



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

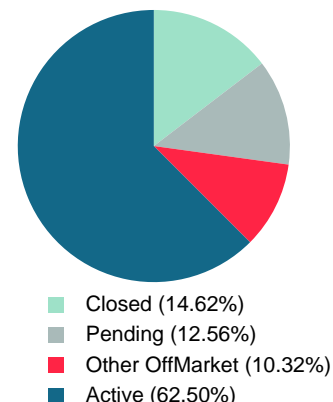


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	1,050	1,037	-1.24%
Pending Listings	964	891	-7.57%
New Listings	1,488	1,351	-9.21%
Median List Price	164,900	174,000	5.52%
Median Sale Price	162,000	169,900	4.88%
Median Percent of Selling Price to List Price	98.67%	98.24%	-0.44%
Median Days on Market to Sale	29.00	35.00	20.69%
End of Month Inventory	4,699	4,433	-5.66%
Months Supply of Inventory	4.03	3.73	-7.58%

**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.

#### 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 **4.88%** in November 2018 to \$169,900 versus the previous year at \$162,000.

#### Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 6.00 days or **20.69%** in November 2018 compared to last year's same month at **29.00** DOM.

#### Sales Success for November 2018 is Positive

Overall, with Median 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



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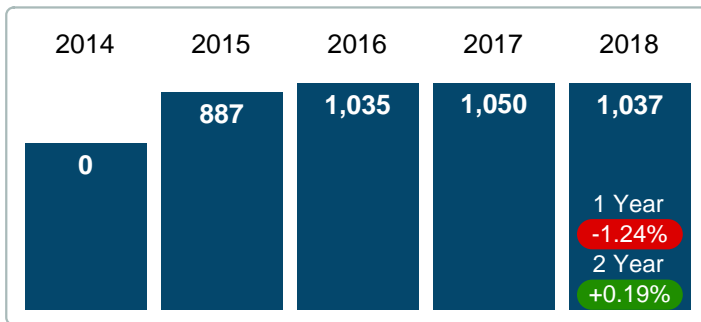


## November 2018

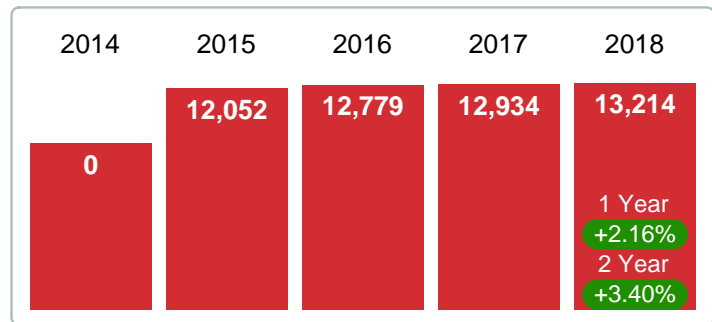
### CLOSED LISTINGS

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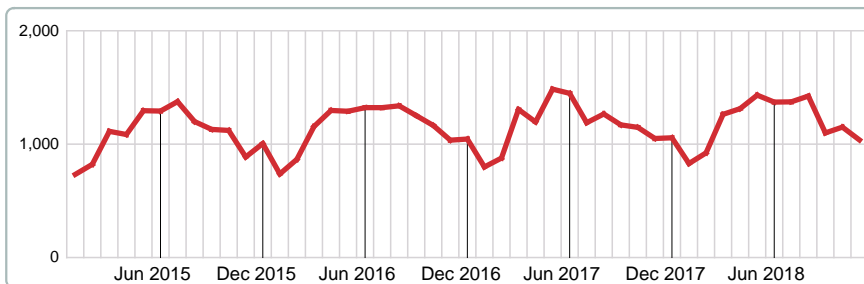
#### NOVEMBER



#### 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**

SEP	1,099	
OCT	1,150	4.64%
NOV	1,037	-9.83%

#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	96	9.26%	31.5	35	51	8	2
\$75,001 - \$100,000	79	7.62%	34.0	21	50	7	1
\$100,001 - \$125,000	99	9.55%	33.0	12	74	11	2
\$125,001 - \$175,000	271	26.13%	24.0	16	207	43	5
\$175,001 - \$250,000	255	24.59%	39.0	4	142	101	8
\$250,001 - \$325,000	121	11.67%	54.0	2	42	67	10
\$325,001 and up	116	11.19%	52.0	1	25	73	17
Total Closed Units		1,037		91	591	310	45
Total Closed Volume		203,717,390	100%	8.87M	98.23M	81.65M	14.97M
Median Closed Price		\$169,900		\$85,000	\$155,000	\$240,000	\$276,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

