

August 2019



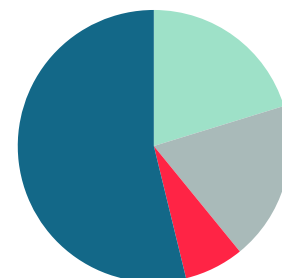
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	1,424	1,455	2.18%
Pending Listings	1,290	1,356	5.12%
New Listings	2,062	1,814	-12.03%
Average List Price	207,896	208,316	0.20%
Average Sale Price	202,596	203,526	0.46%
Average Percent of Selling Price to List Price	97.59%	97.63%	0.03%
Average Days on Market to Sale	38.55	36.86	-4.38%
End of Month Inventory	5,014	3,867	-22.88%
Months Supply of Inventory	4.19	3.24	-22.76%



■ Closed (20.24%)
■ Pending (18.87%)
■ Other OffMarket (7.08%)
■ Active (53.81%)

Absorption: Last 12 months, an Average of **1,194** Sales/Month
Active Inventory as of August 31, 2019 = **3,867**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **22.88%** to 3,867 existing homes available for sale. Over the last 12 months this area has had an average of 1,194 closed sales per month. This represents an unsold inventory index of **3.24** 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 **0.46%** in August 2019 to \$203,526 versus the previous year at \$202,596.

Average Days on Market Shortens

The average number of **36.86** days that homes spent on the market before selling decreased by 1.69 days or **4.38%** in August 2019 compared to last year's same month at **38.55** DOM.

Sales Success for August 2019 is Positive

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

There were 1,814 New Listings in August 2019, down **12.03%** from last year at 2,062. Furthermore, there were 1,455 Closed Listings this month versus last year at 1,424, a **2.18%** increase.

Closed versus Listed trends yielded a **80.2%** ratio, up from previous year's, August 2018, at **69.1%**, a **16.15%** 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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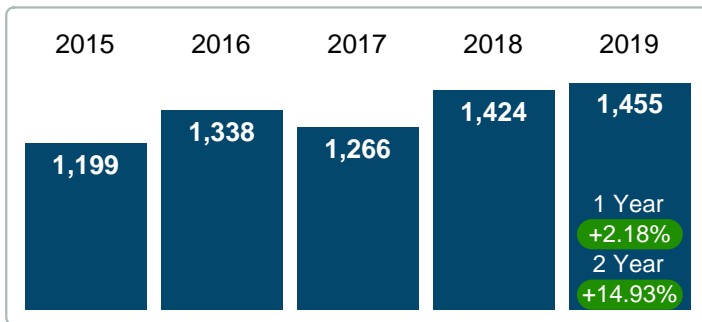
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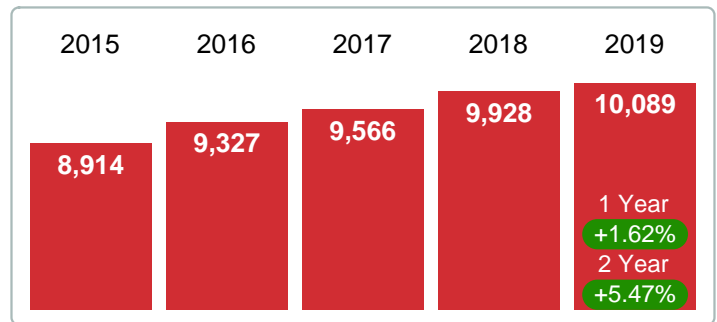
CLOSED LISTINGS

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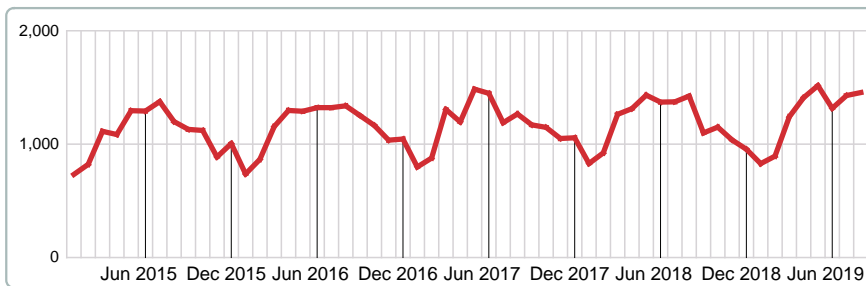
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

