

October 2018



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

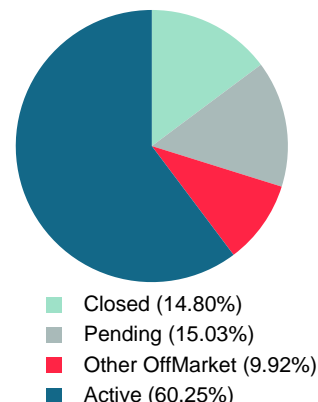


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/- %
Closed Listings	1,148	1,150	0.17%
Pending Listings	1,065	1,168	9.67%
New Listings	1,738	1,695	-2.47%
Average List Price	209,111	210,199	0.52%
Average Sale Price	202,124	204,127	0.99%
Average Percent of Selling Price to List Price	97.27%	97.44%	0.18%
Average Days on Market to Sale	45.92	42.87	-6.65%
End of Month Inventory	4,903	4,683	-4.49%
Months Supply of Inventory	4.21	3.93	-6.62%

Absorption: Last 12 months, an Average of **1,190** Sales/Month
Active Inventory as of October 31, 2018 = **4,683**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **4.49%** to 4,683 existing homes available for sale. Over the last 12 months this area has had an average of 1,190 closed sales per month. This represents an unsold inventory index of **3.93** 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 **0.99%** in October 2018 to \$204,127 versus the previous year at \$202,124.

Average Days on Market Shortens

The average number of **42.87** days that homes spent on the market before selling decreased by 3.06 days or **6.65%** in October 2018 compared to last year's same month at **45.92** DOM.

Sales Success for October 2018 is Positive

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

There were 1,695 New Listings in October 2018, down **2.47%** from last year at 1,738. Furthermore, there were 1,150 Closed Listings this month versus last year at 1,148, a **0.17%** increase.

Closed versus Listed trends yielded a **67.8%** ratio, up from previous year's, October 2017, at **66.1%**, a **2.72%** 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

October 2018



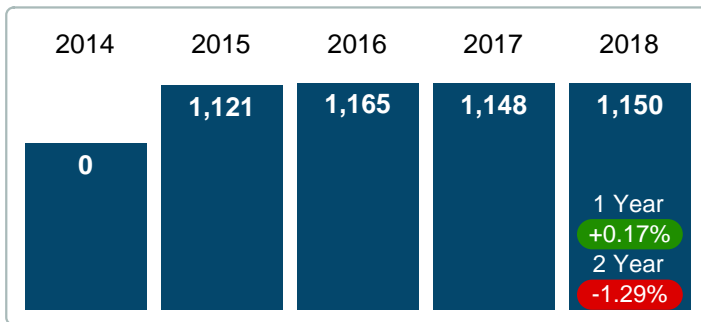
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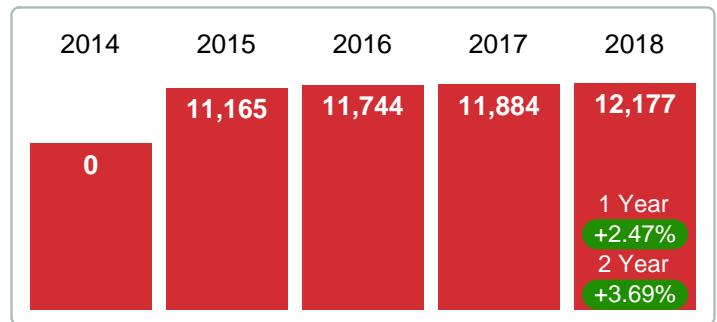
CLOSED LISTINGS

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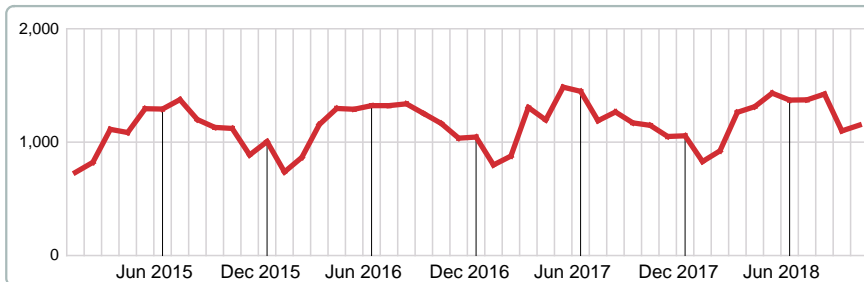
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 917

