

October 2018



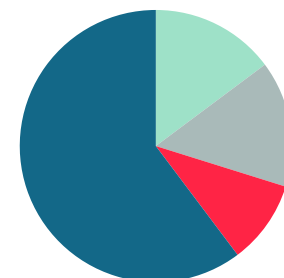
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	165,000	169,650	2.82%
Median Sale Price	163,200	165,250	1.26%
Median Percent of Selling Price to List Price	98.67%	98.40%	-0.27%
Median Days on Market to Sale	30.00	27.50	-8.33%
End of Month Inventory	4,903	4,683	-4.49%
Months Supply of Inventory	4.21	3.93	-6.62%



■ Closed (14.80%)
■ Pending (15.03%)
■ Other OffMarket (9.92%)
■ Active (60.25%)

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.

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 **1.26%** in October 2018 to \$165,250 versus the previous year at \$163,200.

Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 2.50 days or **8.33%** in October 2018 compared to last year's same month at **30.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median 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

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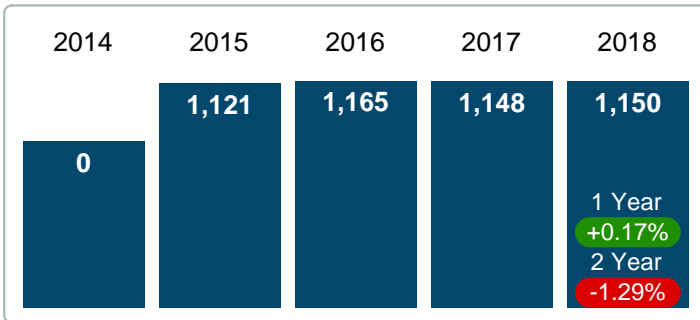
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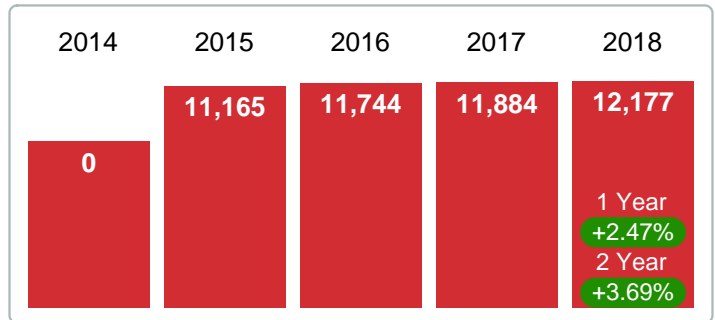
CLOSED LISTINGS

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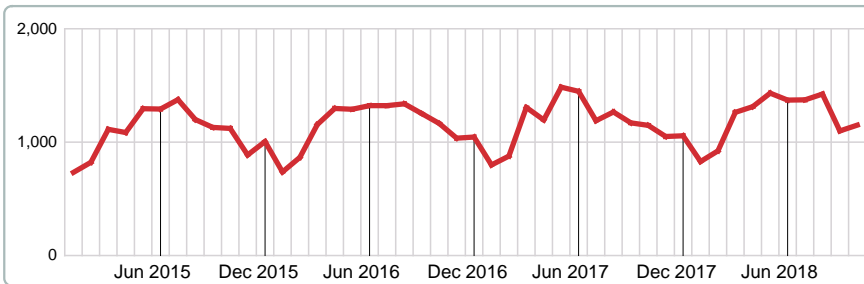
OCTOBER



YEAR TO DATE (YTD)

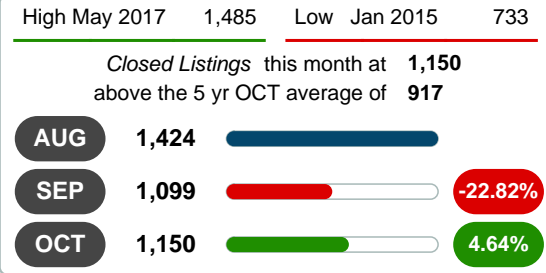


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 917



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	6.52%	33.0	40	32	3	0
\$50,001 - \$100,000	165	14.35%	29.0	45	110	9	1
\$100,001 - \$125,000	95	8.26%	21.0	12	75	8	0
\$125,001 - \$175,000	301	26.17%	21.0	18	233	46	4
\$175,001 - \$250,000	252	21.91%	29.5	10	141	89	12
\$250,001 - \$350,000	143	12.43%	32.0	4	50	67	22
\$350,001 and up	119	10.35%	42.0	3	21	63	32
Total Closed Units	1,150			132	662	285	71
Total Closed Volume	234,746,533	100%	27.5	12.87M	106.91M	77.20M	37.77M
Median Closed Price	\$165,250			\$78,000	\$150,000	\$232,500	\$325,000

