

July 2019



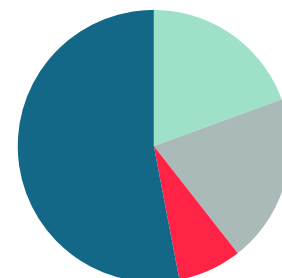
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	1,373	1,429	4.08%
Pending Listings	1,316	1,471	11.78%
New Listings	2,026	1,880	-7.21%
Average List Price	205,288	225,338	9.77%
Average Sale Price	200,241	220,178	9.96%
Average Percent of Selling Price to List Price	97.82%	98.12%	0.31%
Average Days on Market to Sale	39.37	35.21	-10.56%
End of Month Inventory	4,928	3,899	-20.88%
Months Supply of Inventory	4.17	3.27	-21.46%



■ Closed (19.43%)
■ Pending (20.00%)
■ Other OffMarket (7.56%)
■ Active (53.01%)

Absorption: Last 12 months, an Average of **1,192** Sales/Month
Active Inventory as of July 31, 2019 = **3,899**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **20.88%** to 3,899 existing homes available for sale. Over the last 12 months this area has had an average of 1,192 closed sales per month. This represents an unsold inventory index of **3.27** 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 **9.96%** in July 2019 to \$220,178 versus the previous year at \$200,241.

Average Days on Market Shortens

The average number of **35.21** days that homes spent on the market before selling decreased by 4.16 days or **10.56%** in July 2019 compared to last year's same month at **39.37** DOM.

Sales Success for July 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 1,880 New Listings in July 2019, down **7.21%** from last year at 2,026. Furthermore, there were 1,429 Closed Listings this month versus last year at 1,373, a **4.08%** increase.

Closed versus Listed trends yielded a **76.0%** ratio, up from previous year's, July 2018, at **67.8%**, a **12.16%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2019



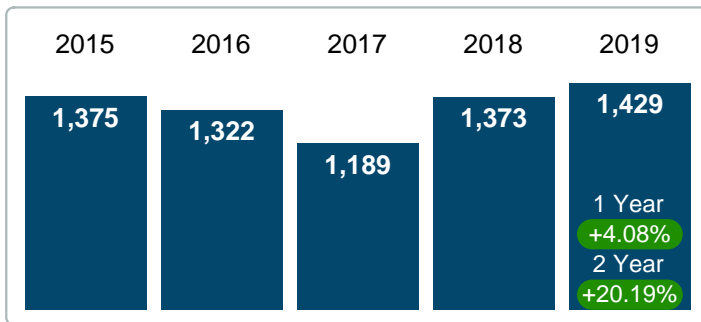
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



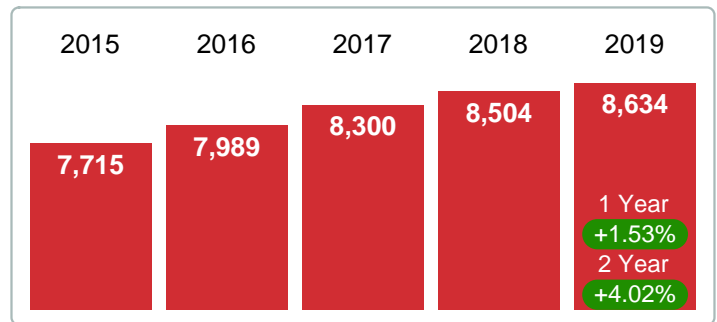
CLOSED LISTINGS

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

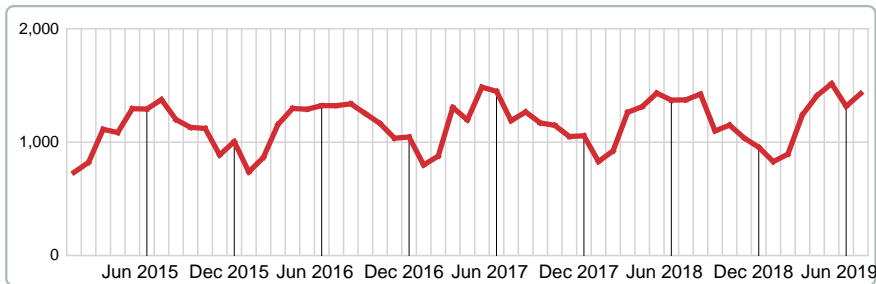
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,338