High May 2017 1,485 Low Jan 2015 733

Closed Listings this month at 1,150
above the 5 yr OCT average of 917

AUG	1,424	
SEP	1,099	-22.82%
OCT	1,150	4.64%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75		6.52%	46.3	40	32	3	0
\$50,001 - \$100,000	165		14.35%	40.0	45	110	9	1
\$100,001 - \$125,000	95		8.26%	32.8	12	75	8	0
\$125,001 - \$175,000	301		26.17%	35.7	18	233	46	4
\$175,001 - \$250,000	252		21.91%	44.1	10	141	89	12
\$250,001 - \$350,000	143		12.43%	50.7	4	50	67	22
\$350,001 and up	119		10.35%	59.0	3	21	63	32
Total Closed Units	1,150				132	662	285	71
Total Closed Volume	234,746,533			100%	12.87M	106.91M	77.20M	37.77M
Average Closed Price	\$204,127				\$97,482	\$161,500	\$270,876	\$531,917

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October 2018



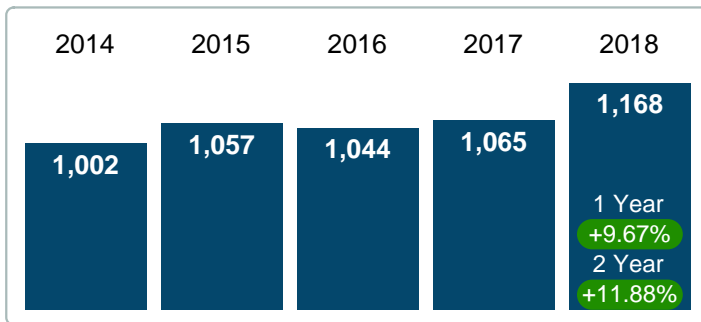
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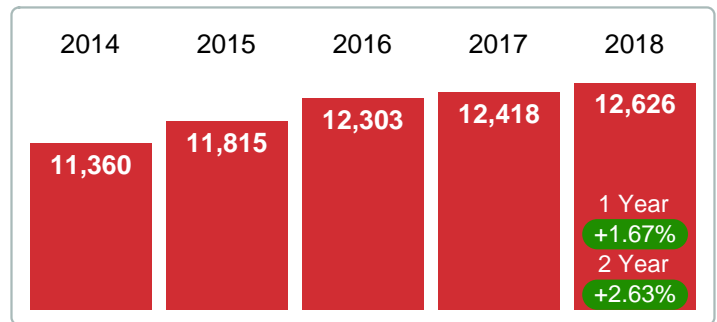
PENDING LISTINGS

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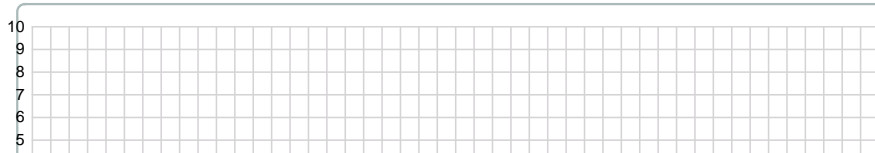
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,067

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 1,168
above the 5 yr OCT average of 1,067

AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	60		5.14%	40.7	31	23	4	2
\$50,001 - \$100,000	160		13.70%	44.3	52	91	16	1
\$100,001 - \$125,000	104		8.90%	47.2	15	76	10	3
\$125,001 - \$175,000	324		27.74%	42.5	12	260	47	5
\$175,001 - \$225,000	201		17.21%	52.0	8	115	73	5
\$225,001 - \$325,000	179		15.33%	61.5	1	71	98	9
\$325,001 and up	140		11.99%	58.9	2	34	82	22
Total Pending Units	1,168				121	670	330	47
Total Pending Volume	228,918,173			100%	11.08M	110.51M	89.64M	17.69M
Average Listing Price	\$196,393				\$91,576	\$164,942	\$271,623	\$376,396

October 2018



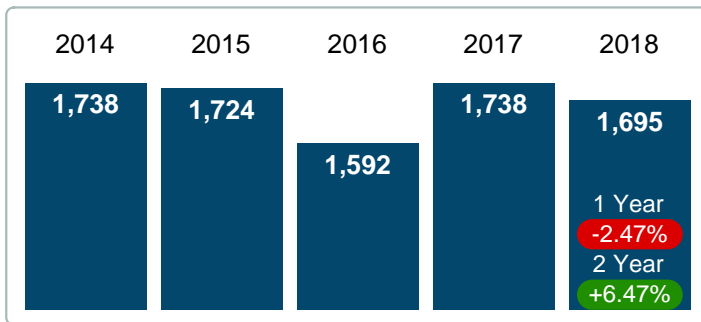
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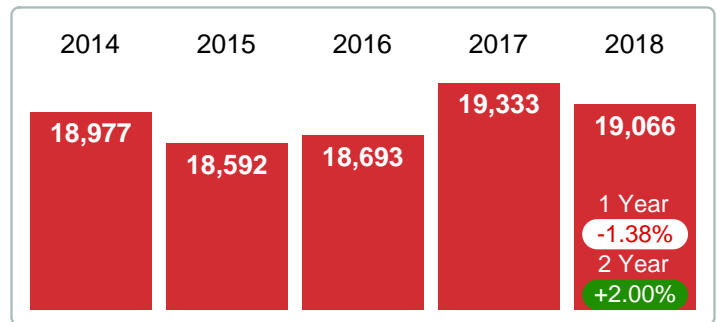
NEW LISTINGS

