	211,049
\$225,001-\$325,000	291	16.72%	267,444	278,754	268,279	270,497	284,791
\$325,001 and up	211	12.13%	460,452	563,800	449,399	451,677	511,565
Average List Price			185,497	104,761	159,073	258,693	341,652
Total Closed Units		100%	1,740	286	909	458	87
Total Closed Volume			322,764,422	29.96M	144.60M	118.48M	29.72M



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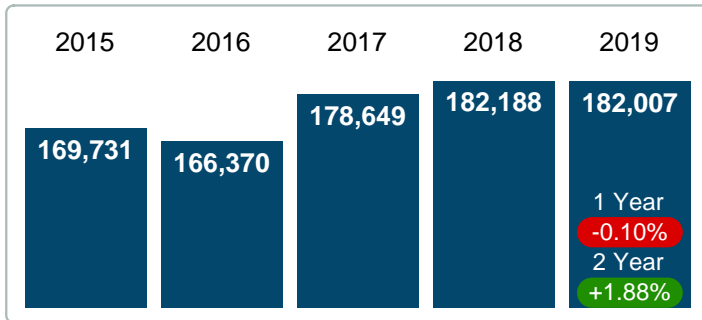
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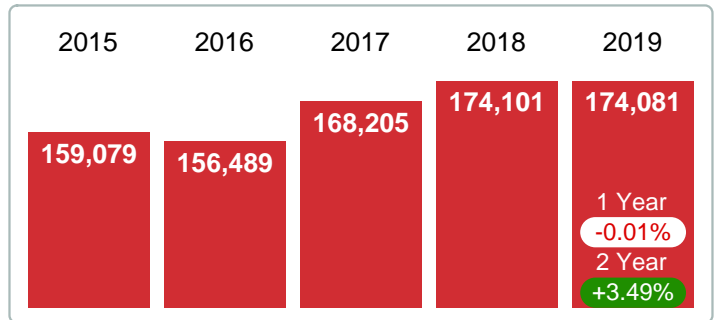
## AVERAGE SOLD PRICE AT CLOSING

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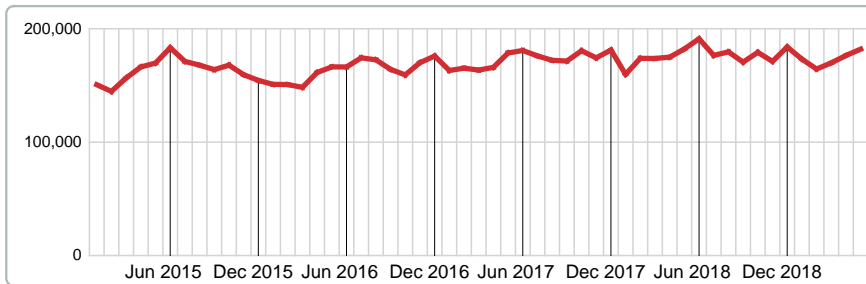
### MAY



### YEAR TO DATE (YTD)

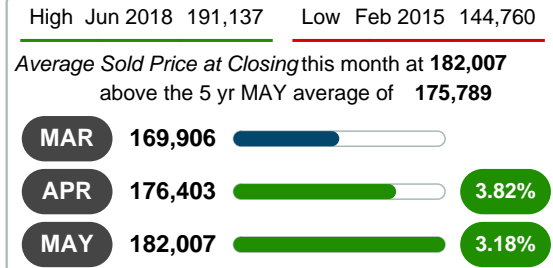


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 175,789



### 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-\$75,000	351	20.17%	23,844	32,765	19,804	8,310	2,449
\$75,001-\$125,000	226	12.99%	103,596	99,582	104,713	104,781	117,800
\$125,001-\$175,000	372	21.38%	151,140	145,523	151,388	154,006	143,000
\$175,001-\$225,000	305	17.53%	198,358	193,429	196,016	202,711	198,981
\$225,001-\$325,000	286	16.44%	267,386	257,315	264,745	267,738	278,176
\$325,001 and up	200	11.49%	458,571	560,137	445,522	442,637	498,074
Average Sold Price	182,007			99,871	156,919	254,520	332,409
Total Closed Units	1,740	100%	182,007	286	909	458	87
Total Closed Volume	316,691,524			28.56M	142.64M	116.57M	28.92M