October 2018



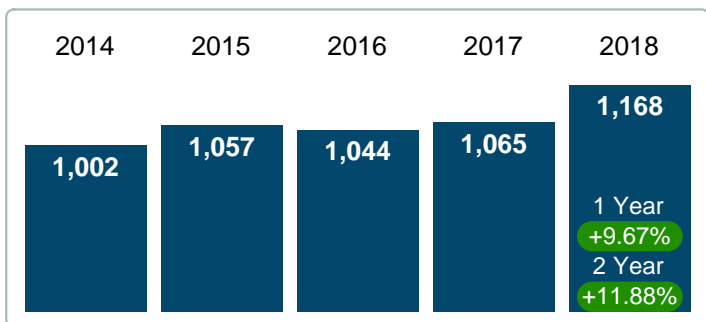
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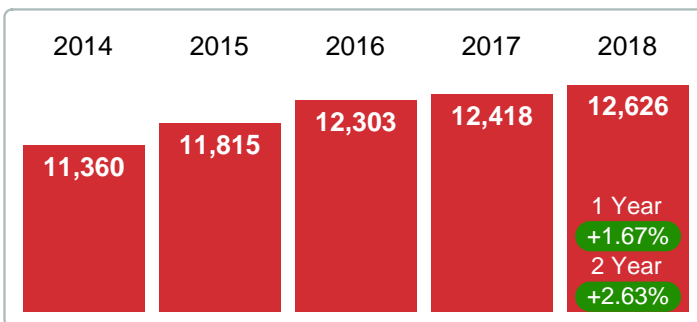
PENDING LISTINGS

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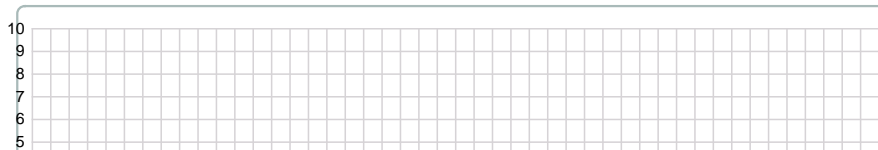
OCTOBER



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	nan%
OCT	0	nan%

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	60	5.14%	27.5	31	23	4	2
\$50,001 - \$100,000	160	13.70%	26.0	52	91	16	1
\$100,001 - \$125,000	104	8.90%	35.0	15	76	10	3
\$125,001 - \$175,000	324	27.74%	26.0	12	260	47	5
\$175,001 - \$225,000	201	17.21%	36.0	8	115	73	5
\$225,001 - \$325,000	179	15.33%	56.0	1	71	98	9
\$325,001 and up	140	11.99%	49.0	2	34	82	22
Total Pending Units	1,168			121	670	330	47
Total Pending Volume	228,918,173	100%	32.5	11.08M	110.51M	89.64M	17.69M
Median Listing Price	\$165,000			\$79,900	\$154,900	\$239,541	\$300,000

October 2018



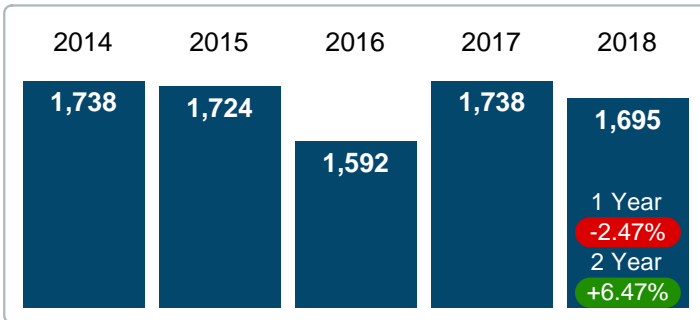
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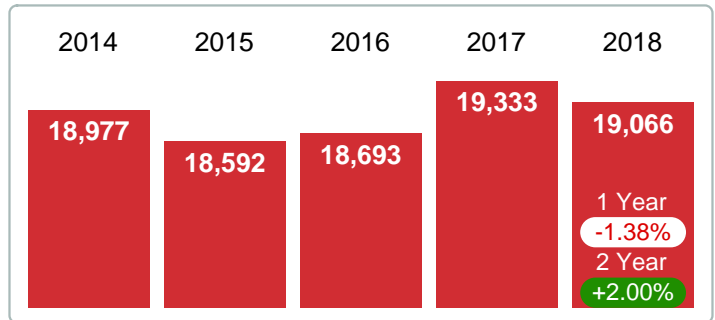
NEW LISTINGS