## November 2018



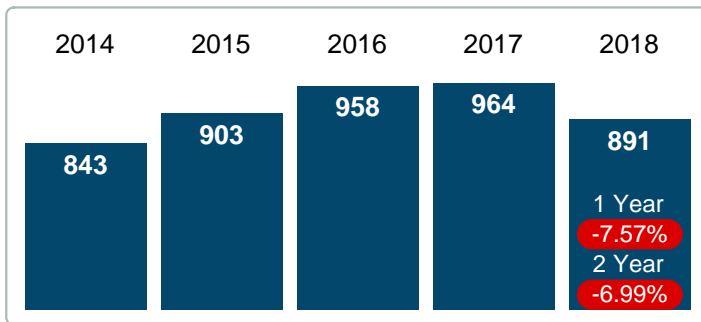
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



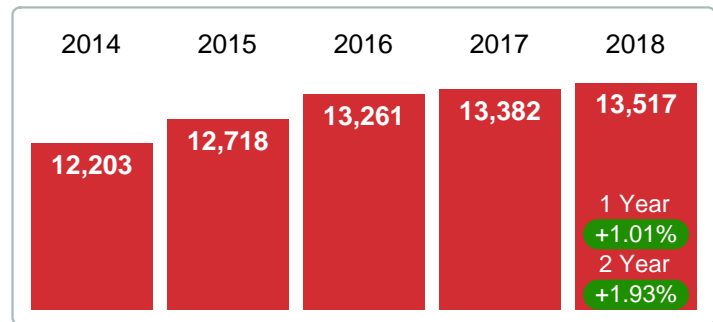
## PENDING LISTINGS

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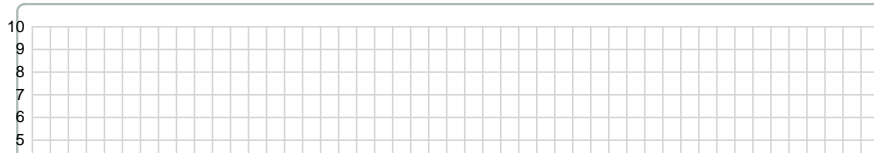
## NOVEMBER



## 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46		5.16%	23.5	17	28	1	0
\$50,001 - \$100,000	151		16.95%	31.0	41	100	9	1
\$100,001 - \$125,000	100		11.22%	41.5	8	80	10	2
\$125,001 - \$175,000	217		24.35%	36.0	16	162	38	1
\$175,001 - \$225,000	142		15.94%	35.0	9	76	54	3
\$225,001 - \$325,000	136		15.26%	53.5	4	47	69	16
\$325,001 and up	99		11.11%	47.0	1	29	54	15
Total Pending Units				891	96	522	235	38
Total Pending Volume				176,783,973	10.01M	83.78M	64.24M	18.76M
Median Listing Price				\$159,500	\$83,500	\$142,200	\$235,000	\$277,250



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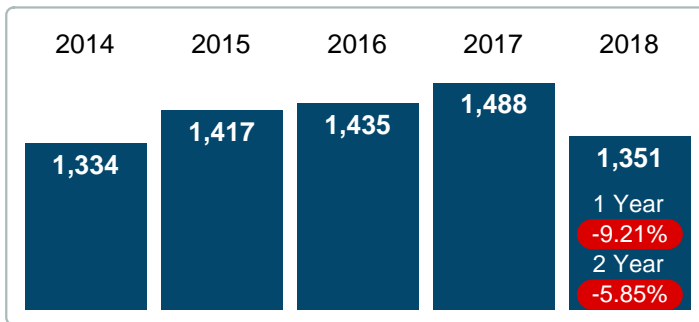