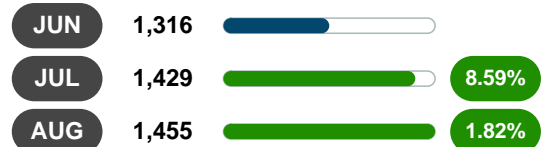


3 MONTHS

5 year AUG AVG = 1,336

High May 2019 1,516 Low Jan 2015 733

Closed Listings this month at **1,455**
above the 5 yr AUG average of **1,336**



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	151	10.38%	40.9	56	83	10	2
\$75,001 - \$100,000	100	6.87%	25.4	29	67	4	0
\$100,001 - \$150,000	303	20.82%	25.6	34	232	34	3
\$150,001 - \$175,000	209	14.36%	34.3	16	155	33	5
\$175,001 - \$250,000	353	24.26%	36.5	20	192	128	13
\$250,001 - \$325,000	166	11.41%	45.8	2	57	94	13
\$325,001 and up	173	11.89%	55.0	3	39	110	21
Total Closed Units	1,455			160	825	413	57
Total Closed Volume	296,130,744	100%	36.9	18.21M	139.47M	117.80M	20.66M
Average Closed Price	\$203,526			\$113,785	\$169,049	\$285,223	\$362,502

August 2019



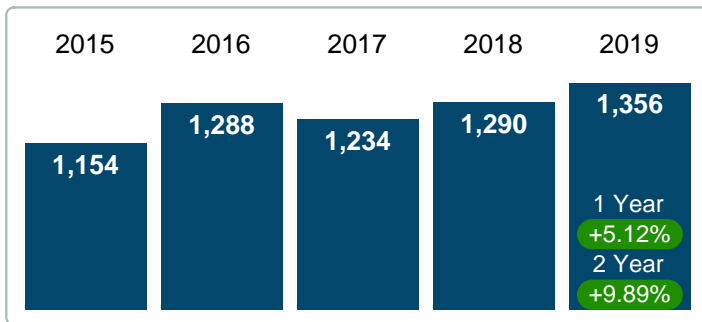
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



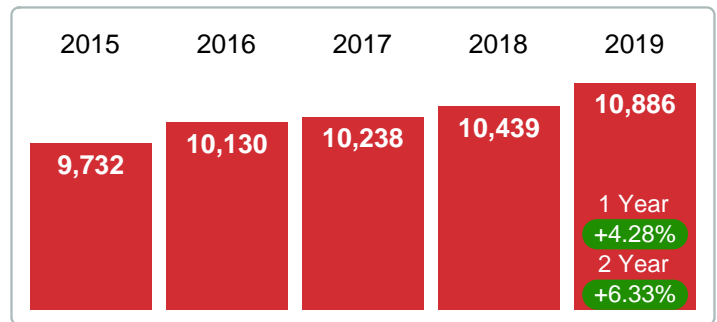
PENDING LISTINGS

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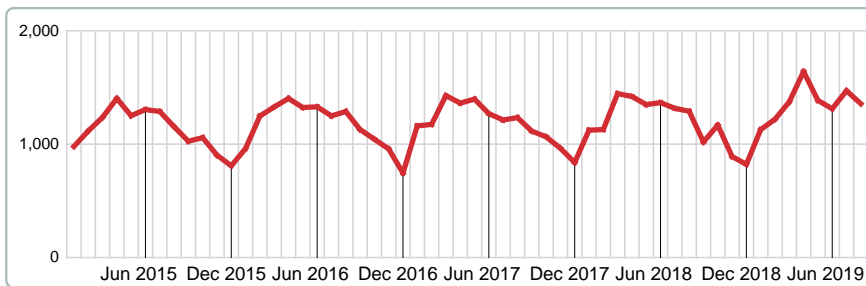
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

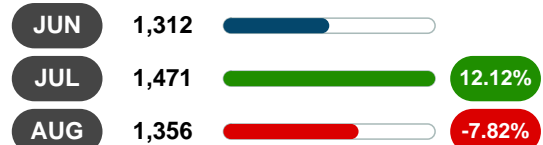


3 MONTHS

5 year AUG AVG = 1,264

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,356 above the 5 yr AUG average of 1,264



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	135	9.96%	40.3	55	76	4	0
\$75,001 - \$100,000	92	6.78%	32.5	17	67	8	0
\$100,001 - \$150,000	291	21.46%	30.7	21	221	44	5
\$150,001 - \$200,000	328	24.19%	32.4	15	244	61	8
\$200,001 - \$250,000	189	13.94%	40.6	5	106	71	7
\$250,001 - \$350,000	174	12.83%	49.6	6	62	90	16
\$350,001 and up	147	10.84%	64.4	1	32	83	31
Total Pending Units	1,356			120	808	361	67
Total Pending Volume	281,841,509	100%	39.6	12.62M	137.48M	103.42M	28.33M
Average Listing Price	\$207,126			\$105,126	\$170,146	\$286,485	\$422,797