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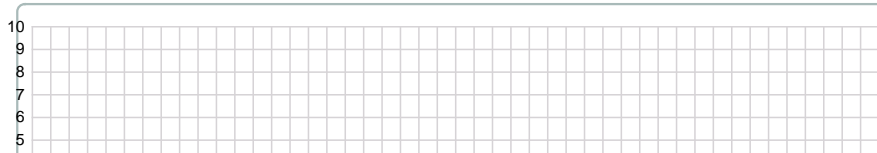
OCTOBER



YEAR TO DATE (YTD)

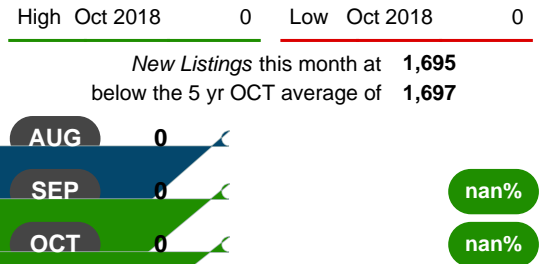


5 YEAR MARKET ACTIVITY TRENDS

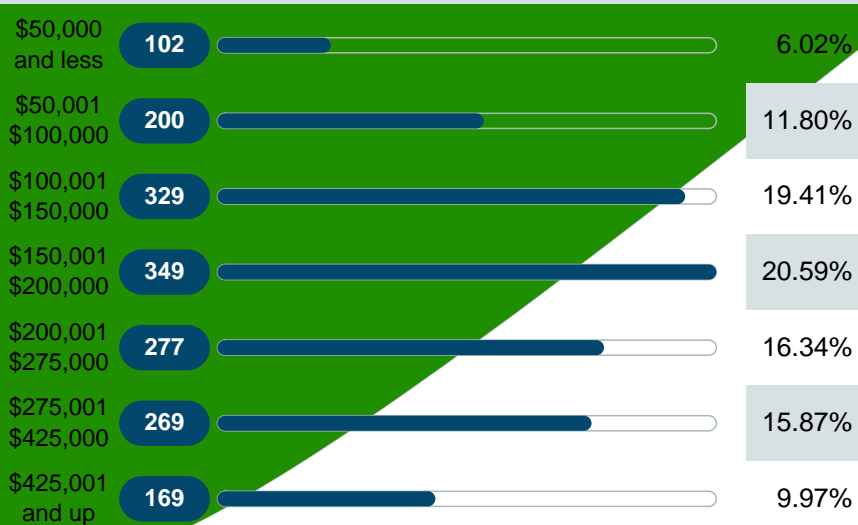


3 MONTHS

5 year OCT AVG = 1,697



Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	51	47	4	0
\$50,001 - \$100,000	63	121	16	0
\$100,001 - \$150,000	43	247	36	3
\$150,001 - \$200,000	16	240	87	6
\$200,001 - \$275,000	7	127	133	10
\$275,001 - \$425,000	9	82	150	28
\$425,001 and up	4	21	87	57
Total	193	885	513	104
Total New Listed Volume	24.58M	155.30M	168.34M	60.81M
Median New Listed Listing Price	\$85,000	\$155,720	\$265,000	\$453,000

Total New Listed Units	1,695	
Total New Listed Volume	409,036,139	100%
Median New Listed Listing Price	\$179,900	