## November 2018

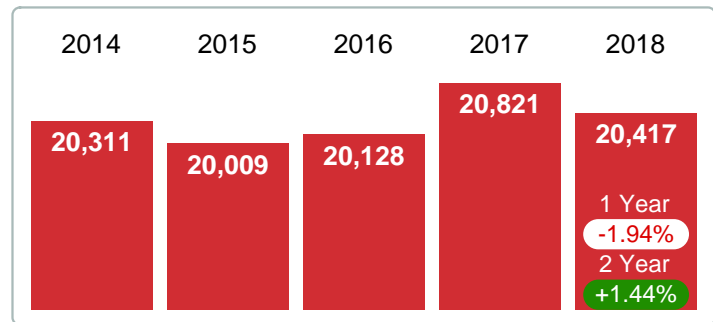
### NEW LISTINGS

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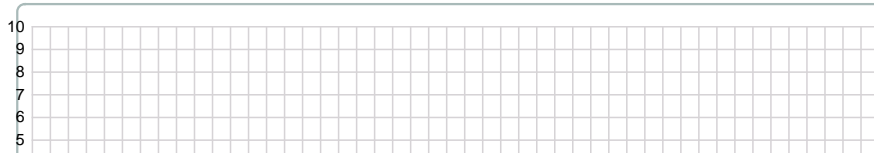
#### NOVEMBER



#### 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

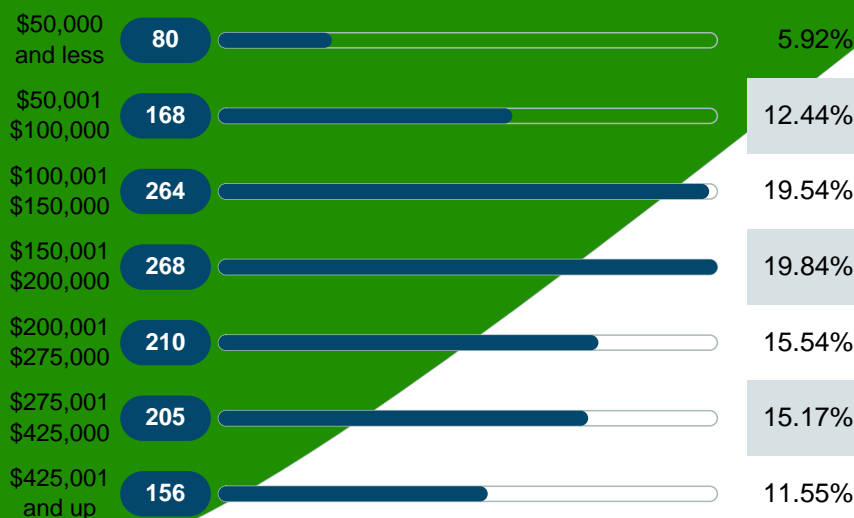
SEP 0  
OCT 0  
NOV 0

nan%

nan%

#### Distribution of New Listings by Price Range

%



1-2 Beds 3 Beds 4 Beds 5+ Beds

37	36	6	1
48	106	11	3
25	203	35	1
11	181	64	12
6	91	99	14
4	64	110	27
3	29	68	56

Total New Listed Units	1,351	
Total New Listed Volume	335,345,318	100%
Median New Listed Listing Price	\$179,900	

134	710	393	114
15.22M	125.76M	124.69M	69.67M
\$83,250	\$154,900	\$265,000	\$417,400

Contact: MLS Technology Inc.

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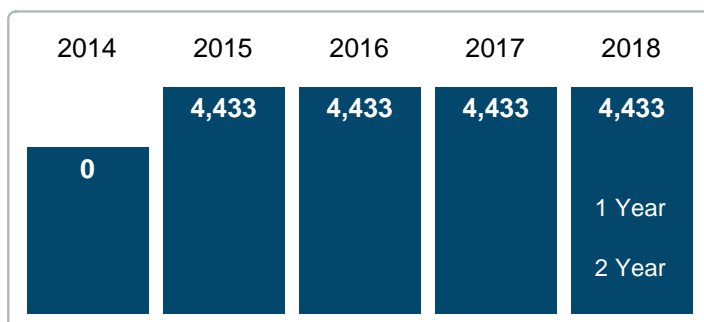


