

November 2018



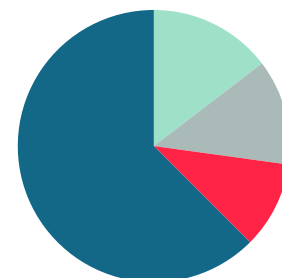
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	1,050	1,037	-1.24%
Pending Listings	964	891	-7.57%
New Listings	1,488	1,351	-9.21%
Average List Price	194,406	201,378	3.59%
Average Sale Price	188,837	196,449	4.03%
Average Percent of Selling Price to List Price	97.49%	97.30%	-0.19%
Average Days on Market to Sale	46.76	49.43	5.70%
End of Month Inventory	4,699	4,433	-5.66%
Months Supply of Inventory	4.03	3.73	-7.58%



■ Closed (14.62%)
■ Pending (12.56%)
■ Other OffMarket (10.32%)
■ Active (62.50%)

Absorption: Last 12 months, an Average of **1,189** Sales/Month
Active Inventory as of November 30, 2018 = **4,433**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **5.66%** to 4,433 existing homes available for sale. Over the last 12 months this area has had an average of 1,189 closed sales per month. This represents an unsold inventory index of **3.73** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **4.03%** in November 2018 to \$196,449 versus the previous year at \$188,837.

Average Days on Market Lengthens

The average number of **49.43** days that homes spent on the market before selling increased by 2.67 days or **5.70%** in November 2018 compared to last year's same month at **46.76** DOM.

Sales Success for November 2018 is Positive

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

There were 1,351 New Listings in November 2018, down **9.21%** from last year at 1,488. Furthermore, there were 1,037 Closed Listings this month versus last year at 1,050, a **-1.24%** decrease.

Closed versus Listed trends yielded a **76.8%** ratio, up from previous year's, November 2017, at **70.6%**, a **8.78%** 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

November 2018



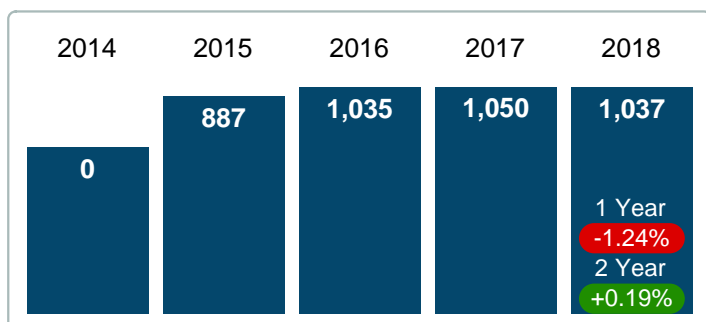
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



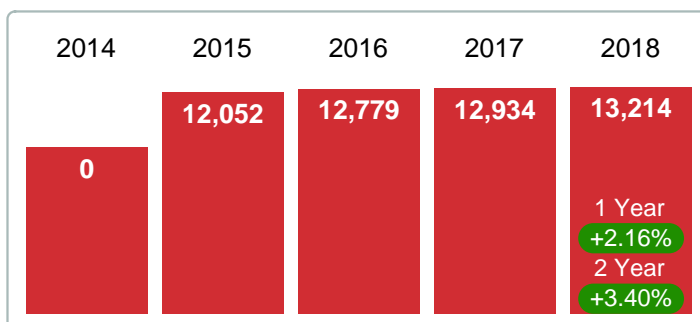
CLOSED LISTINGS

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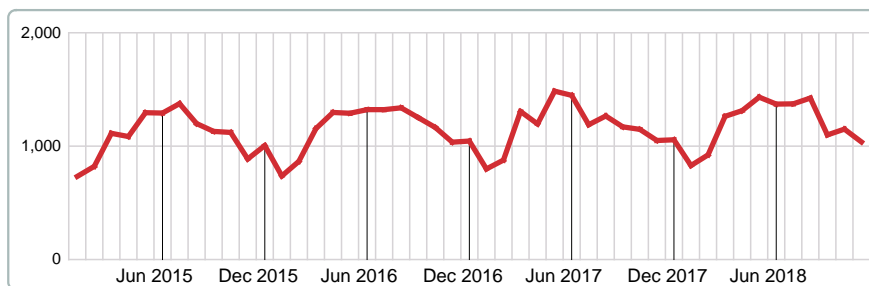
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 802