October 2018



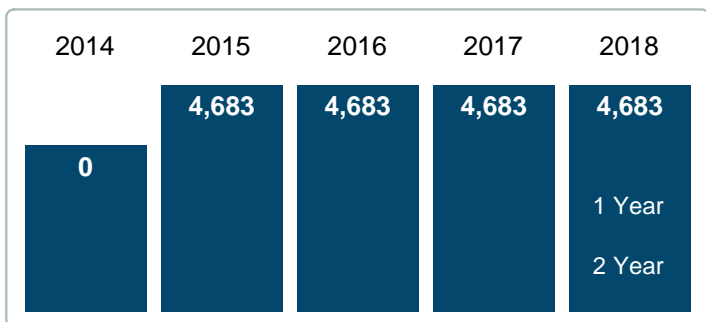
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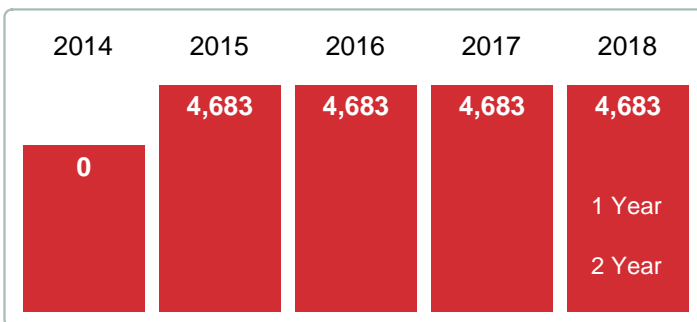
ACTIVE INVENTORY

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

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		0.00%
OCT	4,683		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	252	5.38%	58.0	121	117	12	2
\$50,001 - \$100,000	551	11.77%	63.0	180	321	46	4
\$100,001 - \$150,000	698	14.90%	54.0	89	491	108	10
\$150,001 - \$250,000	1,331	28.42%	57.0	65	762	457	47
\$250,001 - \$325,000	639	13.65%	70.0	13	212	355	59
\$325,001 - \$525,000	741	15.82%	72.0	14	173	422	132
\$525,001 and up	471	10.06%	77.0	6	72	213	180
Total Active Inventory by Units				488	2,148	1,613	434
Total Active Inventory by Volume				58.48M	431.69M	578.20M	277.01M
Median Active Inventory Listing Price				\$79,900	\$164,653	\$285,000	\$459,608

October 2018



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



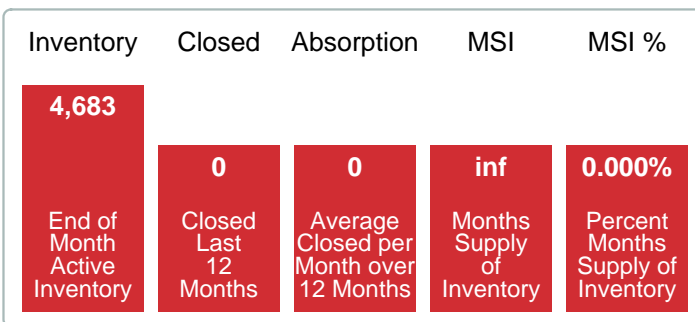
MONTHS SUPPLY of INVENTORY (MSI)

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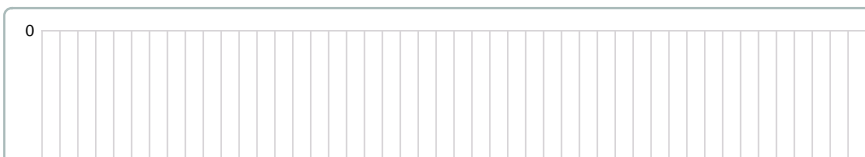
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

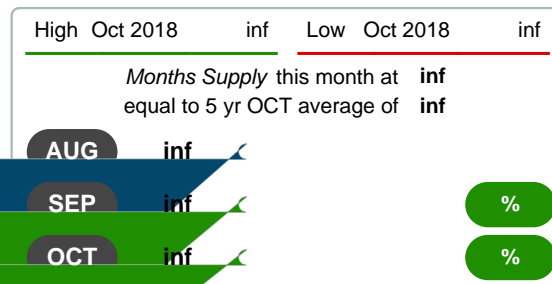


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	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		4,683	100%	3.93	488	2,148	1,613	434	