High May 2019 1,516 Low Jan 2015 733

Closed Listings this month at 1,429 above the 5 yr JUL average of 1,338



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	102	7.14%	38.1	37	60	5	0
\$75,001 - \$125,000	200	14.00%	26.8	40	148	11	1
\$125,001 - \$150,000	178	12.46%	25.2	16	134	28	0
\$150,001 - \$200,000	342	23.93%	29.7	13	242	82	5
\$200,001 - \$275,000	267	18.68%	39.4	7	117	130	13
\$275,001 - \$350,000	173	12.11%	44.4	3	62	93	15
\$350,001 and up	167	11.69%	49.2	3	33	95	36
Total Closed Units	1,429			119	796	444	70
Total Closed Volume	314,635,033	100%	35.2	14.79M	140.93M	127.32M	31.60M
Average Closed Price	\$220,178			\$124,247	\$177,047	\$286,750	\$451,475

July 2019



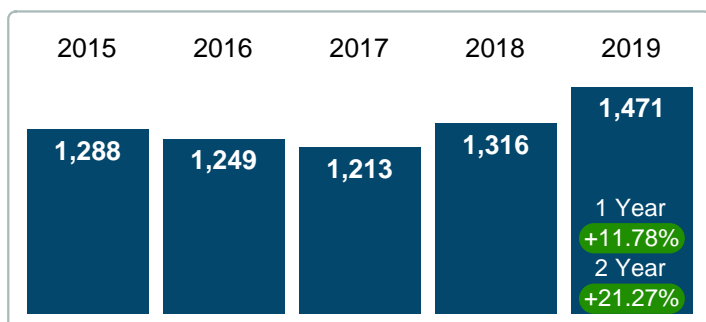
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



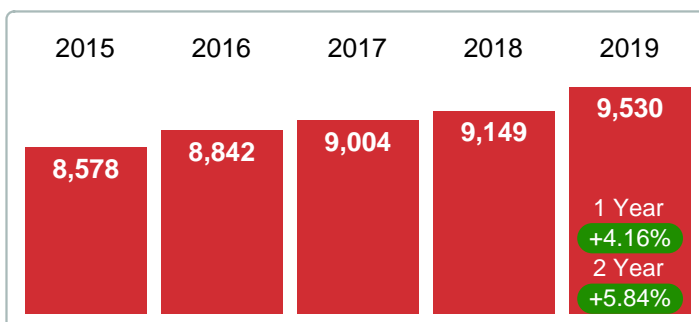
PENDING LISTINGS

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

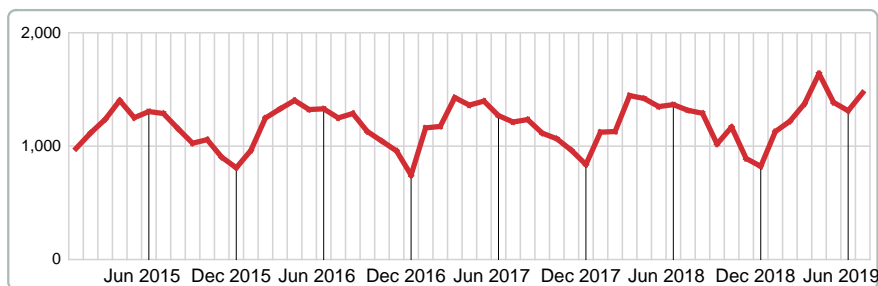
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

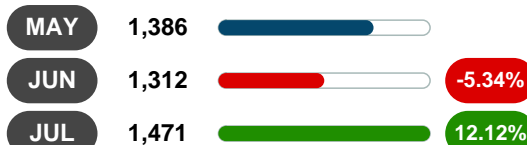


3 MONTHS

5 year JUL AVG = 1,307

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,471 above the 5 yr JUL average of 1,307



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	128	8.70%	39.7	53	67	7	1
\$75,001 - \$125,000	206	14.00%	33.2	44	146	16	0
\$125,001 - \$150,000	156	10.61%	24.5	12	130	12	2
\$150,001 - \$200,000	389	26.44%	39.6	30	278	76	5
\$200,001 - \$250,000	209	14.21%	46.0	6	93	99	11
\$250,001 - \$350,000	216	14.68%	42.2	6	67	126	17
\$350,001 and up	167	11.35%	58.6	2	37	99	29
Total Pending Units	1,471			153	818	435	65
Total Pending Volume	327,388,194	100%	40.2	17.95M	142.98M	134.14M	32.31M
Average Listing Price	\$220,091			\$117,340	\$174,796	\$308,362	\$497,153