August 2019



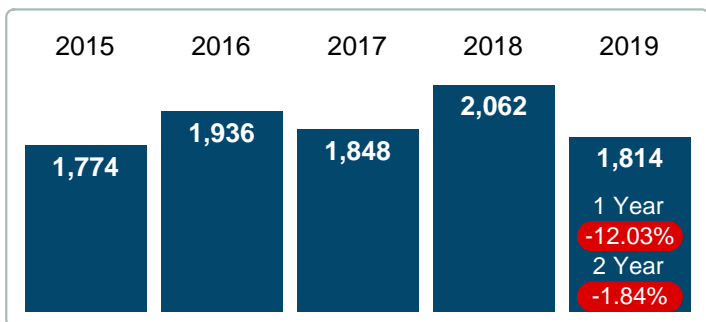
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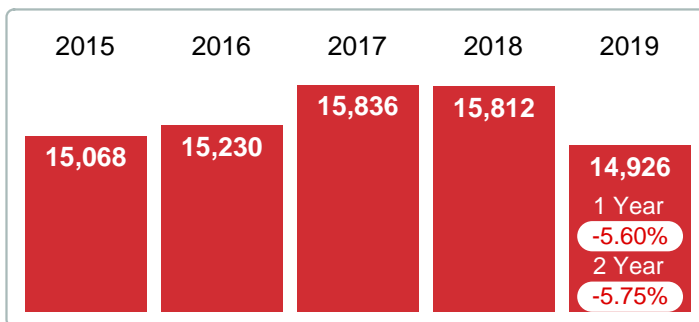
NEW LISTINGS

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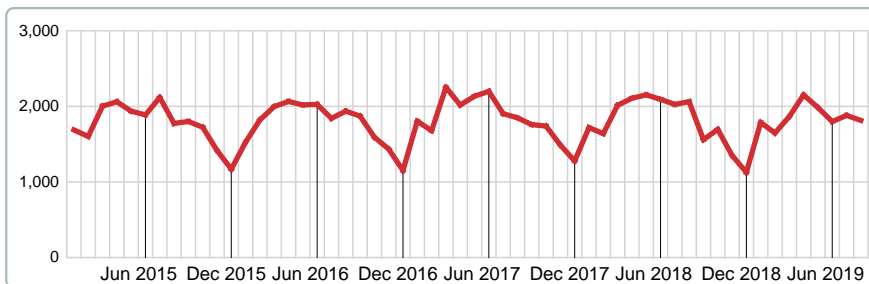
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,887

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at **1,814**
below the 5 yr AUG average of **1,887**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	181	9.98%	75	90	16	0
\$75,001 - \$100,000	117	6.45%	26	76	14	1
\$100,001 - \$150,000	316	17.42%	33	240	40	3
\$150,001 - \$200,000	407	22.44%	29	286	84	8
\$200,001 - \$275,000	309	17.03%	5	151	140	13
\$275,001 - \$425,000	293	16.15%	8	90	169	26
\$425,001 and up	191	10.53%	2	36	90	63
Total New Listed Units	1,814		178	969	553	114
Total New Listed Volume	439,337,042	100%	20.60M	178.20M	175.84M	64.70M
Average New Listed Listing Price	\$202,725		\$115,724	\$183,903	\$317,969	\$567,537

August 2019



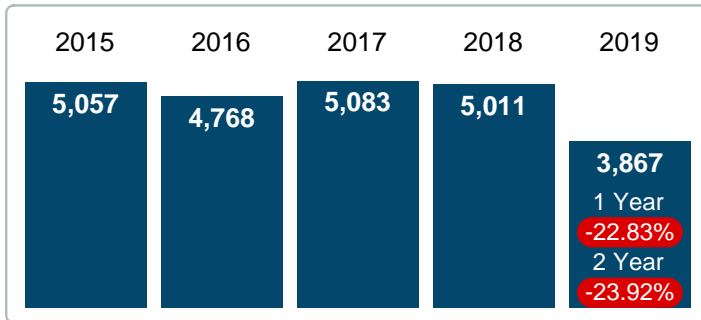
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