October 2018



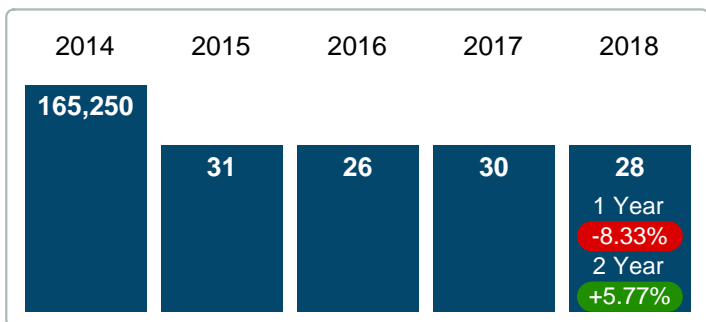
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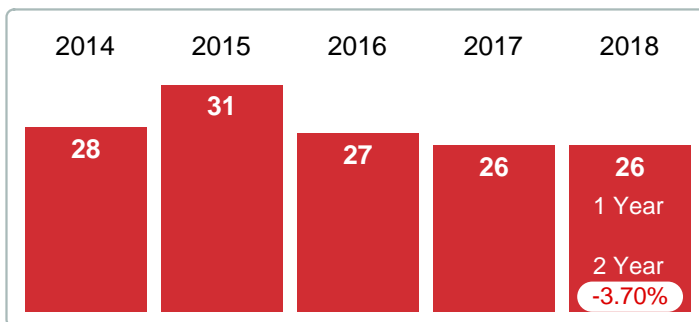
MEDIAN DAYS ON MARKET TO SALE

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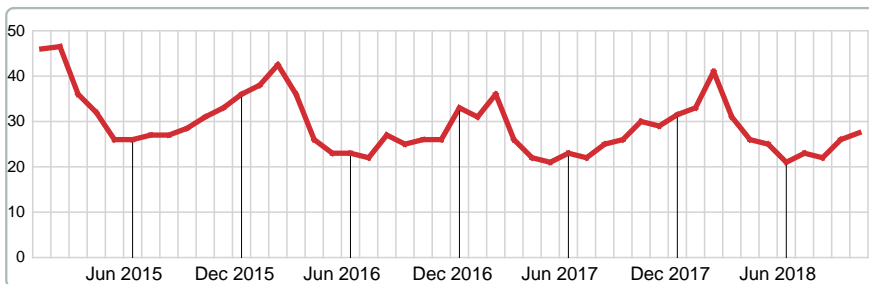
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

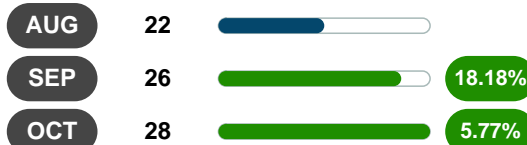


3 MONTHS

5 year OCT AVG = 33,073

High Feb 2015 47 Low Jun 2018 21

Median Days on Market to Sale this month at 28 below the 5 yr OCT average of 33,073



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
\$50,000 and less 75	6.52%	33	32	32	38	0
\$50,001 - \$100,000 165	14.35%	29	27	31	24	20
\$100,001 - \$125,000 95	8.26%	21	15	21	44	0
\$125,001 - \$175,000 301	26.17%	21	19	19	34	37
\$175,001 - \$250,000 252	21.91%	30	30	21	36	44
\$250,001 - \$350,000 143	12.43%	32	15	20	40	54
\$350,001 and up 119	10.35%	42	36	34	57	38
Median Closed DOM		28	27	22	39	42
Total Closed Units	100%	1,150	132	662	285	71
Total Closed Volume		234,746,533	12.87M	106.91M	77.20M	37.77M

October 2018



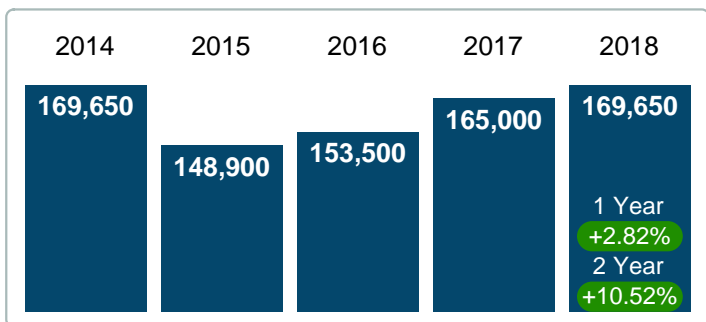
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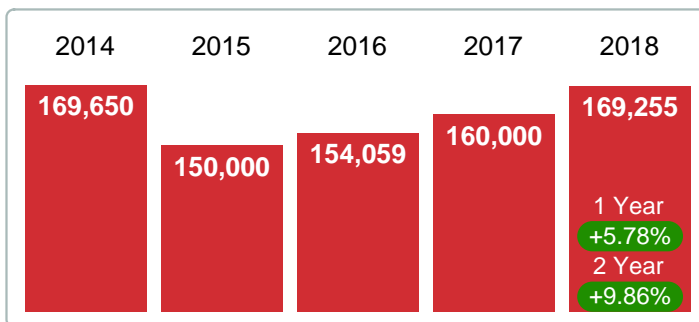
MEDIAN LIST PRICE AT CLOSING