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at **1,037**
above the 5 yr NOV average of **802**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	96	9.26%	44.7	35	51	8	2
\$75,001 - \$100,000	79	7.62%	44.3	21	50	7	1
\$100,001 - \$125,000	99	9.55%	45.1	12	74	11	2
\$125,001 - \$175,000	271	26.13%	42.5	16	207	43	5
\$175,001 - \$250,000	255	24.59%	51.1	4	142	101	8
\$250,001 - \$325,000	121	11.67%	61.2	2	42	67	10
\$325,001 and up	116	11.19%	60.8	1	25	73	17
Total Closed Units	1,037			91	591	310	45
Total Closed Volume	203,717,390	100%	49.4	8.87M	98.23M	81.65M	14.97M
Average Closed Price	\$196,449			\$97,496	\$166,204	\$263,383	\$332,669

November 2018



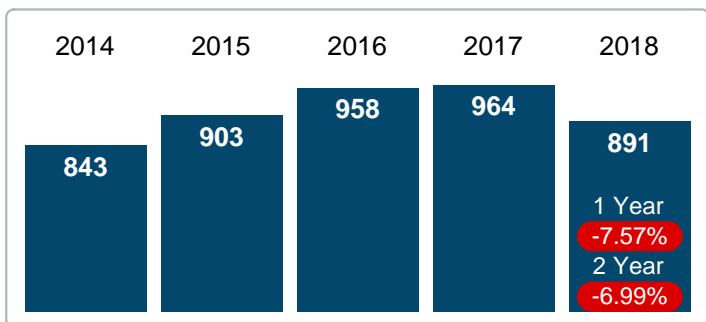
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



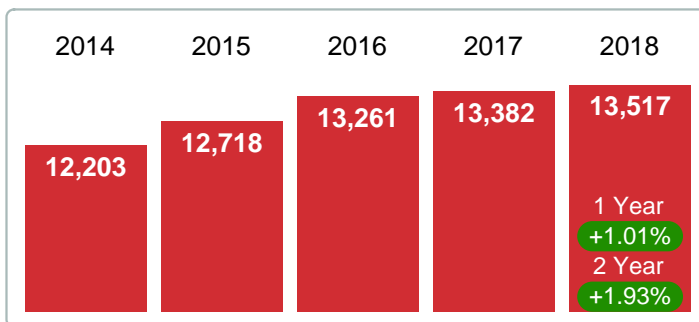
PENDING LISTINGS

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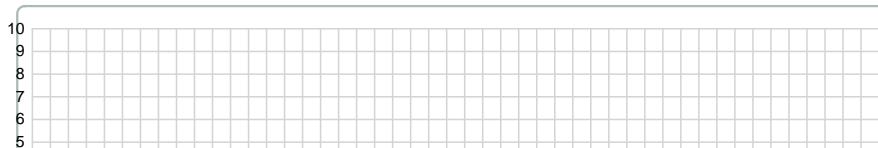
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 912

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at **891**
below the 5 yr NOV average of **912**

SEP: 0
OCT: 0
NOV: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46	5.16%	46.8	17	28	1	0
\$50,001 - \$100,000	151	16.95%	50.6	41	100	9	1
\$100,001 - \$125,000	100	11.22%	54.8	8	80	10	2
\$125,001 - \$175,000	217	24.35%	49.3	16	162	38	1
\$175,001 - \$225,000	142	15.94%	47.4	9	76	54	3
\$225,001 - \$325,000	136	15.26%	59.2	4	47	69	16
\$325,001 and up	99	11.11%	62.9	1	29	54	15
Total Pending Units	891			96	522	235	38
Total Pending Volume	176,783,973	100%	52.7	10.01M	83.78M	64.24M	18.76M
Average Listing Price	\$198,897			\$104,224	\$160,508	\$273,345	\$493,616

November 2018



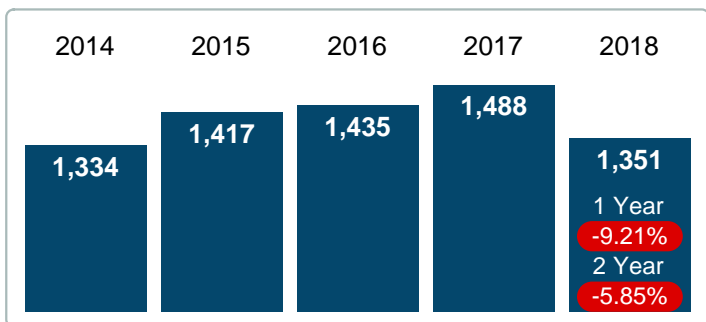
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