## November 2018

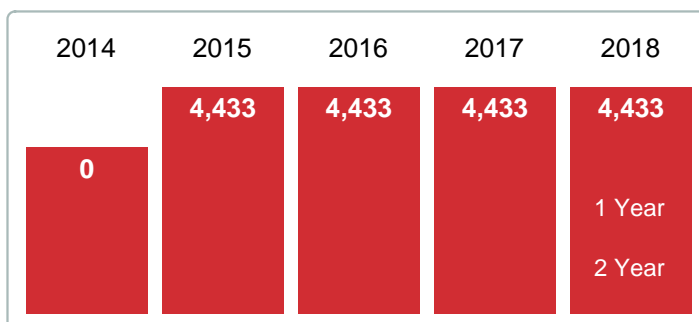
### ACTIVE INVENTORY

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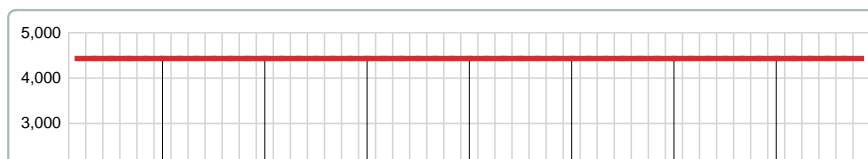
#### END OF NOVEMBER



#### 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	253		5.71%	63.0	123	111	16	3
\$50,001 - \$100,000	493		11.12%	70.0	168	279	40	6
\$100,001 - \$150,000	672		15.16%	54.0	85	479	98	10
\$150,001 - \$250,000	1,279		28.85%	60.0	57	753	426	43
\$250,001 - \$325,000	605		13.65%	73.0	12	211	322	60
\$325,001 - \$500,000	670		15.11%	74.0	11	150	385	124
\$500,001 and up	461		10.40%	77.0	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%	53.73M	410.22M	534.03M	261.05M
Median Active Inventory Listing Price			\$210,000		\$79,250	\$164,900	\$285,000	\$454,900

## November 2018



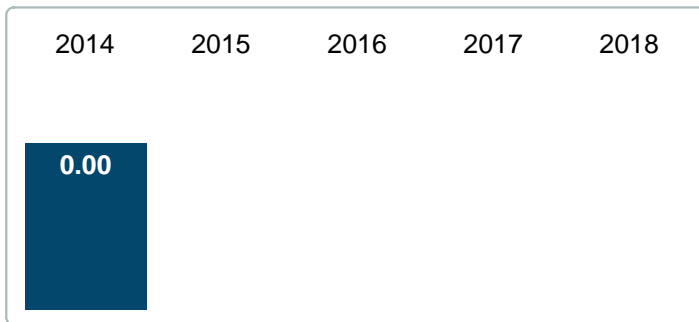
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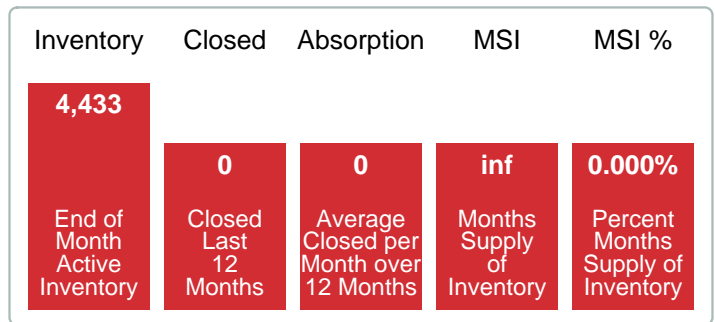
## MONTHS SUPPLY of INVENTORY (MSI)

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## MSI FOR NOVEMBER



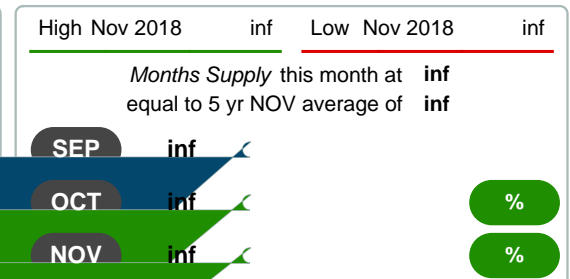
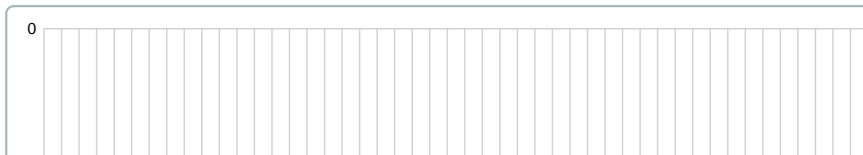
## INDICATORS FOR NOVEMBER 2018