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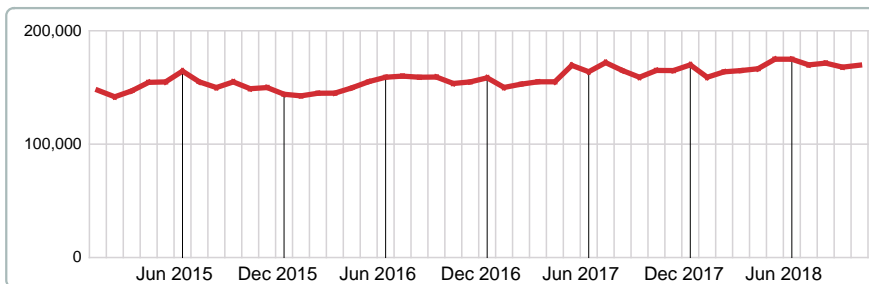
OCTOBER



YEAR TO DATE (YTD)

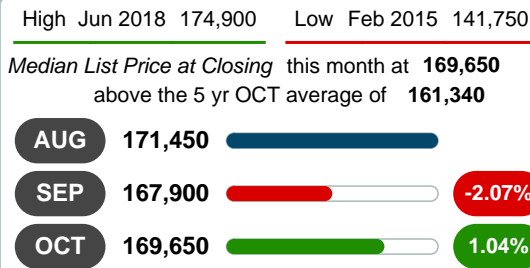


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 161,340



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	
\$50,000 and less	74	6.43%	37,778	37,778	38,800	29,900	
\$50,001 - \$100,000	153	13.30%	80,000	69,900	82,500	88,400	
\$100,001 - \$125,000	92	8.00%	114,900	112,900	114,900	125,000	
\$125,001 - \$175,000	308	26.78%	151,985	149,900	149,900	162,295	
\$175,001 - \$250,000	253	22.00%	203,642	194,900	203,000	204,900	
\$250,001 - \$350,000	147	12.78%	289,500	289,900	280,660	299,000	
\$350,001 and up	123	10.70%	449,000	375,000	425,000	437,000	
Median List Price		169,650		81,000	151,985	236,900	325,000
Total Closed Units		1,150	100%	132	662	285	71
Total Closed Volume		241,729,099		13.42M	109.45M	78.98M	39.88M

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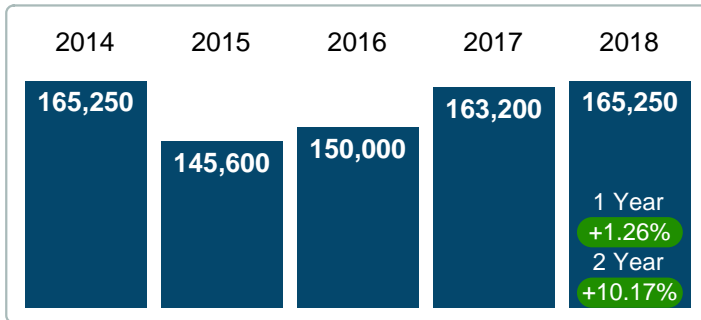
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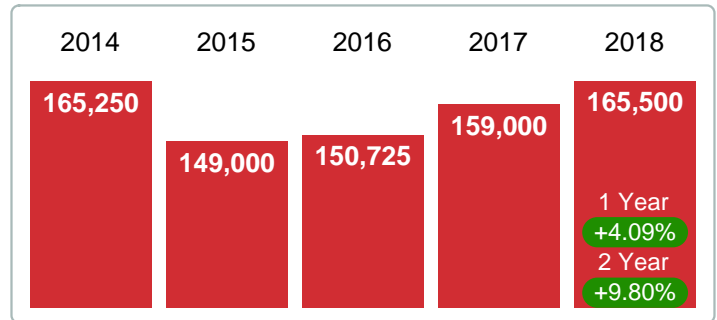
MEDIAN SOLD PRICE AT CLOSING