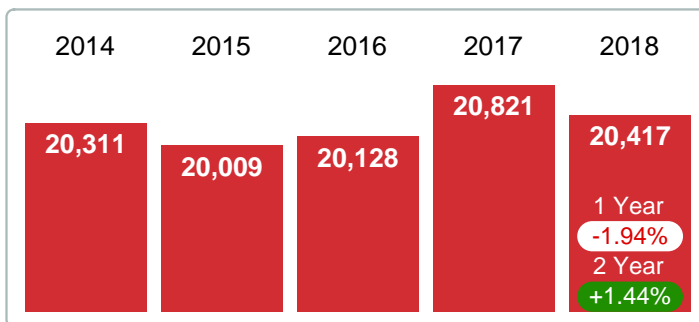
NEW LISTINGS

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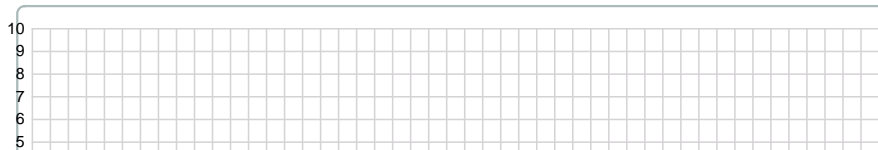
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,405

High Nov 2018 0 Low Nov 2018 0

New Listings this month at 1,351
below the 5 yr NOV average of 1,405

SEP 0
OCT 0
NOV 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$50,000 and less	80	5.92%
\$50,001 - \$100,000	168	12.44%
\$100,001 - \$150,000	264	19.54%
\$150,001 - \$200,000	268	19.84%
\$200,001 - \$275,000	210	15.54%
\$275,001 - \$425,000	205	15.17%
\$425,001 and up	156	11.55%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	37	36	6	1
\$50,001 - \$100,000	48	106	11	3
\$100,001 - \$150,000	25	203	35	1
\$150,001 - \$200,000	11	181	64	12
\$200,001 - \$275,000	6	91	99	14
\$275,001 - \$425,000	4	64	110	27
\$425,001 and up	3	29	68	56
Total	134	710	393	114
Total New Listed Volume	15.22M	125.76M	124.69M	69.67M
Average New Listed Listing Price	\$113,546	\$177,131	\$317,286	\$611,171

Total New Listed Units	1,351	
Total New Listed Volume	335,345,318	100%
Average New Listed Listing Price	\$212,164	

November 2018



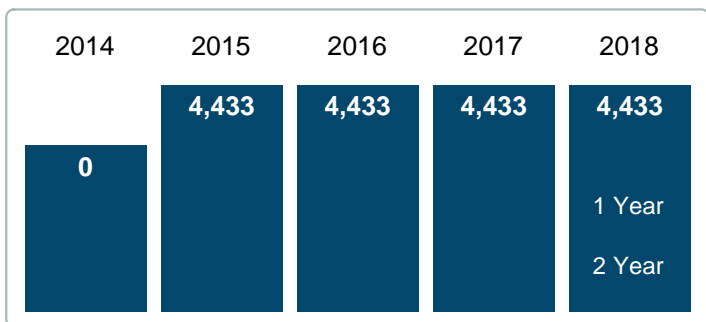
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



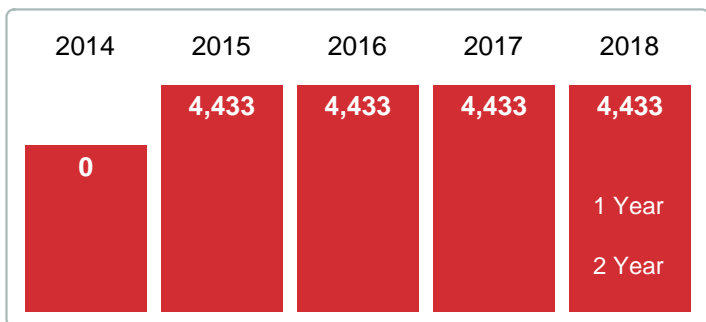
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3,546