## 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%	462	2,048	1,499	424



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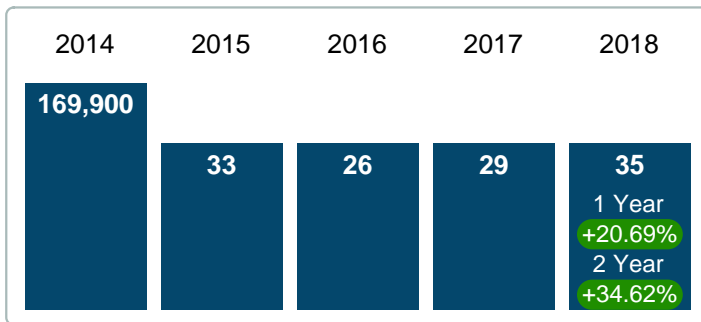


## November 2018

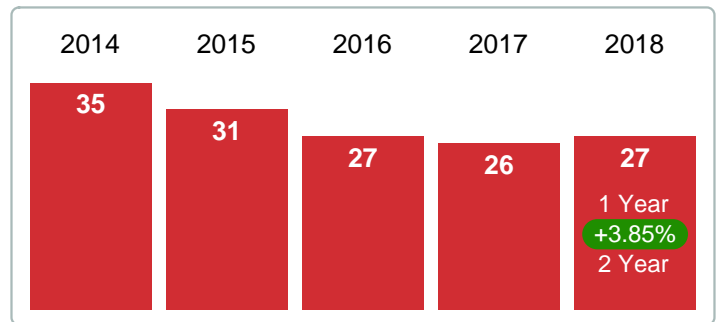
### MEDIAN DAYS ON MARKET TO SALE

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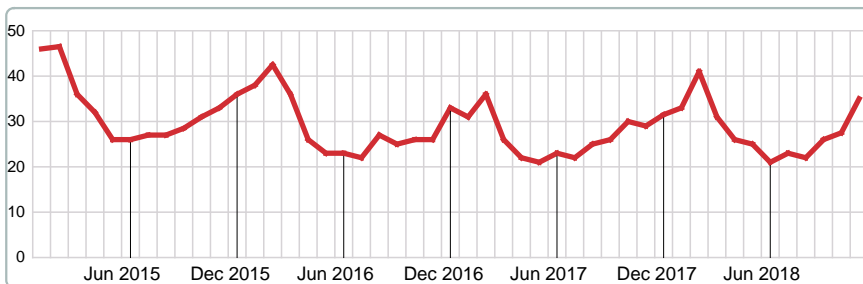
#### NOVEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year NOV AVG = 34,005

High Feb 2015 47 Low Jun 2018 21

Median Days on Market to Sale this month at 35  
below the 5 yr NOV average of 34,005

SEP	26		
OCT	28		5.77%
NOV	35		27.27%

#### 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
\$75,000 and less	96	9.26%	32	35	22	33	18
\$75,001 - \$100,000	79	7.62%	34	25	40	36	42
\$100,001 - \$125,000	99	9.55%	33	28	34	36	32
\$125,001 - \$175,000	271	26.13%	24	17	27	25	21
\$175,001 - \$250,000	255	24.59%	39	45	40	36	23
\$250,001 - \$325,000	121	11.67%	54	11	46	58	90
\$325,001 and up	116	11.19%	52	9	12	55	99
Median Closed DOM	35			30	31	42	55
Total Closed Units	1,037	100%	35.0	91	591	310	45
Total Closed Volume	203,717,390			8.87M	98.23M	81.65M	14.97M





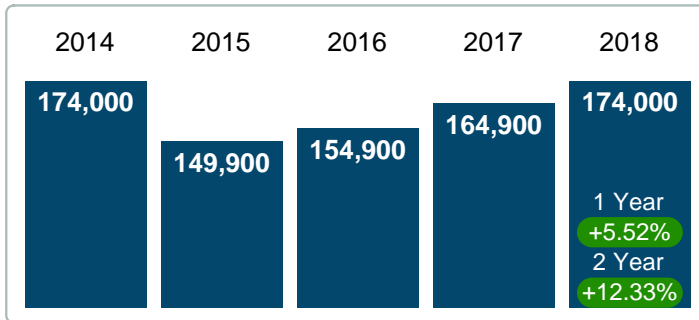
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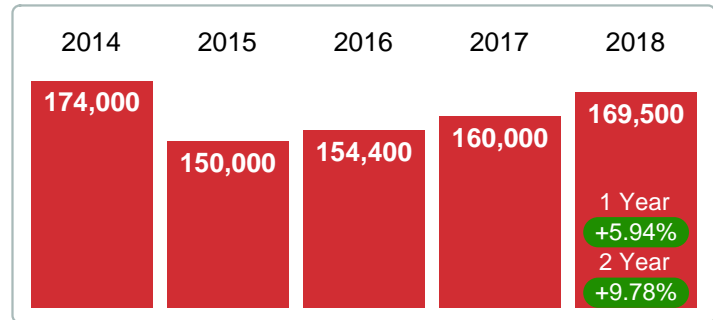
## MEDIAN LIST PRICE AT CLOSING