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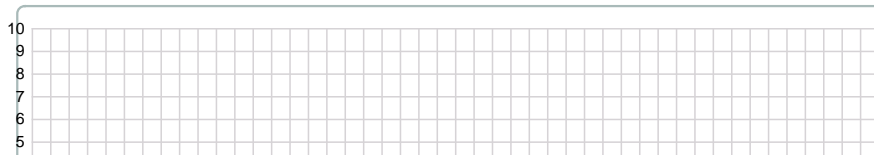
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,697

High Oct 2018 0 Low Oct 2018 0

New Listings this month at 1,695
below the 5 yr OCT average of 1,697

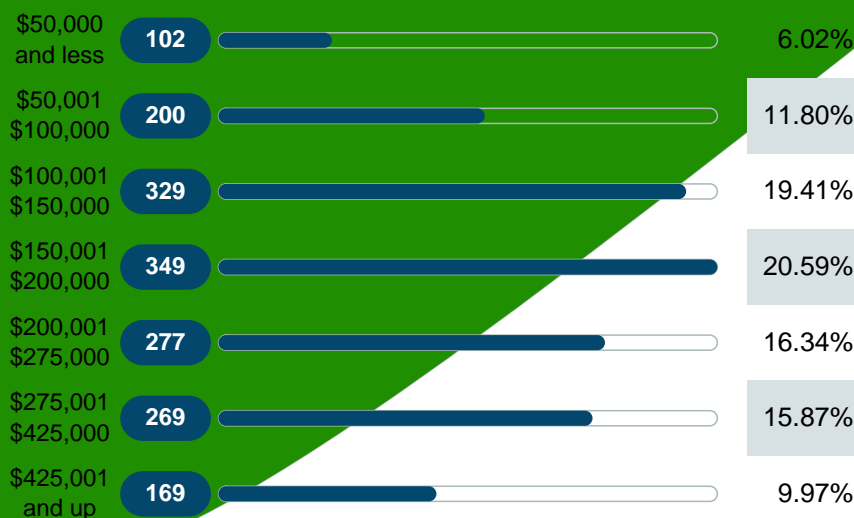
AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
51	47	4	0
63	121	16	0
43	247	36	3
16	240	87	6
7	127	133	10
9	82	150	28
4	21	87	57

Total New Listed Units	1,695	
Total New Listed Volume	409,036,139	100%
Average New Listed Listing Price	\$202,516	

193	885	513	104
24.58M	155.30M	168.34M	60.81M
\$127,357	\$175,482	\$328,150	\$584,745

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Phone: 918-663-7500

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October 2018



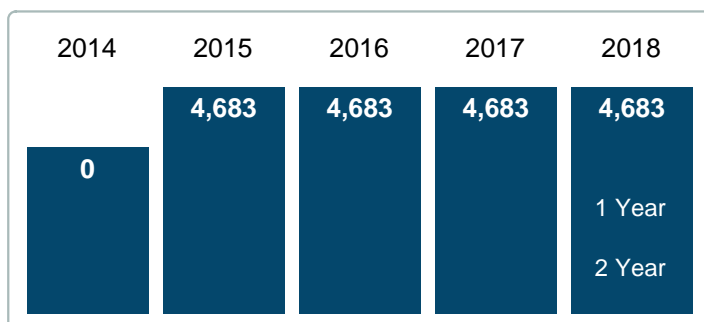
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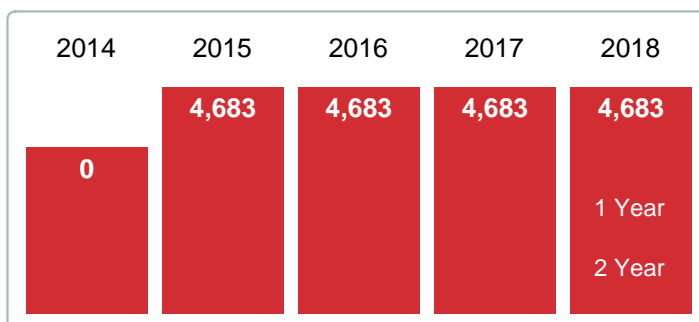
ACTIVE INVENTORY