High Nov 2018 4,433 Low Nov 2018 4,433

Inventory this month at 4,433 above the 5 yr NOV average of 3,546

SEP 4,433
OCT 4,433
NOV 4,433

0.00%
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	253	5.71%	107.4	123	111	16	3
\$50,001 - \$100,000	493	11.12%	103.6	168	279	40	6
\$100,001 - \$150,000	672	15.16%	75.6	85	479	98	10
\$150,001 - \$250,000	1,279	28.85%	73.9	57	753	426	43
\$250,001 - \$325,000	605	13.65%	81.0	12	211	322	60
\$325,001 - \$500,000	670	15.11%	80.5	11	150	385	124
\$500,001 and up	461	10.40%	82.0	6	65	212	178
Total Active Inventory by Units	4,433			462	2,048	1,499	424
Total Active Inventory by Volume	1,259,020,828	100%	82.2	53.73M	410.22M	534.03M	261.05M
Average Active Inventory Listing Price	\$284,011			\$116,289	\$200,301	\$356,255	\$615,692

November 2018



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



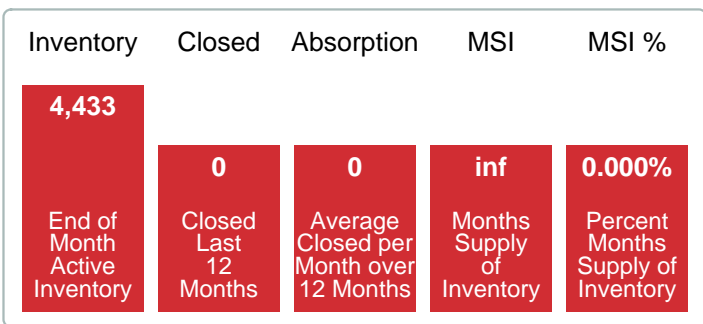
MONTHS SUPPLY of INVENTORY (MSI)

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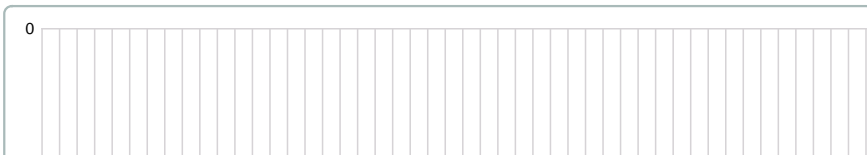
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

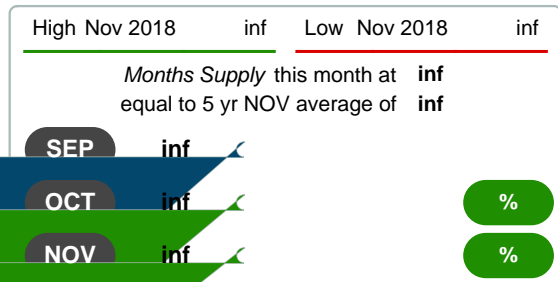


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	253		5.71%	3.47	3.63	3.25	3.62	6.00	
\$50,001 - \$100,000	493		11.12%	3.11	4.28	2.64	3.20	5.14	
\$100,001 - \$150,000	672		15.16%	2.52	3.52	2.24	3.69	4.00	
\$150,001 - \$250,000	1,279		28.85%	3.03	4.05	2.90	3.10	4.06	
\$250,001 - \$325,000	605		13.65%	4.62	2.94	4.98	4.50	4.65	
\$325,001 - \$500,000	670		15.11%	6.70	5.50	6.67	6.29	8.70	
\$500,001 and up	461		10.40%	12.16	18.00	11.64	10.34	15.48	
Market Supply of Inventory (MSI)		3.73			3.92	3.00	4.48	7.94	
Total Active Inventory by Units		4,433	100%	3.73	462	2,048	1,499	424	

November 2018



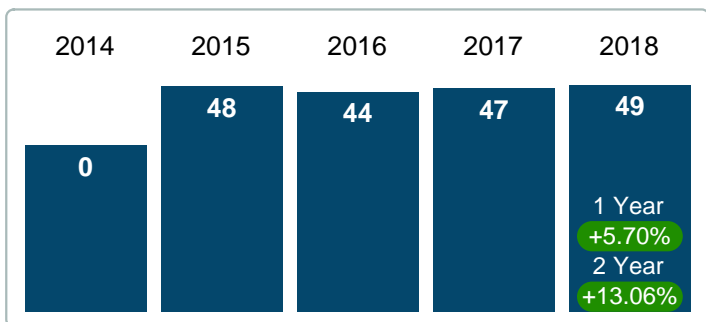
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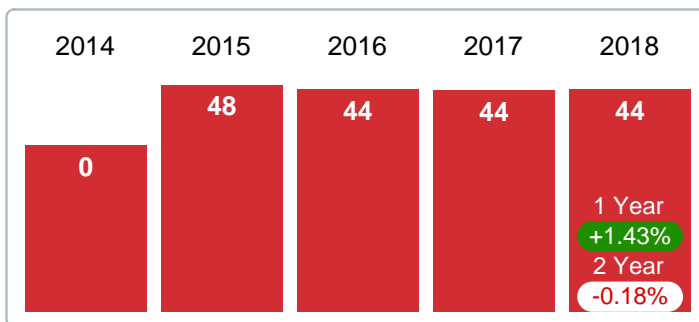
AVERAGE DAYS ON MARKET TO SALE