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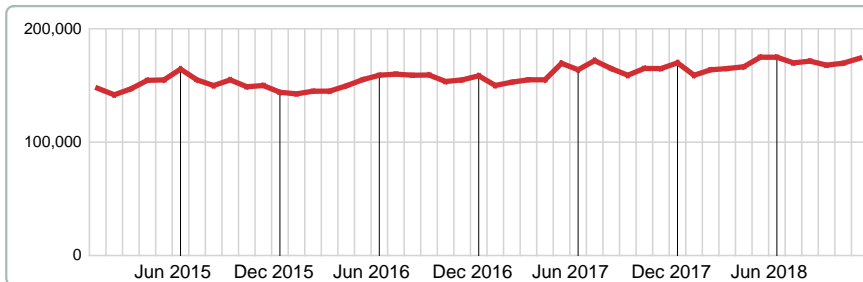
### NOVEMBER



### YEAR TO DATE (YTD)

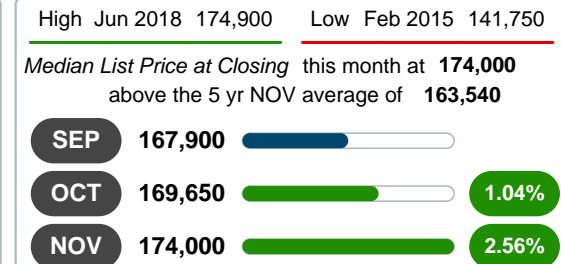


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 163,540



### 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
\$75,000 and less	90	8.68%	50,500	50,000	55,000	46,950	27,228
\$75,001 - \$100,000	79	7.62%	89,900	89,000	89,900	95,000	0
\$100,001 - \$125,000	90	8.68%	115,000	113,000	115,000	119,000	111,500
\$125,001 - \$175,000	276	26.62%	150,750	139,900	150,000	159,900	146,650
\$175,001 - \$250,000	260	25.07%	209,000	189,950	201,720	213,430	231,700
\$250,001 - \$325,000	117	11.28%	279,900	289,500	280,000	278,950	274,950
\$325,001 and up	125	12.05%	408,000	455,000	380,500	414,900	447,000
Median List Price	174,000			89,900	155,500	243,700	275,000
Total Closed Units	1,037			91	591	310	45
Total Closed Volume	208,828,909			9.38M	100.36M	83.61M	15.48M





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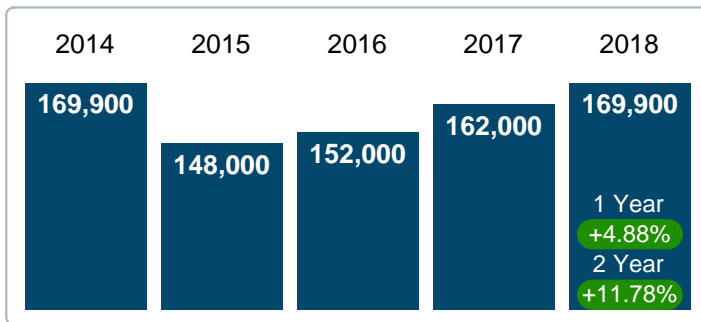