July 2019



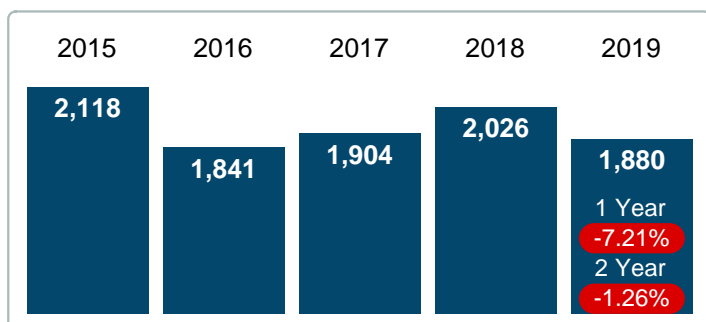
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



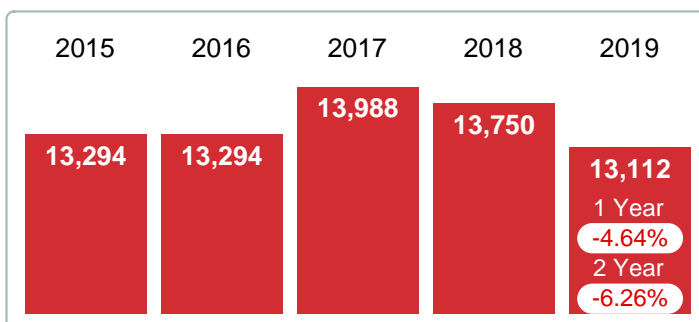
NEW LISTINGS

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

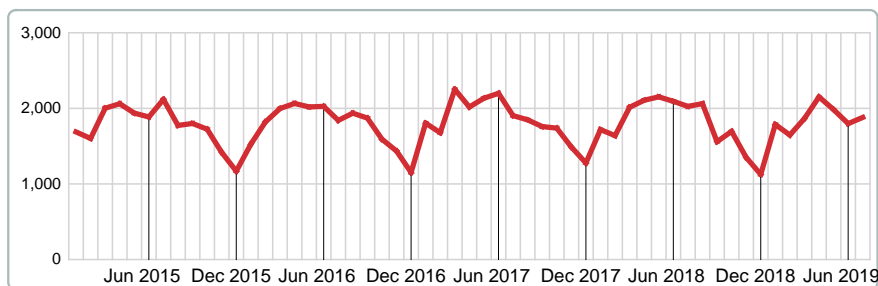
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,954

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

New Listings this month at **1,880**
below the 5 yr JUL average of **1,954**



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	153	8.14%	57	84	10	2
\$75,001 - \$125,000	221	11.76%	41	164	14	2
\$125,001 - \$150,000	195	10.37%	10	157	24	4
\$150,001 - \$225,000	560	29.79%	33	380	139	8
\$225,001 - \$300,000	304	16.17%	8	131	147	18
\$300,001 - \$425,000	255	13.56%	3	65	146	41
\$425,001 and up	192	10.21%	0	32	96	64
Total New Listed Units	1,880		152	1,013	576	139
Total New Listed Volume	487,322,545	100%	17.47M	191.60M	193.90M	84.35M
Average New Listed Listing Price	\$210,666		\$114,916	\$189,143	\$336,638	\$606,836

July 2019



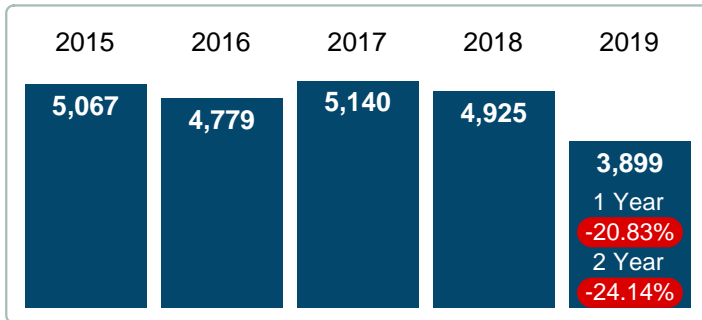
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