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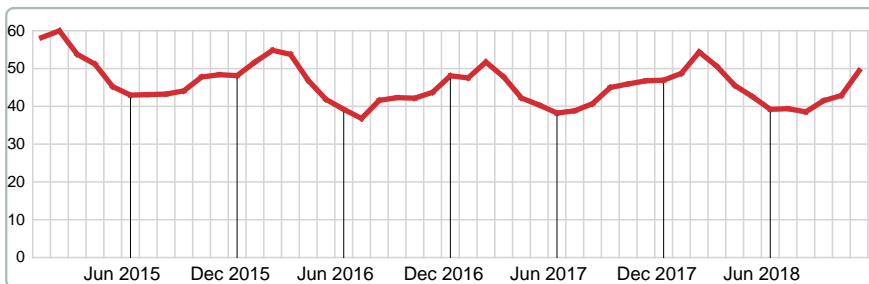
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

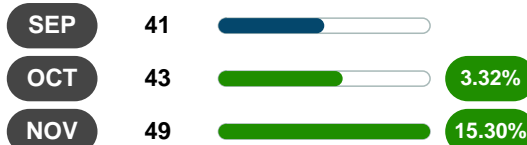


3 MONTHS

5 year NOV AVG = 38

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at 49 above the 5 yr NOV average of 38



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
\$75,000 and less	9.26%	45	54	40	42	18
\$75,001 - \$100,000	7.62%	44	36	46	56	42
\$100,001 - \$125,000	9.55%	45	41	47	39	32
\$125,001 - \$175,000	26.13%	42	36	41	47	64
\$175,001 - \$250,000	24.59%	51	61	50	52	48
\$250,001 - \$325,000	11.67%	61	11	57	62	82
\$325,001 and up	11.19%	61	9	48	60	85
Average Closed DOM		49	44	46	55	69
Total Closed Units	100%	1,037	91	591	310	45
Total Closed Volume		203,717,390	8.87M	98.23M	81.65M	14.97M

November 2018



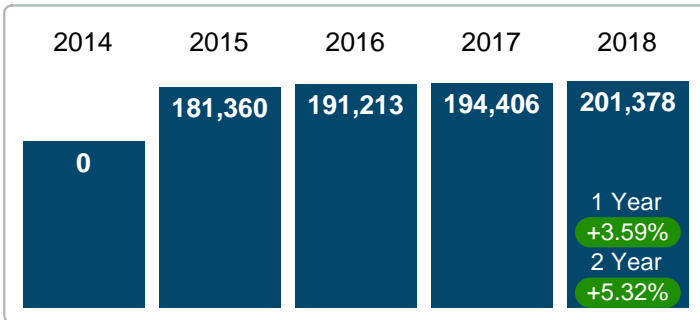
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



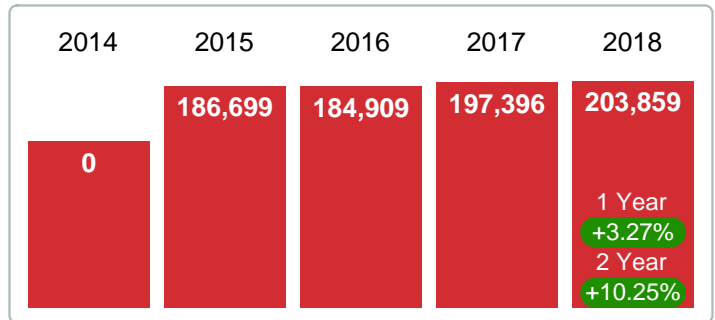
AVERAGE LIST PRICE AT CLOSING

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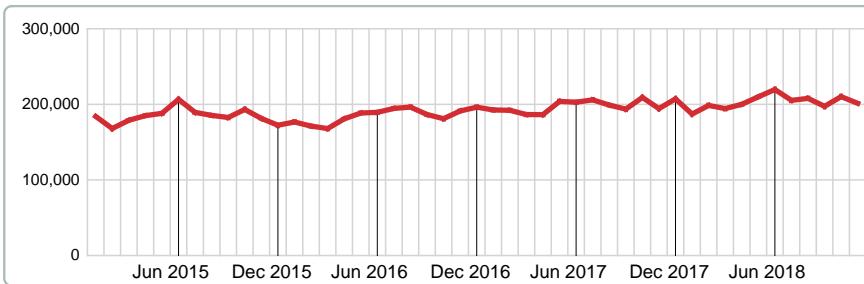
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