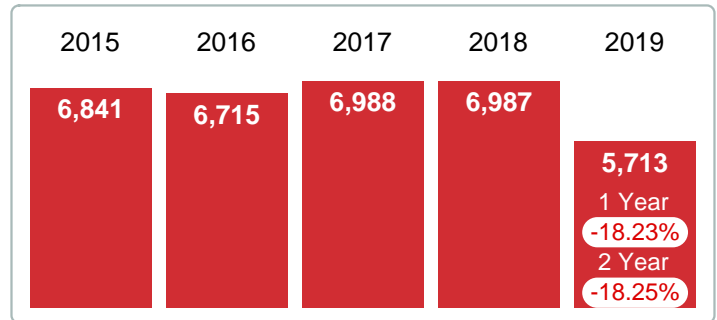
ACTIVE INVENTORY

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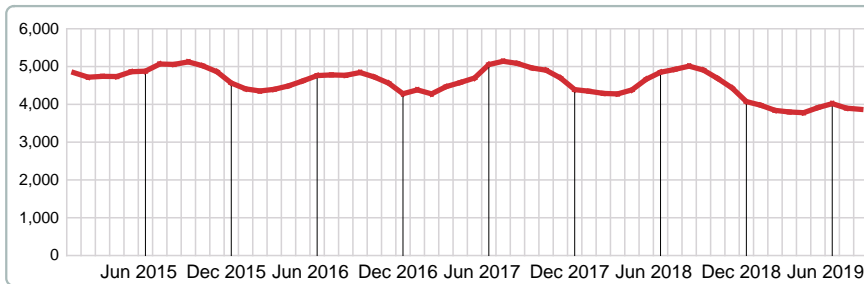
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

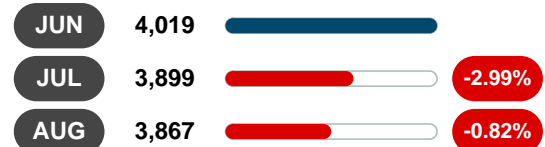


3 MONTHS

5 year AUG AVG = 4,757

High Jul 2017 5,140 Low Apr 2019 3,779

Inventory this month at **3,867**
below the 5 yr AUG average of **4,757**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	384	9.93%	86.0	165	178	39	2
\$75,001 - \$125,000	370	9.57%	79.0	72	246	46	6
\$125,001 - \$175,000	566	14.64%	55.9	59	395	104	8
\$175,001 - \$275,000	934	24.15%	63.3	41	471	385	37
\$275,001 - \$375,000	613	15.85%	68.5	12	185	347	69
\$375,001 - \$575,000	563	14.56%	74.0	7	113	321	122
\$575,001 and up	437	11.30%	85.0	5	49	200	183
Total Active Inventory by Units			3,867	361	1,637	1,442	427
Total Active Inventory by Volume			1,258,402,518	43.05M	353.01M	560.15M	302.20M
Average Active Inventory Listing Price			\$325,421	\$119,241	\$215,645	\$388,453	\$707,719

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



MONTHS SUPPLY of INVENTORY (MSI)

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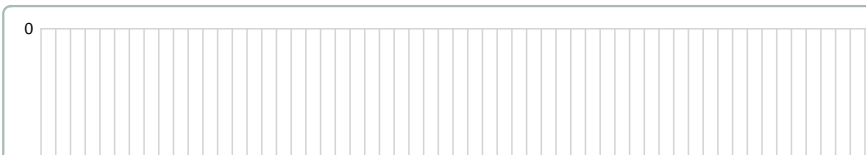
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
3,867	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 AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf			
equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	384	9.93%	3.00	3.11	2.67	5.09	3.43
\$75,001 - \$125,000	370	9.57%	1.92	2.13	1.75	2.69	4.00
\$125,001 - \$175,000	566	14.64%	1.84	2.94	1.65	2.26	2.34
\$175,001 - \$275,000	934	24.15%	2.75	3.49	2.68	2.78	2.67
\$275,001 - \$375,000	613	15.85%	4.67	4.24	4.73	4.53	5.38
\$375,001 - \$575,000	563	14.56%	8.43	10.50	7.88	8.01	10.46
\$575,001 and up	437	11.30%	16.29	12.00	13.07	14.63	20.33
Market Supply of Inventory (MSI)			3.24	2.94	2.41	4.25	8.08
		100%	3.24				
Total Active Inventory by Units			3,867	361	1,637	1,442	427