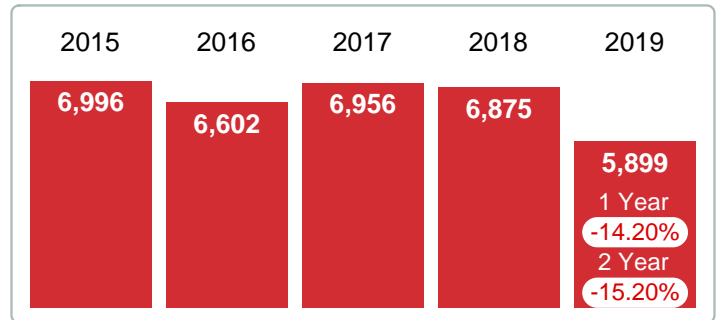
ACTIVE INVENTORY

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

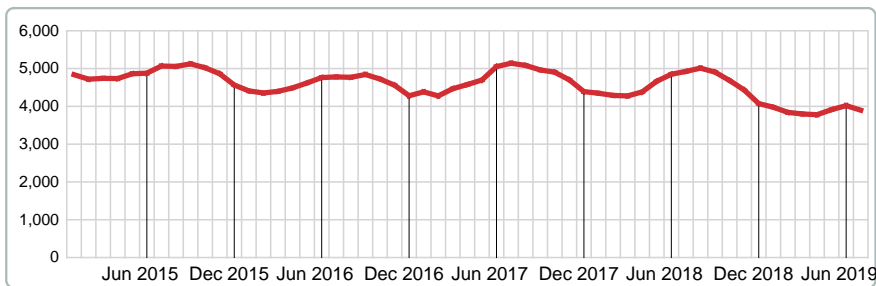
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

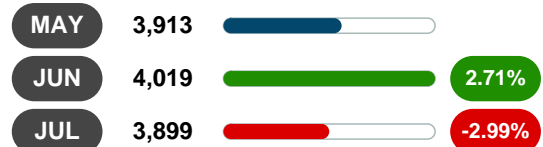


3 MONTHS

5 year JUL AVG = 4,762

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

Inventory this month at **3,899**
below the 5 yr JUL average of **4,762**



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	381	9.77%	84.6	167	178	33	3
\$75,001 - \$125,000	365	9.36%	97.5	70	242	48	5
\$125,001 - \$175,000	590	15.13%	52.9	55	408	115	12
\$175,001 - \$275,000	951	24.39%	61.8	42	497	373	39
\$275,001 - \$375,000	597	15.31%	64.9	15	171	335	76
\$375,001 - \$600,000	626	16.06%	74.4	5	109	365	147
\$600,001 and up	389	9.98%	81.9	5	41	175	168
Total Active Inventory by Units			3,899	359	1,646	1,444	450
Total Active Inventory by Volume			1,267,273,125	42.90M	351.41M	562.06M	310.90M
Average Active Inventory Listing Price			\$325,025	\$119,506	\$213,496	\$389,238	\$690,881

July 2019



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



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JULY

2015	2016	2017	2018	2019

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
3,899	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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	381	9.77%	2.98	3.09	2.70	4.50	6.00
\$75,001 - \$125,000	365	9.36%	1.88	2.10	1.71	2.69	3.16
\$125,001 - \$175,000	590	15.13%	1.92	2.97	1.71	2.50	3.35
\$175,001 - \$275,000	951	24.39%	2.82	3.88	2.85	2.69	2.84
\$275,001 - \$375,000	597	15.31%	4.56	5.00	4.43	4.40	5.70
\$375,001 - \$600,000	626	16.06%	8.75	5.00	7.27	8.49	11.68
\$600,001 and up	389	9.98%	17.16	12.00	12.95	16.03	20.57
Market Supply of Inventory (MSI)		3.27		2.96	2.43	4.25	8.41
Total Active Inventory by Units		3,899	100%	359	1,646	1,444	450

July 2019



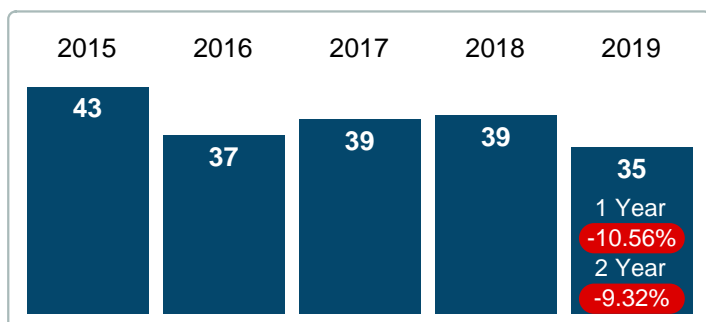
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