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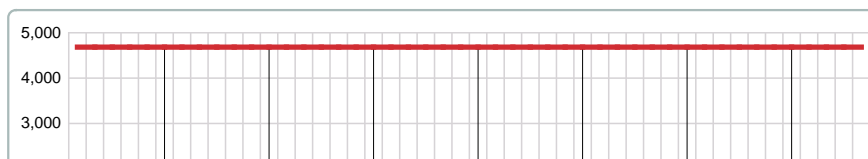
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3,746

High Oct 2018 4,683 Low Oct 2018 4,683

Inventory this month at **4,683**
above the 5 yr OCT average of **3,746**

AUG 4,683
SEP 4,683
OCT 4,683

0.00%

0.00%

Distribution of Inventory by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	252			5.38%	103.8	121	117	12	2
\$50,001 - \$100,000	551			11.77%	95.8	180	321	46	4
\$100,001 - \$150,000	698			14.90%	72.7	89	491	108	10
\$150,001 - \$250,000	1,331			28.42%	70.2	65	762	457	47
\$250,001 - \$325,000	639			13.65%	79.1	13	212	355	59
\$325,001 - \$525,000	741			15.82%	78.4	14	173	422	132
\$525,001 and up	471			10.06%	86.0	6	72	213	180
Total Active Inventory by Units				4,683		488	2,148	1,613	434
Total Active Inventory by Volume				1,345,388,308	100%	58.48M	431.69M	578.20M	277.01M
Average Active Inventory Listing Price				\$287,292		\$119,842	\$200,974	\$358,463	\$638,277

October 2018



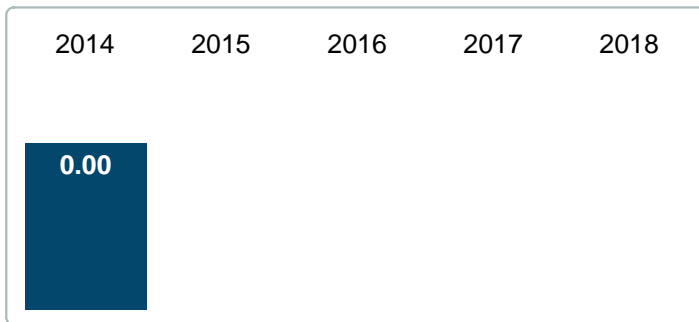
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MONTHS SUPPLY of INVENTORY (MSI)

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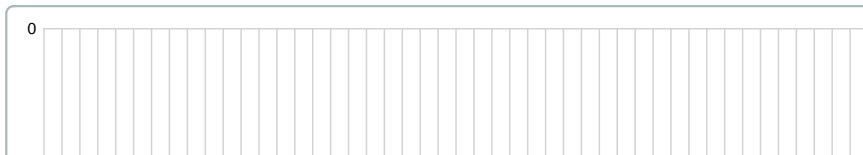
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

Inventory	Closed	Absorption	MSI	MSI %
4,683	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = inf

High	Oct 2018	inf	Low	Oct 2018	inf
Months Supply this month at inf					
equal to 5 yr OCT average of inf					
AUG	inf				
SEP	inf				%
OCT	inf				%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	252			5.38%	3.39	3.50	3.32	2.82	6.00
\$50,001 - \$100,000	551			11.77%	3.43	4.62	2.98	3.58	3.43
\$100,001 - \$150,000	698			14.90%	2.60	3.68	2.28	4.01	4.00
\$150,001 - \$250,000	1,331			28.42%	3.18	4.56	2.96	3.34	4.59
\$250,001 - \$325,000	639			13.65%	4.94	3.25	5.08	5.05	4.45
\$325,001 - \$525,000	741			15.82%	7.09	6.46	7.34	6.70	8.38
\$525,001 and up	471			10.06%	14.13	14.40	16.62	11.89	16.88
Market Supply of Inventory (MSI)					3.93	4.12	3.13	4.85	8.05
Total Active Inventory by Units				100%	3.93	488	2,148	1,613	434