August 2019



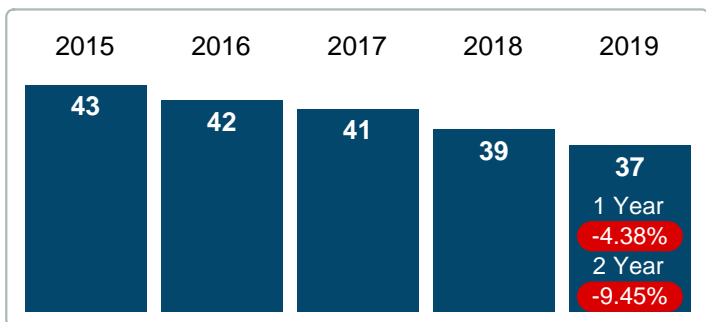
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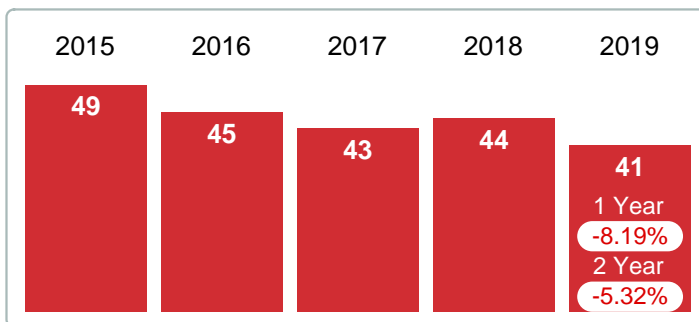
AVERAGE DAYS ON MARKET TO SALE

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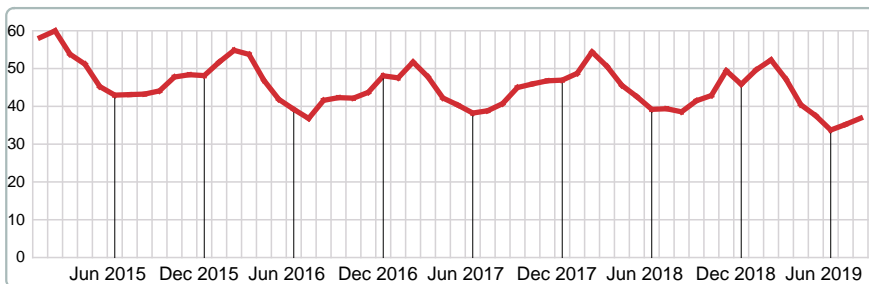
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

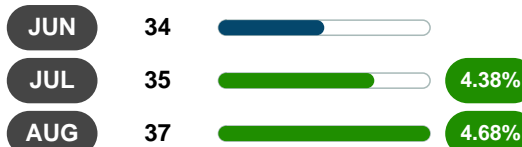


3 MONTHS

5 year AUG AVG = 40

High Feb 2015 60 Low Jun 2019 34

Average Days on Market to Sale this month at 37 below the 5 yr AUG average of 40



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	151	10.38%	41	47	34	55	66	
\$75,001 - \$100,000	100	6.87%	25	22	26	36	0	
\$100,001 - \$150,000	303	20.82%	26	40	23	31	17	
\$150,001 - \$175,000	209	14.36%	34	43	31	47	20	
\$175,001 - \$250,000	353	24.26%	36	41	32	42	47	
\$250,001 - \$325,000	166	11.41%	46	61	42	43	81	
\$325,001 and up	173	11.89%	55	53	36	58	77	
Average Closed DOM		37		40	30	46	62	
Total Closed Units		1,455	100%	37	160	825	413	57
Total Closed Volume		296,130,744			18.21M	139.47M	117.80M	20.66M

August 2019



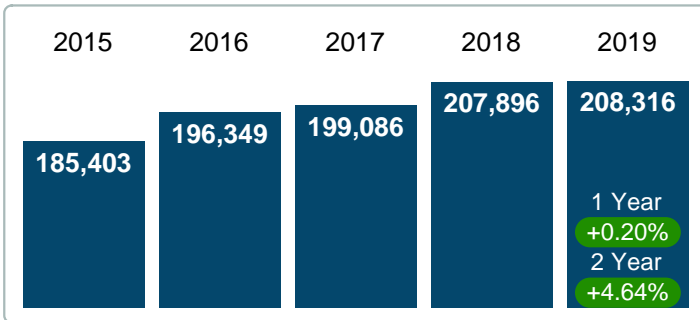
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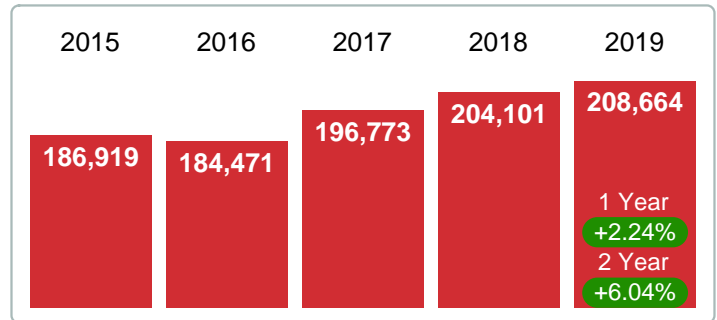
AVERAGE LIST PRICE AT CLOSING