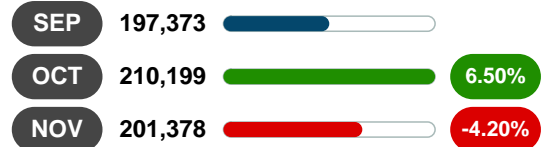


3 MONTHS

5 year NOV AVG = 153,671

High Jun 2018 219,593 Low Mar 2016 167,971

Average List Price at Closing this month at **201,378**
above the 5 yr NOV average of **153,671**



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	
\$75,000 and less	90	8.68%	49,147	51,817	53,101	45,926	27,228
\$75,001 - \$100,000	79	7.62%	89,110	90,993	90,639	92,571	103,000
\$100,001 - \$125,000	90	8.68%	114,977	116,042	117,452	118,242	131,950
\$125,001 - \$175,000	276	26.62%	151,435	153,488	152,376	162,381	148,040
\$175,001 - \$250,000	260	25.07%	210,785	194,125	209,915	216,255	230,863
\$250,001 - \$325,000	117	11.28%	281,393	289,500	289,354	282,462	292,450
\$325,001 and up	125	12.05%	459,960	455,000	436,863	459,555	561,429
Average List Price			201,378	103,113	169,807	269,718	343,939
Total Closed Units			1,037	91	591	310	45
Total Closed Volume			208,828,909	9.38M	100.36M	83.61M	15.48M

November 2018



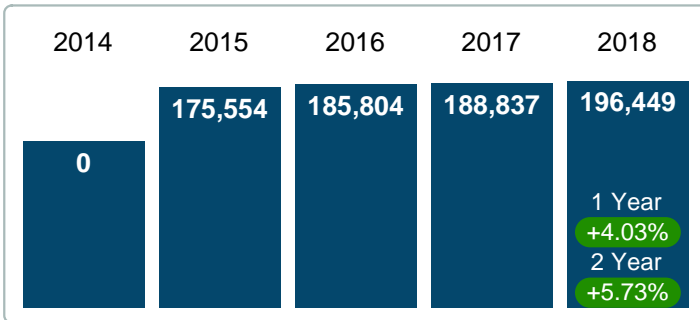
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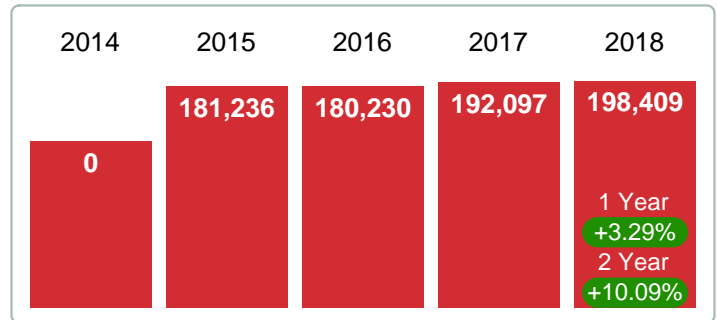
AVERAGE SOLD PRICE AT CLOSING

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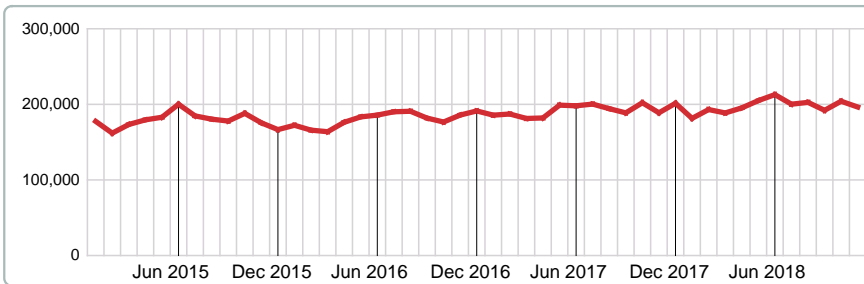
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