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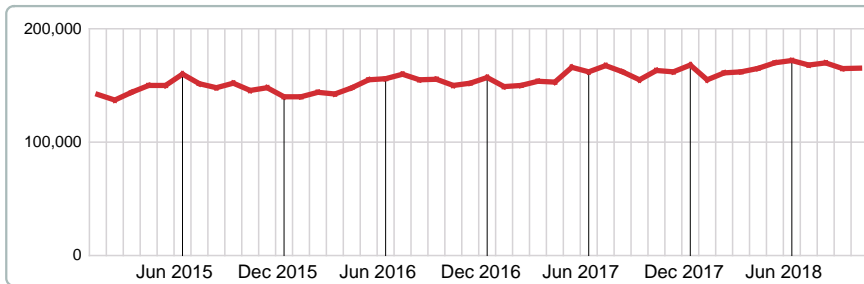
OCTOBER



YEAR TO DATE (YTD)

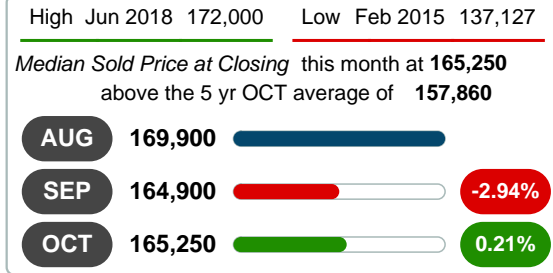


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 157,860



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
\$50,000 and less	75	6.52%	32,000	32,750	32,250	25,200	0
\$50,001 - \$100,000	165	14.35%	80,000	69,999	80,463	79,000	58,902
\$100,001 - \$125,000	95	8.26%	115,900	118,000	115,000	119,500	0
\$125,001 - \$175,000	301	26.17%	152,400	147,700	150,000	162,250	139,500
\$175,001 - \$250,000	252	21.91%	200,000	199,250	200,000	200,000	202,500
\$250,001 - \$350,000	143	12.43%	287,925	267,785	288,326	290,000	280,500
\$350,001 and up	119	10.35%	430,950	365,000	425,000	415,000	529,500
Median Sold Price			165,250	78,000	150,000	232,500	325,000
Total Closed Units		100%	1,150	132	662	285	71
Total Closed Volume			234,746,533	12.87M	106.91M	77.20M	37.77M

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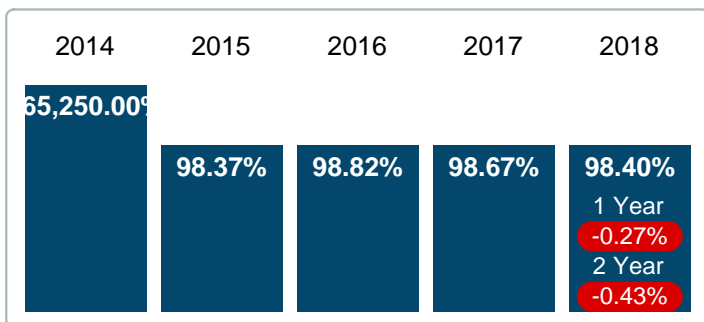
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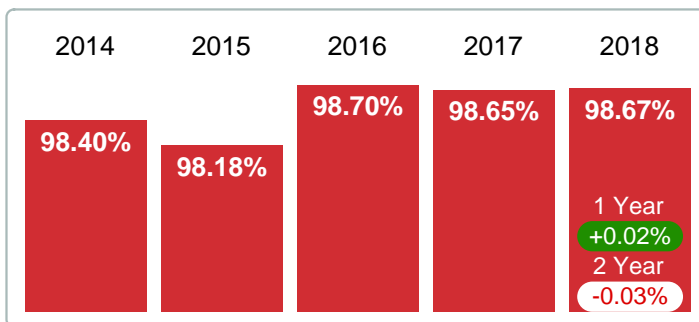
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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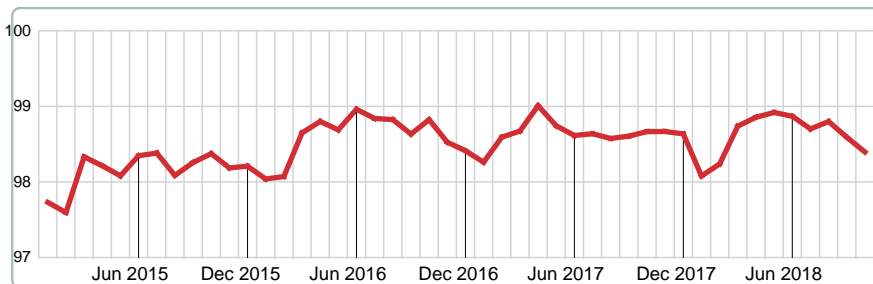
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