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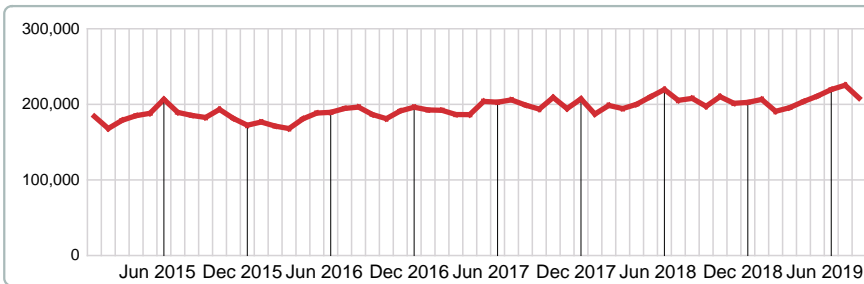
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

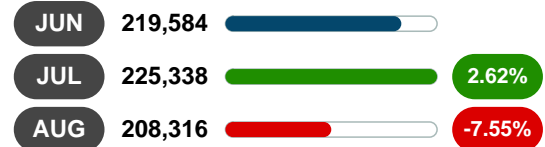


3 MONTHS

5 year AUG AVG = 199,410

High Jul 2019 225,338 Low Mar 2016 167,971

Average List Price at Closing this month at **208,316** above the 5 yr AUG average of **199,410**



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	9.55%	53,626	55,274	56,968	56,650	63,200
\$75,001 - \$100,000	7.22%	88,578	91,355	91,738	89,375	0
\$100,001 - \$150,000	20.41%	129,815	129,929	130,905	132,181	162,933
\$150,001 - \$175,000	13.54%	163,572	164,863	165,350	168,762	167,500
\$175,001 - \$250,000	25.64%	208,853	211,745	206,352	216,832	234,723
\$250,001 - \$325,000	11.07%	286,649	309,950	285,120	292,030	301,160
\$325,001 and up	12.58%	500,073	442,833	474,059	500,646	628,557
Average List Price		208,316	118,646	171,192	293,616	379,279
Total Closed Units	100%	208,316	160	825	413	57
Total Closed Volume		303,099,581	18.98M	141.23M	121.26M	21.62M

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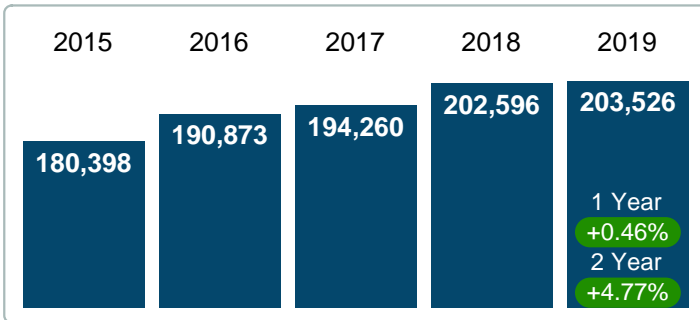
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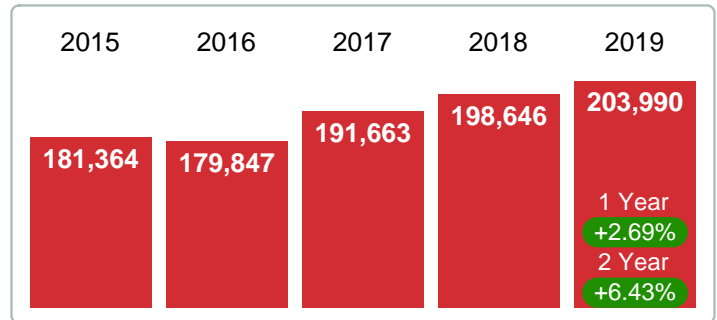
AVERAGE SOLD PRICE AT CLOSING

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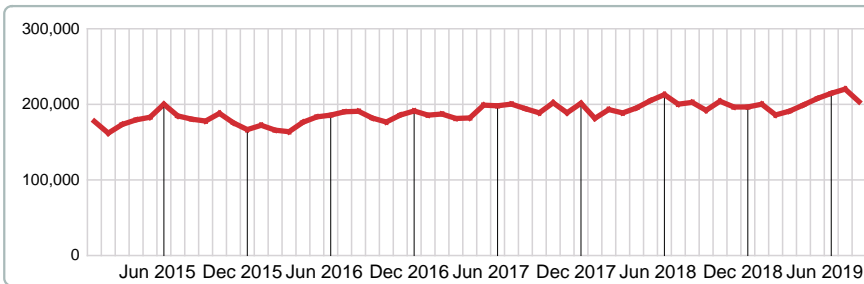
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