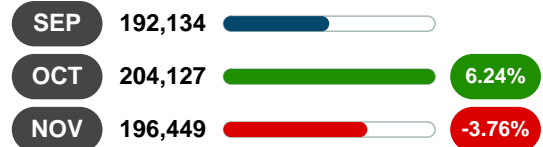


3 MONTHS

5 year NOV AVG = 149,329

High Jun 2018 212,886 Low Feb 2015 161,926

Average Sold Price at Closing this month at **196,449** above the 5 yr NOV average of **149,329**



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
\$75,000 and less	9.26%	46,555	45,345	48,885	42,069	26,250
\$75,001 - \$100,000	7.62%	87,540	87,364	86,751	92,929	93,000
\$100,001 - \$125,000	9.55%	114,257	111,377	114,239	116,568	119,500
\$125,001 - \$175,000	26.13%	151,129	149,338	149,826	157,930	152,340
\$175,001 - \$250,000	24.59%	208,580	188,625	206,404	210,795	229,231
\$250,001 - \$325,000	11.67%	280,111	285,000	283,369	276,766	287,857
\$325,001 and up	11.19%	456,754	400,000	428,684	448,697	535,970
Average Sold Price		196,449	97,496	166,204	263,383	332,669
Total Closed Units	100%	1,037	91	591	310	45
Total Closed Volume		203,717,390	8.87M	98.23M	81.65M	14.97M

November 2018



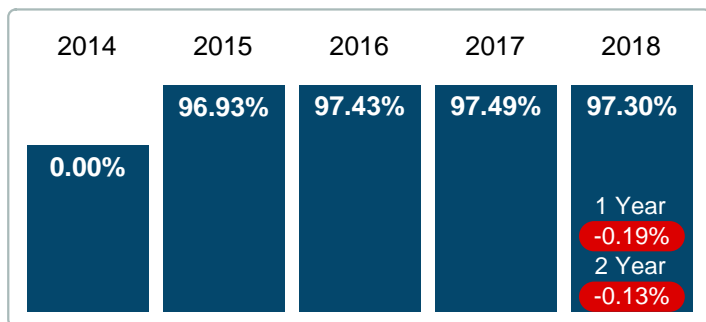
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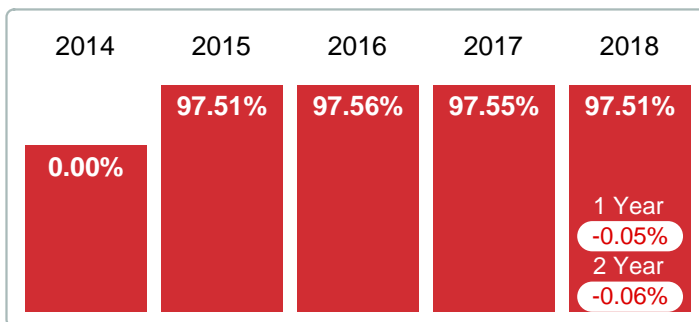
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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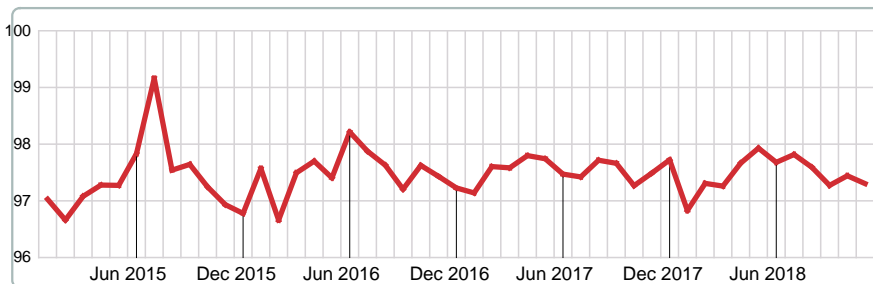
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

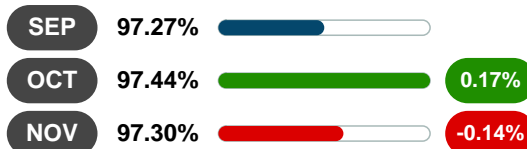


3 MONTHS

5 year NOV AVG = 77.83%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.30%** above the 5 yr NOV average of **77.83%**



