

# July 2019



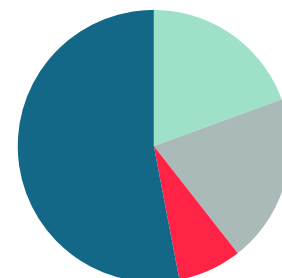
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	169,900	184,900	8.83%
Median Sale Price	168,000	180,000	7.14%
Median Percent of Selling Price to List Price	98.70%	99.27%	0.58%
Median Days on Market to Sale	23.00	19.00	-17.39%
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.

#### 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 **7.14%** in July 2019 to \$180,000 versus the previous year at \$168,000.

#### Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 4.00 days or **17.39%** in July 2019 compared to last year's same month at **23.00** DOM.

#### Sales Success for July 2019 is Positive

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

There were 1,880 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

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

### 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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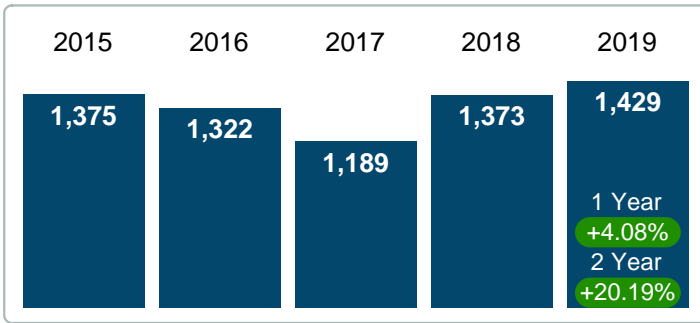
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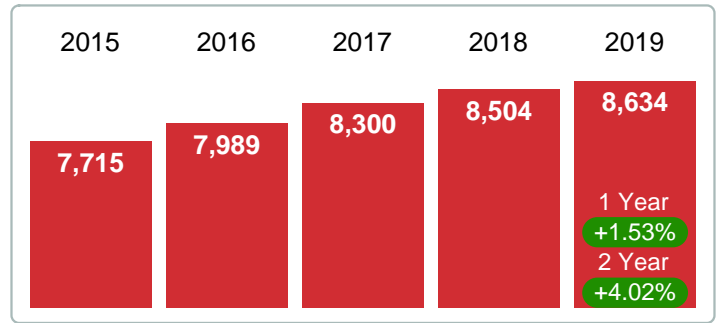
## CLOSED LISTINGS

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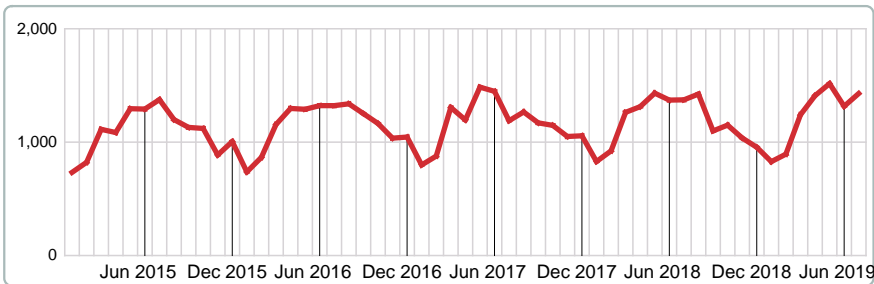
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	102	7.14%	25.0	37	60	5	0
\$75,001 - \$125,000	200	14.00%	12.0	40	148	11	1
\$125,001 - \$150,000	178	12.46%	12.0	16	134	28	0
\$150,001 - \$200,000	342	23.93%	12.5	13	242	82	5
\$200,001 - \$275,000	267	18.68%	26.0	7	117	130	13
\$275,001 - \$350,000	173	12.11%	24.0	3	62	93	15
\$350,001 and up	167	11.69%	33.0	3	33	95	36
<b>Total Closed Units</b>	<b>1,429</b>			<b>119</b>	<b>796</b>	<b>444</b>	<b>70</b>
<b>Total Closed Volume</b>	<b>314,635,033</b>	<b>100%</b>	<b>19.0</b>	<b>14.79M</b>	<b>140.93M</b>	<b>127.32M</b>	<b>31.60M</b>
<b>Median Closed Price</b>	<b>\$180,000</b>			<b>\$99,000</b>	<b>\$159,900</b>	<b>\$250,000</b>	<b>\$360,500</b>

# July 2019



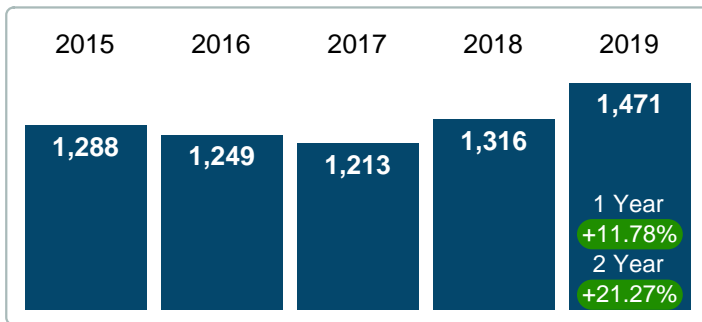
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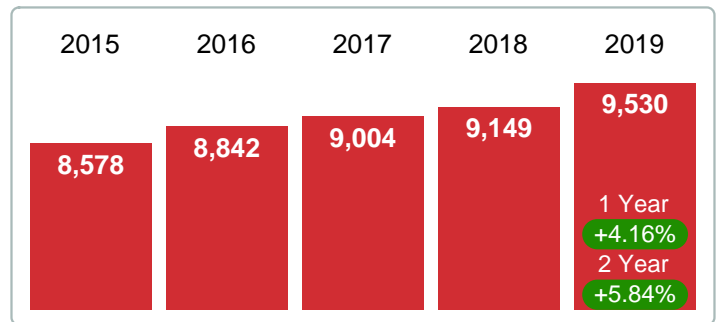
## PENDING LISTINGS