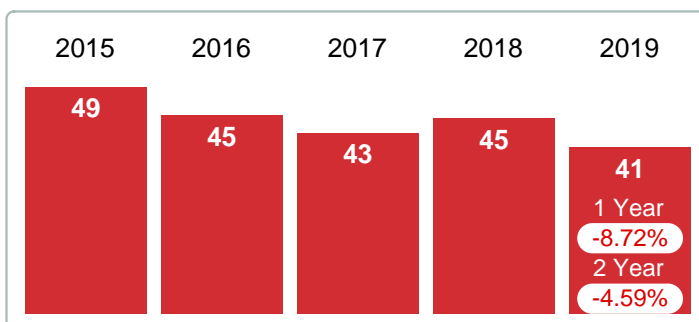
AVERAGE DAYS ON MARKET TO SALE

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

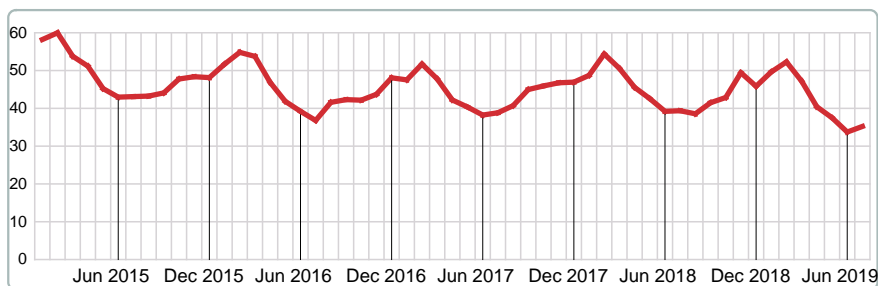
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39

High Feb 2015 60 Low Jun 2019 34

Average Days on Market to Sale this month at 35 below the 5 yr JUL average of 39



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	102	7.14%	38	47	34	24	0
\$75,001 - \$125,000	200	14.00%	27	28	27	25	3
\$125,001 - \$150,000	178	12.46%	25	28	23	33	0
\$150,001 - \$200,000	342	23.93%	30	40	26	40	28
\$200,001 - \$275,000	267	18.68%	39	33	41	38	50
\$275,001 - \$350,000	173	12.11%	44	111	34	46	62
\$350,001 and up	167	11.69%	49	89	46	46	58
Average Closed DOM			35	39	30	41	55
Total Closed Units		100%	35	119	796	444	70
Total Closed Volume			314,635,033	14.79M	140.93M	127.32M	31.60M

July 2019



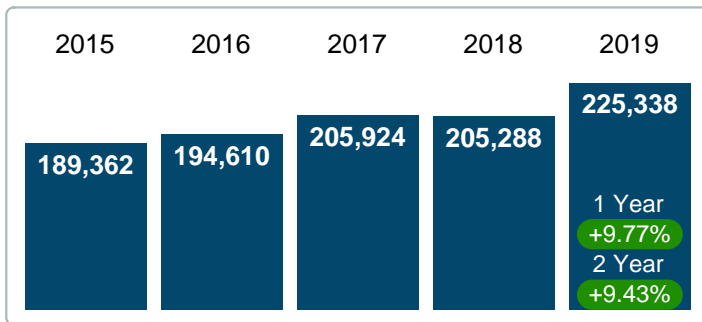
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