October 2018



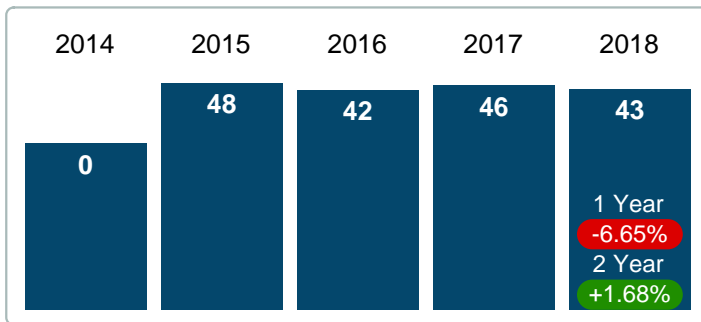
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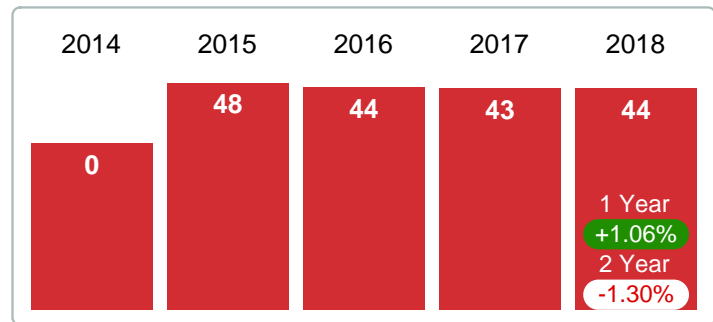
AVERAGE DAYS ON MARKET TO SALE

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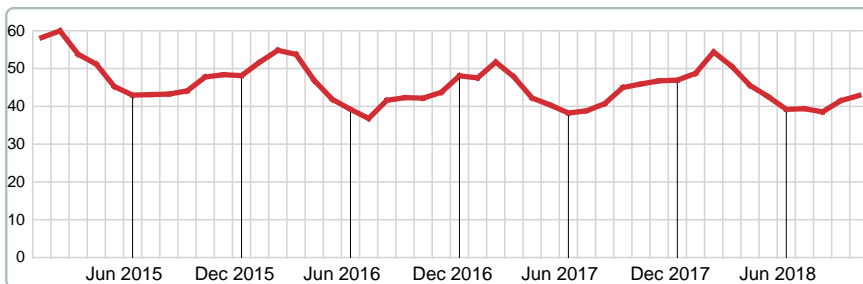
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36

High Feb 2015 60 Low Jul 2016 37

Average Days on Market to Sale this month at **43**
above the 5 yr OCT average of **36**

AUG	39	<div></div>	
SEP	41	<div></div>	7.63%
OCT	43	<div></div>	3.32%

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
\$50,000 and less	75	6.52%	46	44	46	72	0
\$50,001 - \$100,000	165	14.35%	40	36	41	45	20
\$100,001 - \$125,000	95	8.26%	33	26	32	49	0
\$125,001 - \$175,000	301	26.17%	36	46	32	52	42
\$175,001 - \$250,000	252	21.91%	44	40	44	44	46
\$250,001 - \$350,000	143	12.43%	51	25	37	58	63
\$350,001 and up	119	10.35%	59	27	60	67	46
Average Closed DOM	43			39	38	54	51
Total Closed Units	1,150			132	662	285	71
Total Closed Volume	234,746,533			12.87M	106.91M	77.20M	37.77M

October 2018



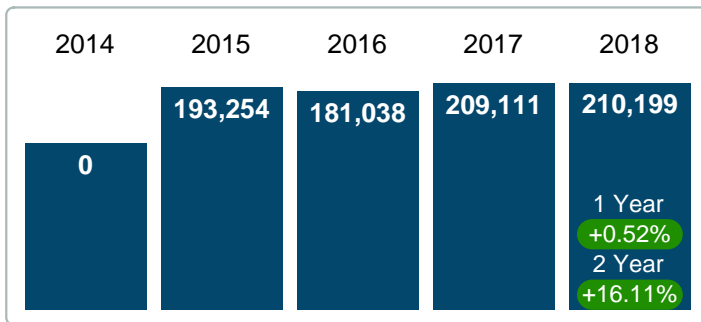
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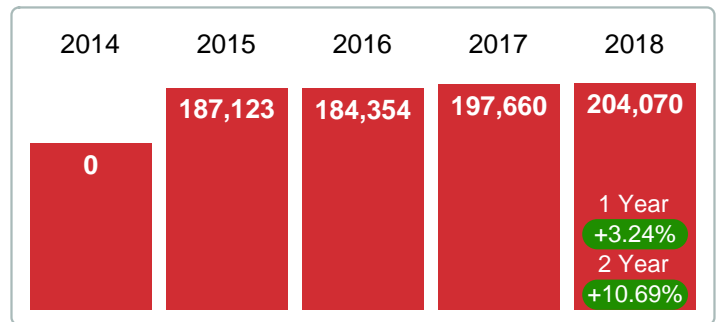
AVERAGE LIST PRICE AT CLOSING