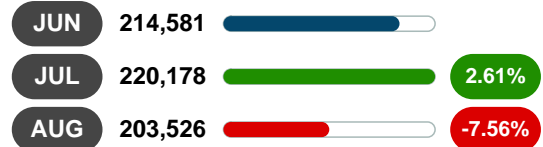


3 MONTHS

5 year AUG AVG = 194,331

High Jul 2019 220,178 Low Feb 2015 161,926

Average Sold Price at Closing this month at **203,526** above the 5 yr AUG average of **194,331**



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	10.38%	51,746	51,288	52,866	43,001	61,828
\$75,001 - \$100,000	6.87%	88,475	86,729	89,393	85,750	0
\$100,001 - \$150,000	20.82%	129,148	126,349	129,370	129,850	135,767
\$150,001 - \$175,000	14.36%	163,514	161,597	163,406	165,321	161,080
\$175,001 - \$250,000	24.26%	208,371	206,248	203,859	213,323	229,515
\$250,001 - \$325,000	11.41%	284,005	306,000	278,165	286,060	291,377
\$325,001 and up	11.89%	494,008	400,000	480,769	481,443	597,842
Average Sold Price		203,526	113,785	169,049	285,223	362,502
Total Closed Units	100%	203,526	160	825	413	57
Total Closed Volume		296,130,744	18.21M	139.47M	117.80M	20.66M

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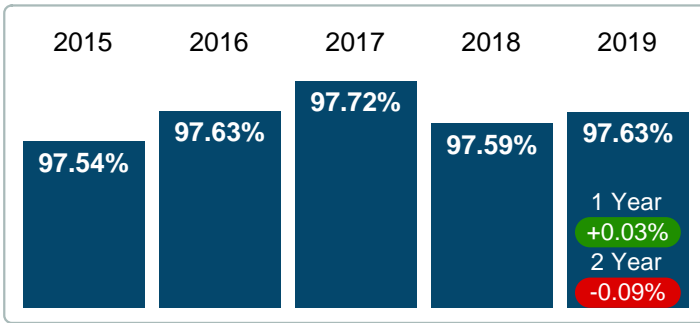
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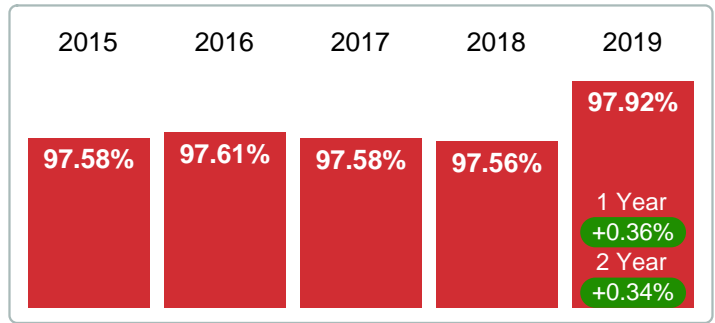
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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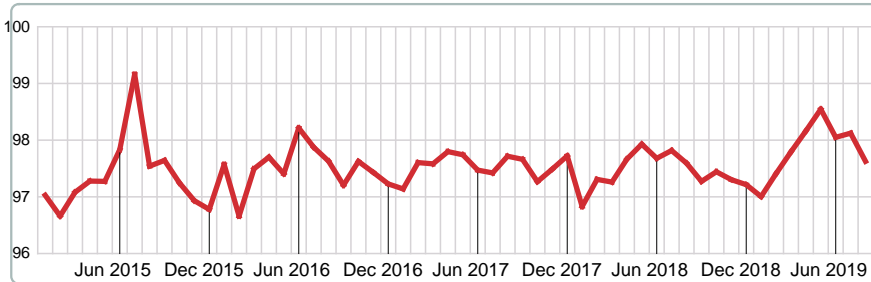
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

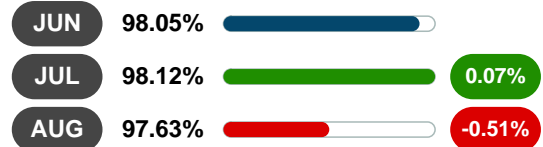


3 MONTHS

5 year AUG AVG = 97.62%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.63%** equal to 5 yr AUG average of **97.62%**