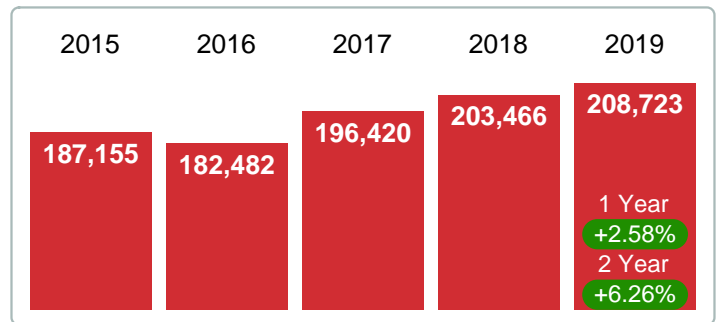
AVERAGE LIST PRICE AT CLOSING

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

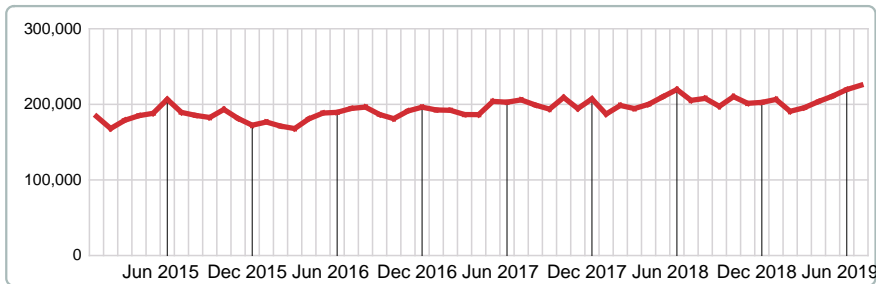
JULY



YEAR TO DATE (YTD)

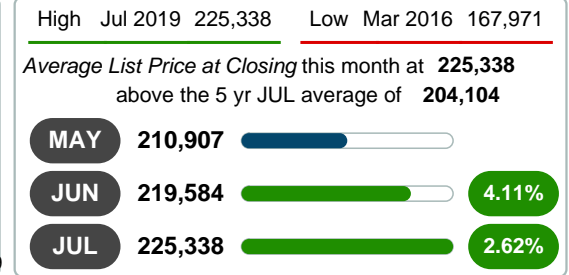


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 204,104



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	7.07%	52,659	48,089	57,442	58,140	0
\$75,001 - \$125,000	13.30%	105,241	99,931	107,768	113,491	119,000
\$125,001 - \$150,000	12.25%	139,471	142,844	141,897	142,046	0
\$150,001 - \$200,000	25.05%	174,903	174,900	173,711	179,486	180,040
\$200,001 - \$275,000	17.49%	235,902	233,300	239,073	236,204	253,708
\$275,001 - \$350,000	12.88%	309,160	326,000	314,597	310,191	318,173
\$350,001 and up	11.97%	548,596	836,500	478,526	530,371	654,765
Average List Price		225,338	129,885	180,548	293,184	466,594
Total Closed Units	100%	225,338	119	796	444	70
Total Closed Volume		322,008,021	15.46M	143.72M	130.17M	32.66M

July 2019



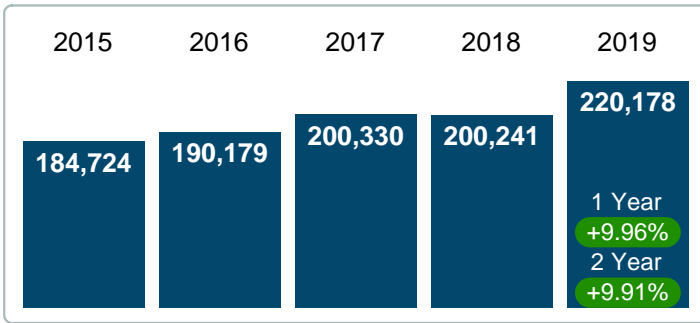
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



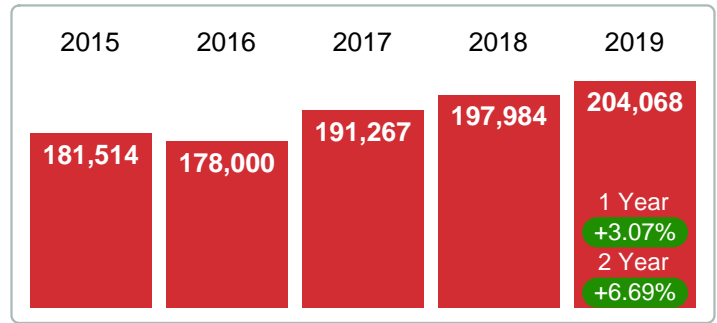
AVERAGE SOLD PRICE AT CLOSING

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

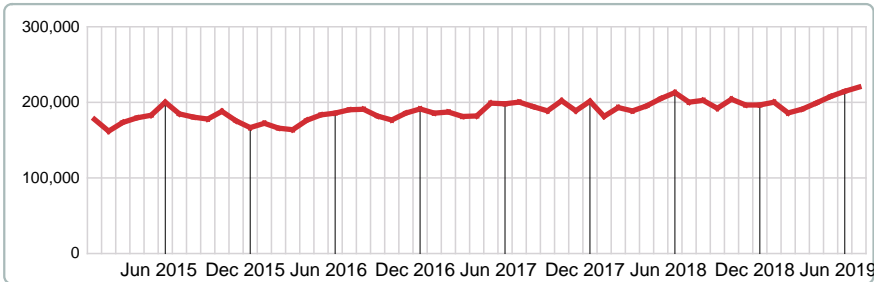
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