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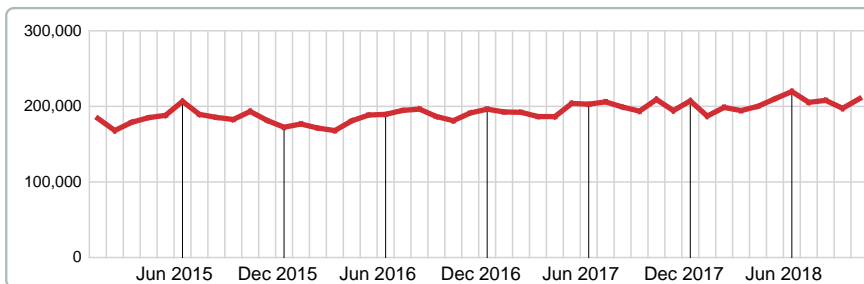
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

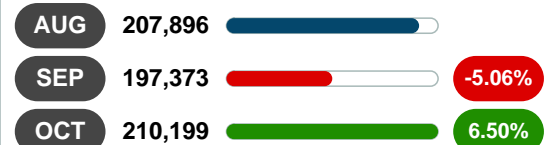


3 MONTHS

5 year OCT AVG = 158,720

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

Average List Price at Closing this month at **210,199**
above the 5 yr OCT average of **158,720**



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
\$50,000 and less	74	6.43%	36,216	36,630	38,305	28,967	0
\$50,001 - \$100,000	153	13.30%	78,418	76,523	82,157	84,806	60,000
\$100,001 - \$125,000	92	8.00%	114,684	118,425	118,201	127,963	0
\$125,001 - \$175,000	308	26.78%	152,206	152,544	152,857	161,824	146,175
\$175,001 - \$250,000	253	22.00%	206,170	210,370	208,878	207,579	212,058
\$250,001 - \$350,000	147	12.78%	293,505	291,325	299,598	298,373	296,541
\$350,001 and up	123	10.70%	604,185	358,333	489,352	495,197	942,610
Average List Price			210,199	101,664	165,335	277,125	561,645
Total Closed Units		100%	210,199	132	662	285	71
Total Closed Volume			241,729,099	13.42M	109.45M	78.98M	39.88M

October 2018



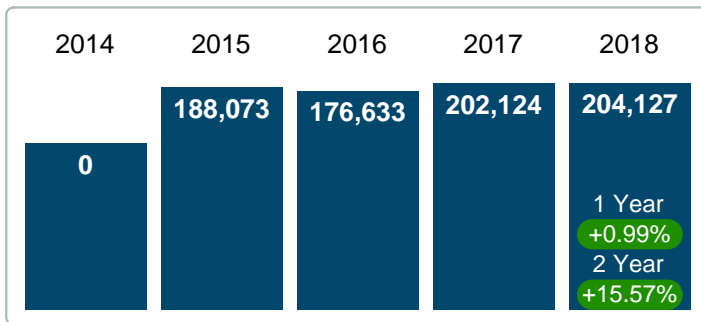
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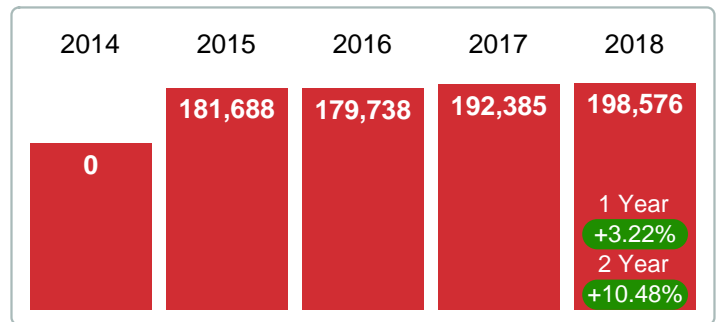
AVERAGE SOLD PRICE AT CLOSING

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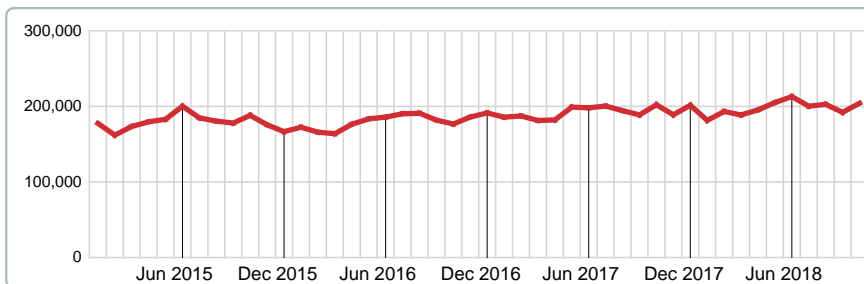
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