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	151	10.38%	91.99%	92.76%	92.67%	80.73%	98.16%
\$75,001 - \$100,000	100	6.87%	97.15%	95.41%	97.93%	96.76%	0.00%
\$100,001 - \$150,000	303	20.82%	98.74%	97.64%	99.17%	98.28%	83.69%
\$150,001 - \$175,000	209	14.36%	98.67%	98.09%	98.92%	98.10%	96.62%
\$175,001 - \$250,000	353	24.26%	98.62%	97.61%	98.87%	98.47%	97.76%
\$250,001 - \$325,000	166	11.41%	97.86%	98.66%	97.66%	98.09%	96.94%
\$325,001 and up	173	11.89%	97.36%	92.53%	99.45%	97.09%	95.61%
Average Sold/List Ratio		97.60%		95.49%	98.21%	97.53%	95.96%
Total Closed Units		1,455	100%	160	825	413	57
Total Closed Volume		296,130,744		18.21M	139.47M	117.80M	20.66M

August 2019



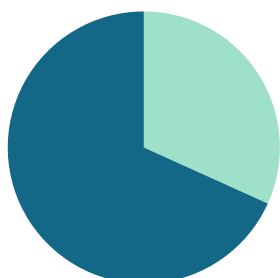
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

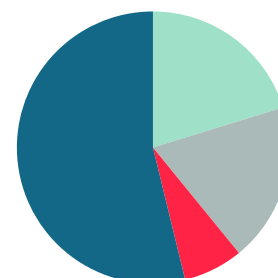


Inventory
 New Listings
1,814 = 31.75%
 Start Inventory
3,899
 Total Inventory Units
5,713
 Volume
\$1,706,610,167

Market Activity

Closed Sales
1,455 = 20.24%
 Pending Sales
1,356 = 18.87%
 Other Off Market
509 = 7.08%
 Active Inventory
3,867 = 53.81%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,424	1,455	2.18%	9,928	10,089	1.62%
Pending Sales	1,290	1,356	5.12%	10,439	10,886	4.28%
New Listings	2,062	1,814	-12.03%	15,812	14,926	-5.60%
Average List Price	207,896	208,316	0.20%	204,101	208,664	2.24%
Average Sale Price	202,596	203,526	0.46%	198,646	203,990	2.69%
Average Percent of Selling Price to List Price	97.59%	97.63%	0.03%	97.56%	97.92%	0.36%
Average Days on Market to Sale	38.55	36.86	-4.38%	44.11	40.50	-8.19%
Monthly Inventory	5,014	3,867	-22.88%	5,014	3,867	-22.88%
Months Supply of Inventory	4.19	3.24	-22.76%	4.19	3.24	-22.76%

Absorption: Last 12 months, an Average of **1,194** Sales/Month

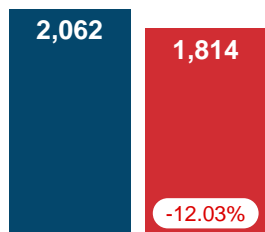
Inventory on August 31, 2019 = **3,867**

2018 **2019**

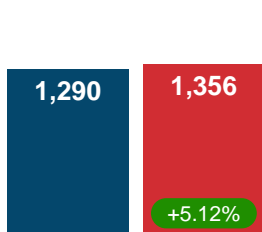
AUGUST MARKET

AVERAGE PRICES

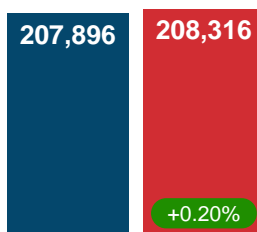
New Listings



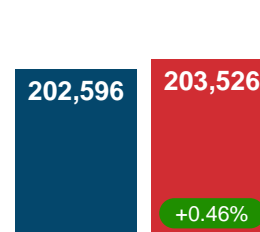
Pending Listings



List Price



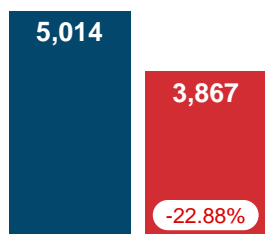
Sale Price



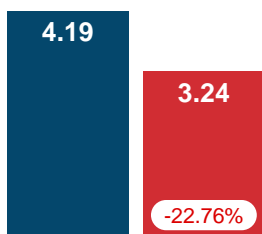
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

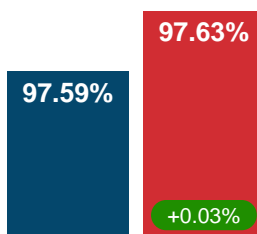
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