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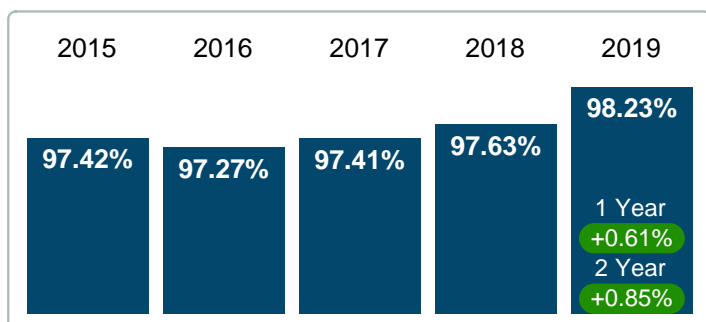
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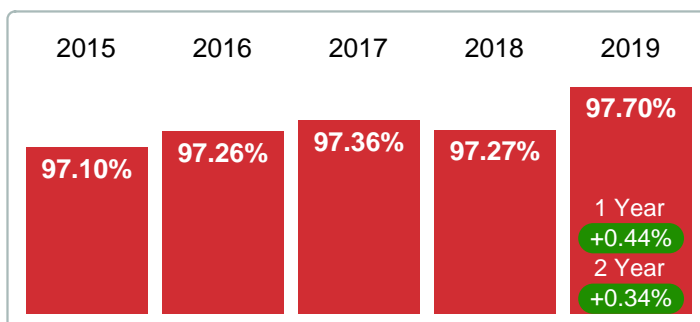
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

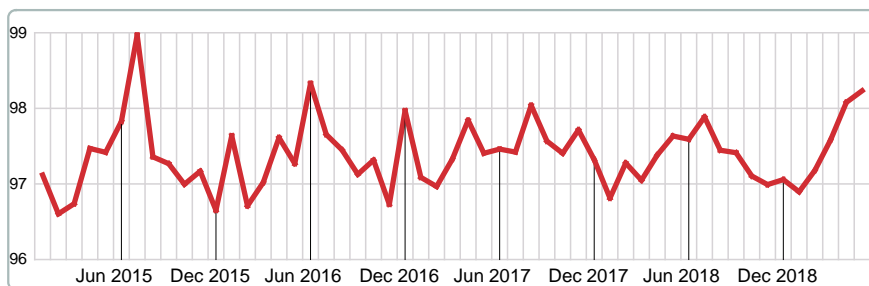
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

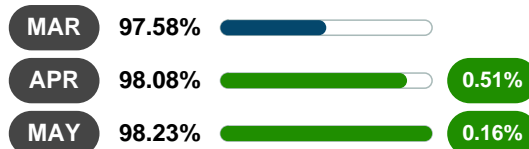


### 3 MONTHS

5 year MAY AVG = 97.59%

High Jul 2015 98.97% Low Feb 2015 96.60%

Average Sold/List Ratio this month at **98.23%**  
equal to 5 yr MAY average of **97.59%**



### 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-\$75,000	351	20.17%	96.72%	94.80%	97.97%	98.85%	99.11%
\$75,001-\$125,000	226	12.99%	98.07%	93.74%	99.82%	97.18%	95.43%
\$125,001-\$175,000	372	21.38%	98.43%	96.72%	98.70%	97.87%	98.90%
\$175,001-\$225,000	305	17.53%	99.53%	109.98%	98.78%	98.83%	94.65%
\$225,001-\$325,000	286	16.44%	98.49%	92.59%	98.75%	99.02%	97.83%
\$325,001 and up	200	11.49%	98.34%	96.41%	99.30%	98.33%	97.74%
Average Sold/List Ratio		98.20%		95.98%	98.82%	98.62%	97.53%
Total Closed Units		1,740	100%	286	909	458	87
Total Closed Volume		316,691,524		28.56M	142.64M	116.57M	28.92M