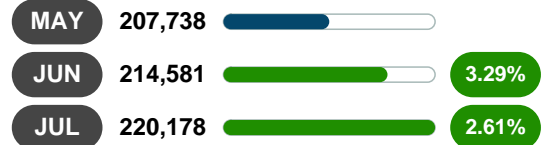


3 MONTHS

5 year JUL AVG = 199,130

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

Average Sold Price at Closing this month at **220,178** above the 5 yr JUL average of **199,130**



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	7.14%	50,459	44,066	53,942	55,960	0
\$75,001 - \$125,000	14.00%	104,301	97,400	105,696	109,654	115,000
\$125,001 - \$150,000	12.46%	139,395	137,725	139,543	139,643	0
\$150,001 - \$200,000	23.93%	173,715	175,568	172,225	177,382	180,860
\$200,001 - \$275,000	18.68%	234,228	227,914	233,957	233,422	248,123
\$275,001 - \$350,000	12.11%	307,114	319,183	309,341	305,072	308,153
\$350,001 and up	11.69%	531,351	740,000	458,200	512,200	631,557
Average Sold Price		220,178	124,247	177,047	286,750	451,475
Total Closed Units	100%	220,178	119	796	444	70
Total Closed Volume		314,635,033	14.79M	140.93M	127.32M	31.60M

July 2019



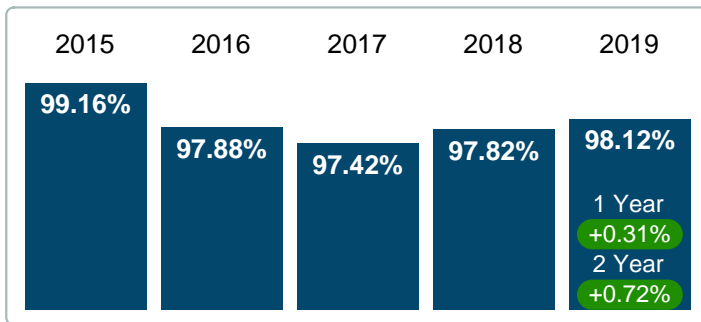
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



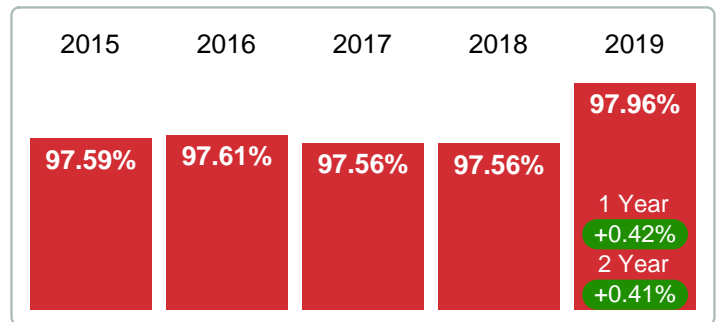
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

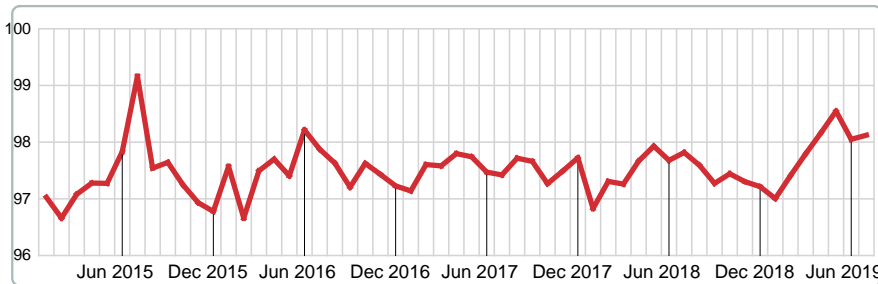
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98.08%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.12%** equal to 5 yr JUL average of **98.08%**