## November 2018

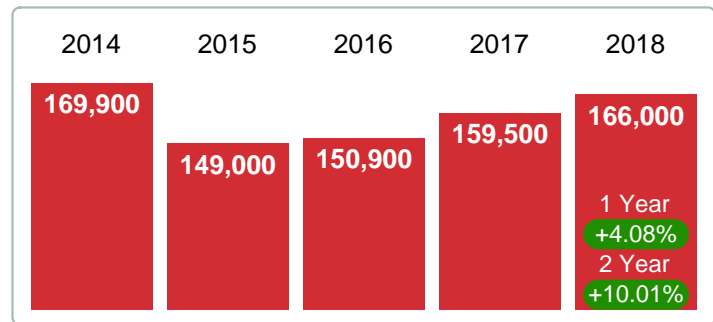
### MEDIAN SOLD PRICE AT CLOSING

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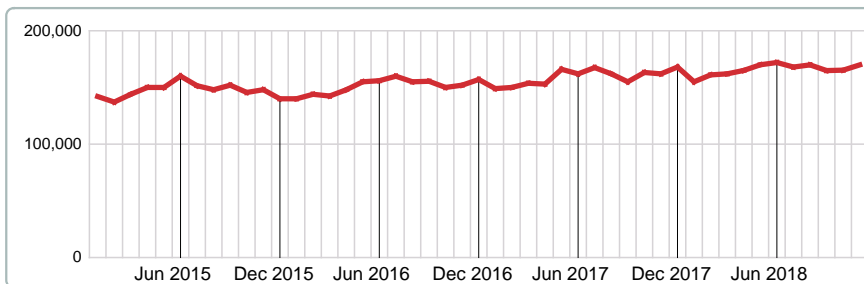
#### NOVEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year NOV AVG = 160,360

High Jun 2018 172,000 Low Feb 2015 137,127  
Median Sold Price at Closing this month at **169,900**  
above the 5 yr NOV average of **160,360**

SEP	164,900	
OCT	165,250	0.21%
NOV	169,900	2.81%

#### 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
\$75,000 and less	96	9.26%	47,849	43,000	51,500	41,300	26,250
\$75,001 - \$100,000	79	7.62%	87,000	85,000	87,000	95,000	93,000
\$100,001 - \$125,000	99	9.55%	114,900	110,950	114,100	118,750	119,500
\$125,001 - \$175,000	271	26.13%	152,000	143,500	150,000	161,000	152,000
\$175,001 - \$250,000	255	24.59%	208,000	188,750	200,720	210,000	231,000
\$250,001 - \$325,000	121	11.67%	275,000	285,000	279,363	270,000	278,384
\$325,001 and up	116	11.19%	408,275	400,000	389,500	407,000	438,000
Median Sold Price			169,900	85,000	155,000	240,000	276,000
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



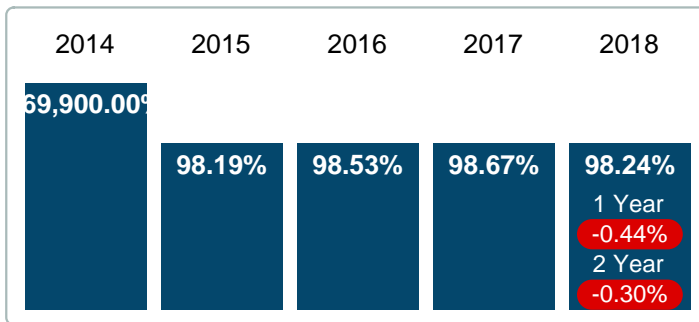
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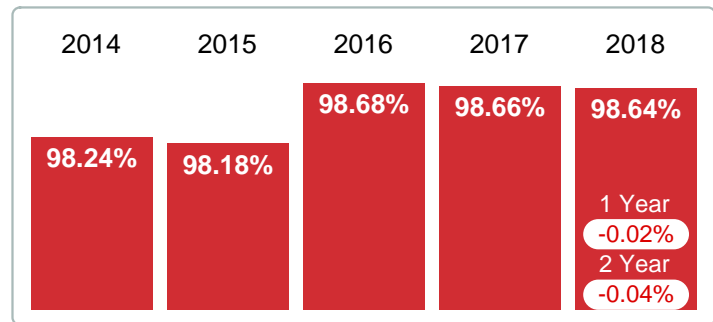
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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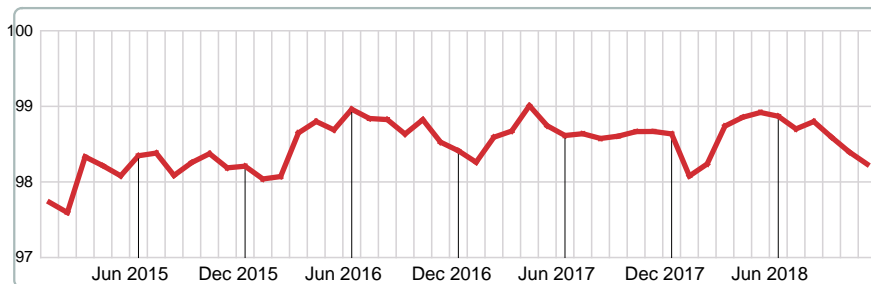
## NOVEMBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year NOV AVG = 34,058.72%