# May 2019



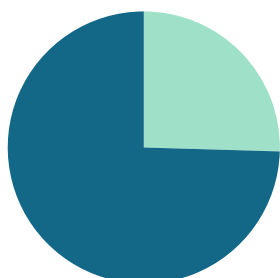
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

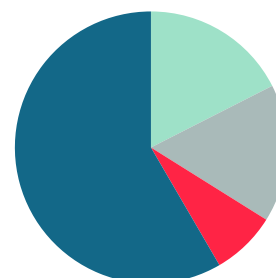


**Inventory**  
 New Listings  
**2,448 = 25.46%**  
 Start Inventory  
**7,167**  
 Total Inventory Units  
**9,615**  
 Volume  
**\$2,645,156,029**

### Market Activity

Closed Sales  
**1,740 = 17.51%**  
 Pending Sales  
**1,628 = 16.38%**  
 Other Off Market  
**766 = 7.71%**  
 Active Inventory  
**5,802 = 58.39%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,650	1,740	5.45%	6,747	6,937	2.82%
Pending Sales	1,445	1,628	12.66%	7,050	7,611	7.96%
New Listings	2,649	2,448	-7.59%	12,128	12,075	-0.44%
Average List Price	186,953	185,497	-0.78%	179,383	178,708	-0.38%
Average Sale Price	182,188	182,007	-0.10%	174,101	174,081	-0.01%
Average Percent of Selling Price to List Price	97.63%	98.23%	0.61%	97.27%	97.70%	0.44%
Average Days on Market to Sale	43.63	38.53	-11.70%	49.20	45.13	-8.27%
Monthly Inventory	8,232	5,802	-29.52%	8,232	5,802	-29.52%
Months Supply of Inventory	6.04	4.15	-31.39%	6.04	4.15	-31.39%

**Absorption:** Last 12 months, an Average of **1,400** Sales/Month

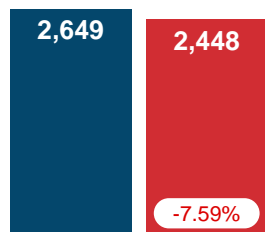
**Inventory** on May 31, 2019 = **5,802**

**2018** **2019**

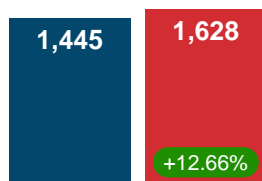
### MAY MARKET

### AVERAGE PRICES

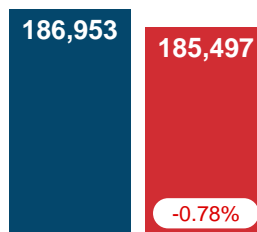
#### New Listings



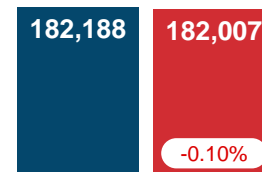
#### Pending Listings



#### List Price



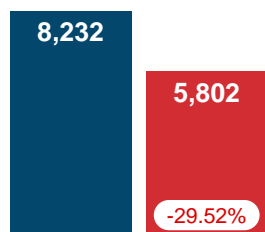
#### Sale Price



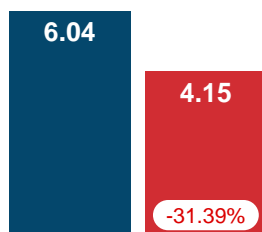
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

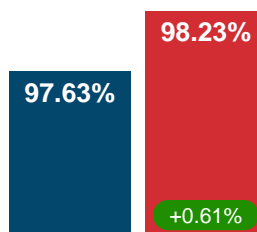
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