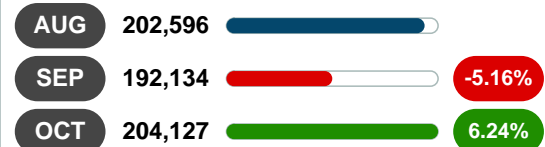


3 MONTHS

5 year OCT AVG = 154,192

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

Average Sold Price at Closing this month at **204,127**
above the 5 yr OCT average of **154,192**



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
\$50,000 and less	75			6.52%	33,076	32,455	34,386	27,400	0
\$50,001 - \$100,000	165			14.35%	77,515	73,013	79,250	80,889	58,902
\$100,001 - \$125,000	95			8.26%	115,266	115,248	114,900	118,721	0
\$125,001 - \$175,000	301			26.17%	151,746	148,331	150,719	159,256	140,625
\$175,001 - \$250,000	252			21.91%	204,835	203,390	204,546	205,127	207,275
\$250,001 - \$350,000	143			12.43%	290,431	275,392	289,380	292,210	290,132
\$350,001 and up	119			10.35%	585,713	365,157	478,589	480,627	883,578
Average Sold Price					204,127	97,482	161,500	270,876	531,917
Total Closed Units				100%	204,127	132	662	285	71
Total Closed Volume					234,746,533	12.87M	106.91M	77.20M	37.77M

October 2018



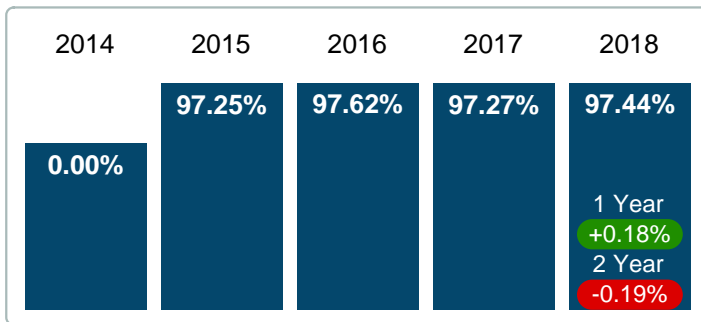
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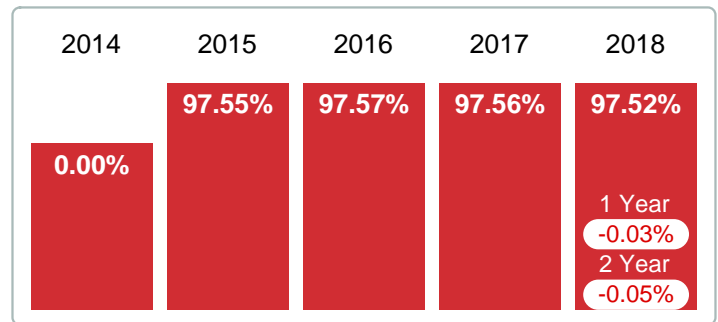
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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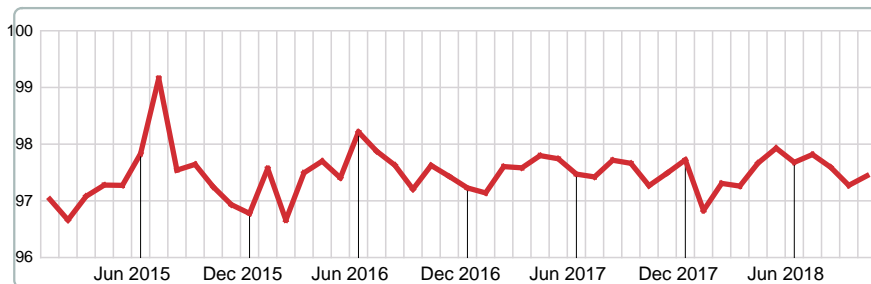
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

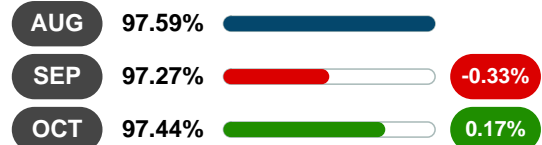


3 MONTHS

5 year OCT AVG = 77.92%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.44%**
above the 5 yr OCT average of **77.92%**