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	102	7.14%	93.12%	90.39%	94.64%	95.19%	0.00%
\$75,001 - \$125,000	200	14.00%	98.44%	97.85%	98.71%	97.23%	96.64%
\$125,001 - \$150,000	178	12.46%	98.32%	96.89%	98.44%	98.57%	0.00%
\$150,001 - \$200,000	342	23.93%	99.45%	106.51%	99.23%	98.94%	100.41%
\$200,001 - \$275,000	267	18.68%	98.45%	97.75%	98.07%	98.89%	97.91%
\$275,001 - \$350,000	173	12.11%	98.31%	98.01%	98.48%	98.41%	97.05%
\$350,001 and up	167	11.69%	97.14%	94.67%	96.61%	97.61%	96.57%
Average Sold/List Ratio		98.10%		96.27%	98.31%	98.42%	97.20%
Total Closed Units	1,429	100%	98.10%	119	796	444	70
Total Closed Volume	314,635,033			14.79M	140.93M	127.32M	31.60M

July 2019



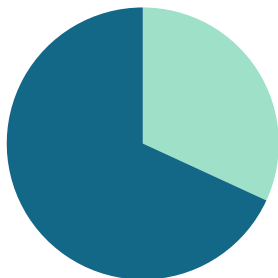
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

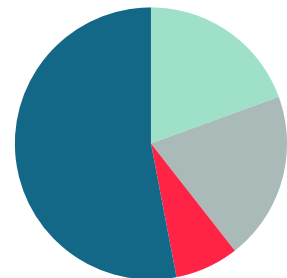


Inventory
 New Listings
1,880 = 31.87%
 Start Inventory
4,019
 Total Inventory Units
5,899
 Volume
\$1,789,002,041

Market Activity

Closed Sales
1,429 = 19.43%
 Pending Sales
1,471 = 20.00%
 Other Off Market
556 = 7.56%
 Active Inventory
3,899 = 53.01%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,373	1,429	4.08%	8,504	8,634	1.53%
Pending Sales	1,316	1,471	11.78%	9,149	9,530	4.16%
New Listings	2,026	1,880	-7.21%	13,750	13,112	-4.64%
Average List Price	205,288	225,338	9.77%	203,466	208,723	2.58%
Average Sale Price	200,241	220,178	9.96%	197,984	204,068	3.07%
Average Percent of Selling Price to List Price	97.82%	98.12%	0.31%	97.56%	97.96%	0.42%
Average Days on Market to Sale	39.37	35.21	-10.56%	45.04	41.11	-8.72%
Monthly Inventory	4,928	3,899	-20.88%	4,928	3,899	-20.88%
Months Supply of Inventory	4.17	3.27	-21.46%	4.17	3.27	-21.46%

Absorption: Last 12 months, an Average of **1,192** Sales/Month

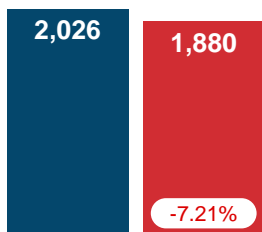
Inventory on July 31, 2019 = **3,899**

2018 **2019**

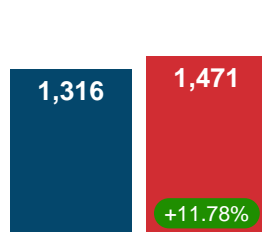
JULY MARKET

AVERAGE PRICES

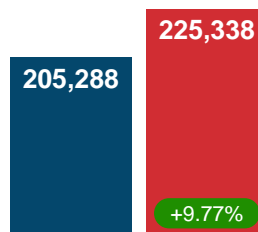
New Listings



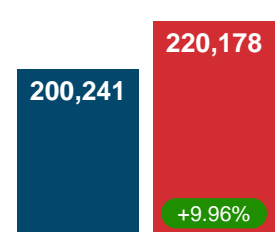
Pending Listings



List Price



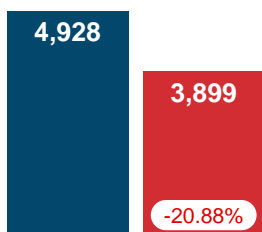
Sale Price



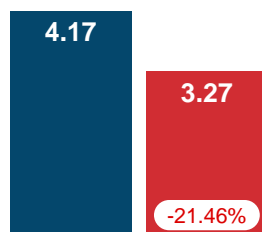
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

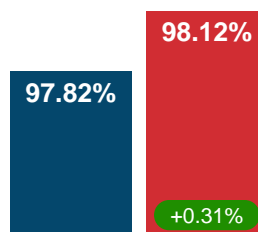
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