High Apr 2017 99.01% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.24%**  
below the 5 yr NOV average of **34,058.72%**

SEP	98.59%	
OCT	98.40%	-0.20%
NOV	98.24%	-0.16%

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	96	9.26%	92.45%	90.12%	95.45%	92.50%	94.67%
\$75,001 - \$100,000	79	7.62%	97.22%	95.51%	97.65%	100.00%	90.29%
\$100,001 - \$125,000	99	9.55%	97.73%	96.73%	97.69%	99.21%	91.28%
\$125,001 - \$175,000	271	26.13%	99.41%	98.28%	99.42%	98.45%	102.98%
\$175,001 - \$250,000	255	24.59%	98.61%	97.53%	98.77%	98.07%	100.00%
\$250,001 - \$325,000	121	11.67%	98.67%	98.49%	98.95%	98.25%	100.00%
\$325,001 and up	116	11.19%	97.45%	87.91%	97.74%	97.84%	96.55%
Median Sold/List Ratio		98.24%		94.95%	98.67%	98.18%	97.78%
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



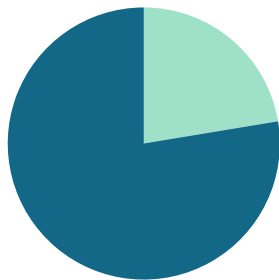
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



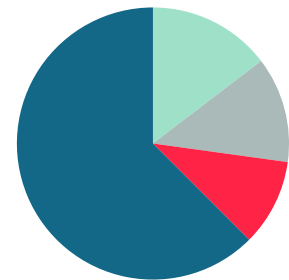
### Inventory

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%
Median List Price	164,900	174,000	5.52%	160,000	169,500	5.94%
Median Sale Price	162,000	169,900	4.88%	159,500	166,000	4.08%
Median Percent of Selling Price to List Price	98.67%	98.24%	-0.44%	98.66%	98.64%	-0.02%
Median Days on Market to Sale	29.00	35.00	20.69%	26.00	27.00	3.85%
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

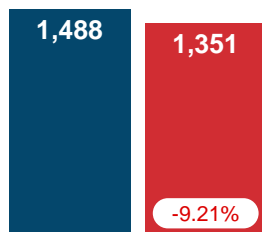
2017

2018

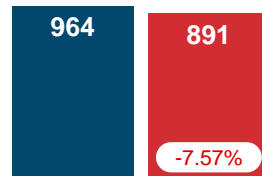
### NOVEMBER MARKET

### MEDIAN PRICES

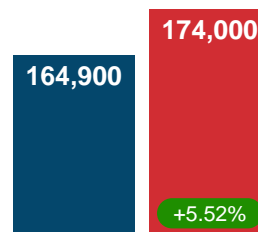
#### New Listings



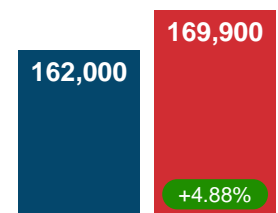
#### Pending Listings



#### List Price



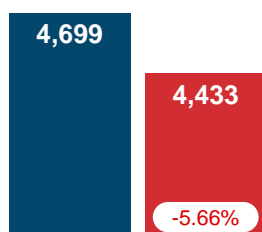
#### Sale Price



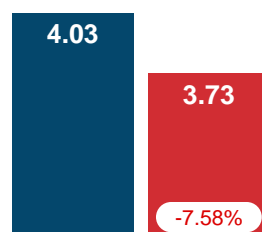
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

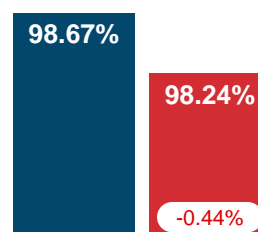
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