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
\$50,000 and less	75	6.52%	90.80%	89.86%	91.59%	94.76%	0.00%
\$50,001 - \$100,000	165	14.35%	97.44%	95.69%	98.28%	95.85%	98.17%
\$100,001 - \$125,000	95	8.26%	97.17%	97.46%	97.55%	93.14%	0.00%
\$125,001 - \$175,000	301	26.17%	98.54%	97.37%	98.70%	98.44%	96.15%
\$175,001 - \$250,000	252	21.91%	98.28%	96.82%	98.05%	98.89%	97.84%
\$250,001 - \$350,000	143	12.43%	97.62%	95.01%	97.09%	98.05%	97.98%
\$350,001 and up	119	10.35%	97.07%	102.01%	97.86%	97.43%	95.39%
Average Sold/List Ratio		97.40%		94.52%	97.87%	97.99%	96.69%
Total Closed Units		1,150	100%	132	662	285	71
Total Closed Volume		234,746,533		12.87M	106.91M	77.20M	37.77M

October 2018



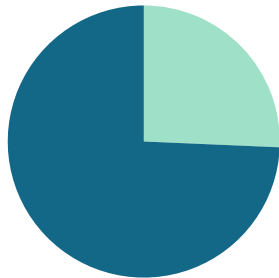
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



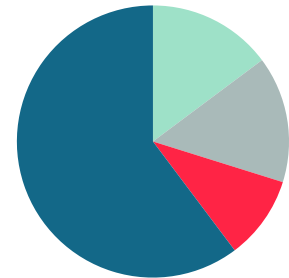
Inventory

New Listings
1,695 = 25.68%
Start Inventory
4,906
Total Inventory
Units
6,601
Volume
\$1,804,938,320

Market Activity

Closed Sales
1,150 = 14.80%
Pending Sales
1,168 = 15.03%
Other Off Market
771 = 9.92%
Active Inventory
4,683 = 60.25%

MARKET ACTIVITY



Compared Metrics	2017	October 2018	+/-%	Year to Date 2017	2018	+/-%
Closed Sales	1,148	1,150	0.17%	11,884	12,177	2.47%
Pending Sales	1,065	1,168	9.67%	12,418	12,626	1.67%
New Listings	1,738	1,695	-2.47%	19,333	19,066	-1.38%
Average List Price	209,111	210,199	0.52%	197,660	204,070	3.24%
Average Sale Price	202,124	204,127	0.99%	192,385	198,576	3.22%
Average Percent of Selling Price to List Price	97.27%	97.44%	0.18%	97.56%	97.52%	-0.03%
Average Days on Market to Sale	45.92	42.87	-6.65%	43.30	43.76	1.06%
Monthly Inventory	4,903	4,683	-4.49%	4,903	4,683	-4.49%
Months Supply of Inventory	4.21	3.93	-6.62%	4.21	3.93	-6.62%

Absorption: Last 12 months, an Average of **1,190** Sales/Month

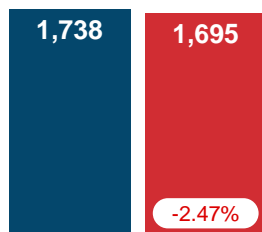
Inventory on October 31, 2018 = **4,683**

2017 **2018**

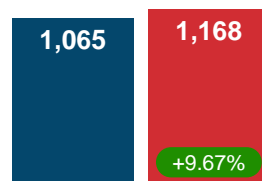
OCTOBER MARKET

AVERAGE PRICES

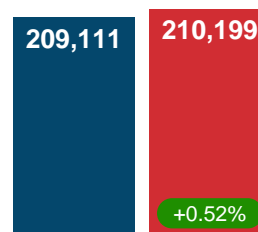
New Listings



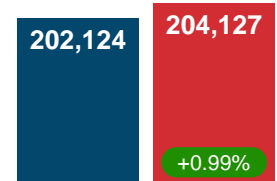
Pending Listings



List Price



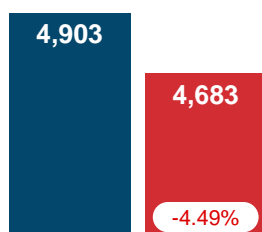
Sale Price



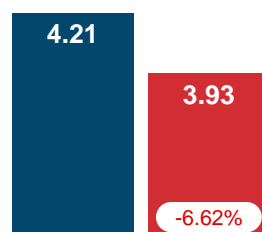
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

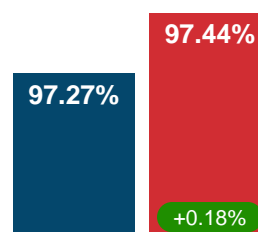
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