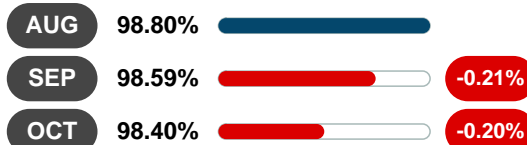


3 MONTHS

5 year OCT AVG = 33,128.85%

High Apr 2017 99.01% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.40%**
below the 5 yr OCT average of **33,128.85%**



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
\$50,000 and less	75	6.52%	89.97%	88.64%	90.44%	100.00%	0.00%
\$50,001 - \$100,000	165	14.35%	97.56%	96.57%	97.80%	97.85%	98.17%
\$100,001 - \$125,000	95	8.26%	97.41%	96.15%	97.87%	94.00%	0.00%
\$125,001 - \$175,000	301	26.17%	99.32%	97.43%	99.36%	100.00%	96.15%
\$175,001 - \$250,000	252	21.91%	99.09%	96.62%	98.91%	99.76%	98.82%
\$250,001 - \$350,000	143	12.43%	98.41%	95.74%	98.43%	98.43%	98.38%
\$350,001 and up	119	10.35%	97.57%	100.13%	98.13%	97.70%	96.35%
Median Sold/List Ratio		98.40%		95.76%	98.70%	98.82%	97.69%
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



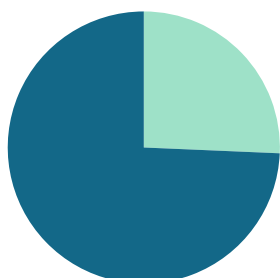
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

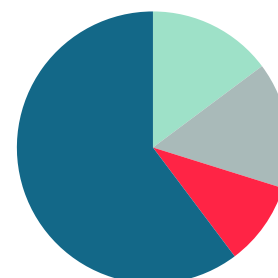


Inventory
 New Listings
1,695 = 25.68%
 Start Inventory
4,906
 Total Inventory Units
6,601
 Volume
\$1,804,938,320

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	October			Year to Date		
	2017	2018	+/-%	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%
Median List Price	165,000	169,650	2.82%	160,000	169,255	5.78%
Median Sale Price	163,200	165,250	1.26%	159,000	165,500	4.09%
Median Percent of Selling Price to List Price	98.67%	98.40%	-0.27%	98.65%	98.67%	0.02%
Median Days on Market to Sale	30.00	27.50	-8.33%	26.00	26.00	0.00%
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

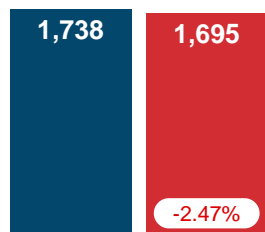
Inventory on October 31, 2018 = **4,683**

2017 **2018**

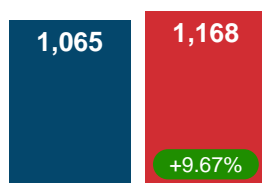
OCTOBER MARKET

MEDIAN PRICES

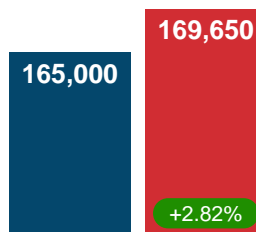
New Listings



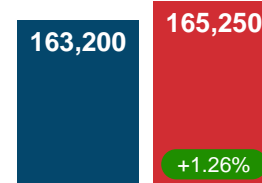
Pending Listings



List Price



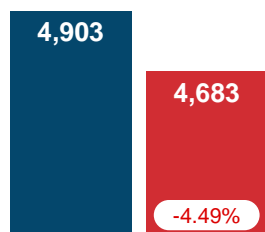
Sale Price



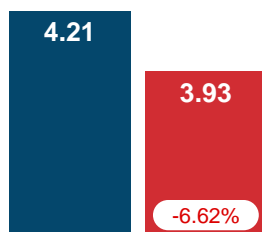
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

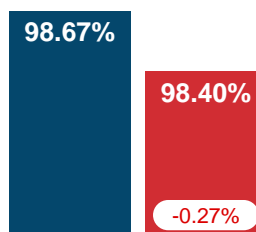
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