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
\$75,000 and less	96	9.26%	91.92%	87.82%	94.50%	92.71%	94.67%
\$75,001 - \$100,000	79	7.62%	96.49%	96.32%	96.14%	100.35%	90.29%
\$100,001 - \$125,000	99	9.55%	97.29%	96.19%	97.41%	98.74%	91.28%
\$125,001 - \$175,000	271	26.13%	98.27%	97.57%	98.39%	97.44%	102.90%
\$175,001 - \$250,000	255	24.59%	98.10%	97.19%	98.40%	97.60%	99.45%
\$250,001 - \$325,000	121	11.67%	98.13%	98.49%	98.08%	98.08%	98.59%
\$325,001 and up	116	11.19%	97.46%	87.91%	98.13%	97.71%	95.95%
Average Sold/List Ratio		97.30%		93.25%	97.71%	97.68%	97.54%
Total Closed Units		1,037	100%	91	591	310	45
Total Closed Volume		203,717,390		8.87M	98.23M	81.65M	14.97M

November 2018



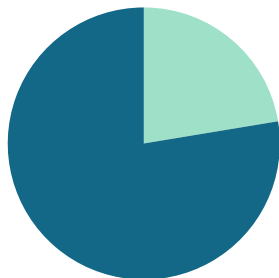
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

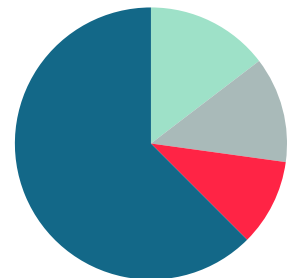


Inventory
 New Listings
1,351 = 22.39%
 Start Inventory
4,683
 Total Inventory Units
6,034
 Volume
\$1,680,733,626

Market Activity

Closed Sales
1,037 = 14.62%
 Pending Sales
891 = 12.56%
 Other Off Market
732 = 10.32%
 Active Inventory
4,433 = 62.50%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	1,050	1,037	-1.24%	12,934	13,214	2.16%
Pending Sales	964	891	-7.57%	13,382	13,517	1.01%
New Listings	1,488	1,351	-9.21%	20,821	20,417	-1.94%
Average List Price	194,406	201,378	3.59%	197,396	203,859	3.27%
Average Sale Price	188,837	196,449	4.03%	192,097	198,409	3.29%
Average Percent of Selling Price to List Price	97.49%	97.30%	-0.19%	97.55%	97.51%	-0.05%
Average Days on Market to Sale	46.76	49.43	5.70%	43.58	44.20	1.43%
Monthly Inventory	4,699	4,433	-5.66%	4,699	4,433	-5.66%
Months Supply of Inventory	4.03	3.73	-7.58%	4.03	3.73	-7.58%

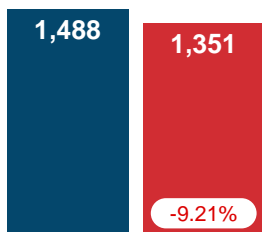
Absorption: Last 12 months, an Average of **1,189** Sales/Month

Inventory on November 30, 2018 = **4,433** 2017 2018

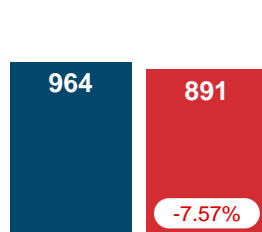
NOVEMBER MARKET

AVERAGE PRICES

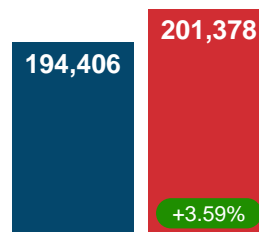
New Listings



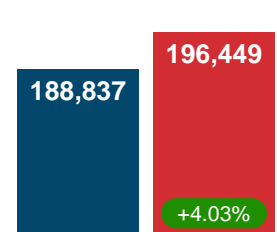
Pending Listings



List Price



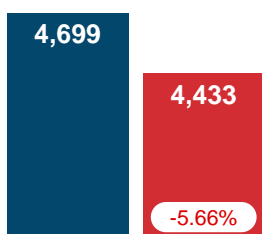
Sale Price



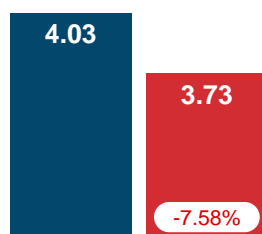
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

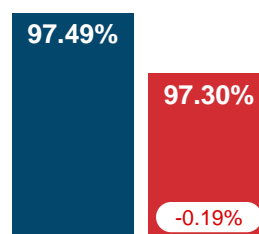
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