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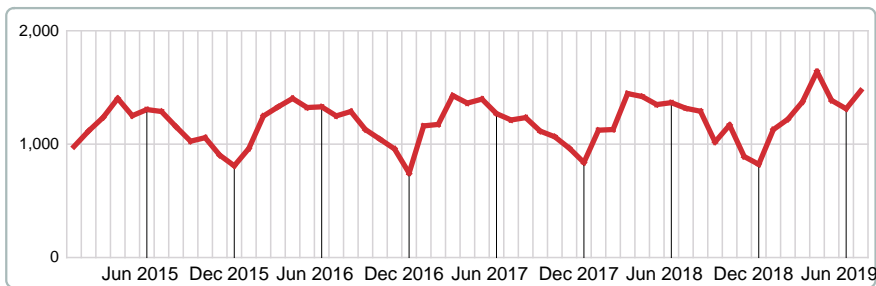
### JULY



### YEAR TO DATE (YTD)

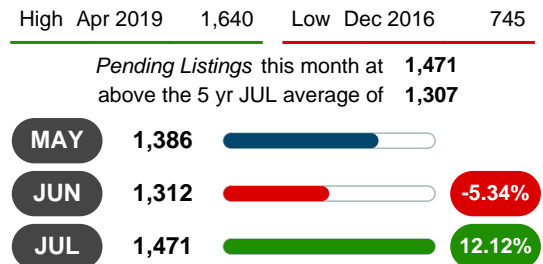


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,307



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	128	8.70%	24.5	53	67	7	1
\$75,001 - \$125,000	206	14.00%	19.0	44	146	16	0
\$125,001 - \$150,000	156	10.61%	9.5	12	130	12	2
\$150,001 - \$200,000	389	26.44%	22.0	30	278	76	5
\$200,001 - \$250,000	209	14.21%	28.0	6	93	99	11
\$250,001 - \$350,000	216	14.68%	21.5	6	67	126	17
\$350,001 and up	167	11.35%	46.0	2	37	99	29
<b>Total Pending Units</b>	<b>1,471</b>			<b>153</b>	<b>818</b>	<b>435</b>	<b>65</b>
<b>Total Pending Volume</b>	<b>327,388,194</b>	<b>100%</b>	<b>22.0</b>	<b>17.95M</b>	<b>142.98M</b>	<b>134.14M</b>	<b>32.31M</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$99,000</b>	<b>\$160,000</b>	<b>\$258,000</b>	<b>\$324,900</b>

# July 2019



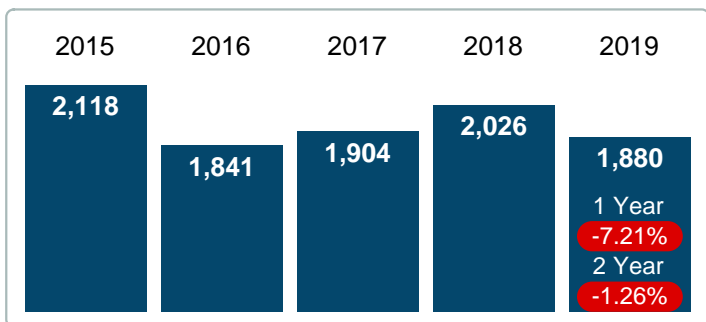
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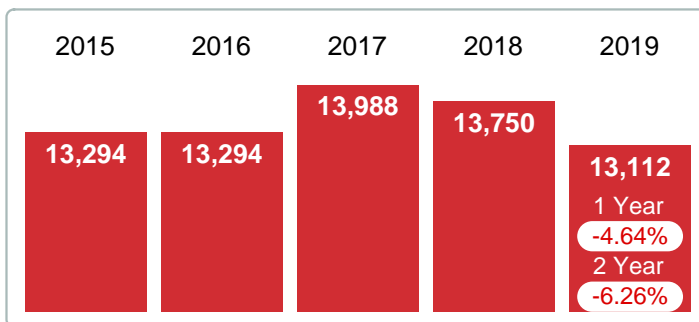
## NEW LISTINGS

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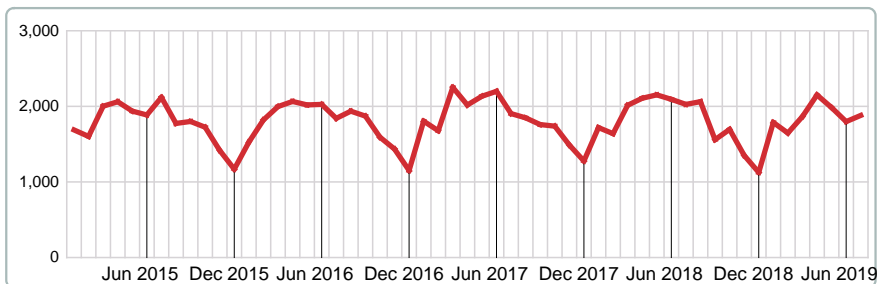
### JULY



### 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
<b>Total New Listed Units</b>	<b>1,880</b>		<b>152</b>	<b>1,013</b>	<b>576</b>	<b>139</b>
<b>Total New Listed Volume</b>	<b>487,322,545</b>	100%	<b>17.47M</b>	<b>191.60M</b>	<b>193.90M</b>	<b>84.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$194,500</b>		<b>\$96,500</b>	<b>\$165,000</b>	<b>\$279,900</b>	<b>\$414,900</b>

# July 2019



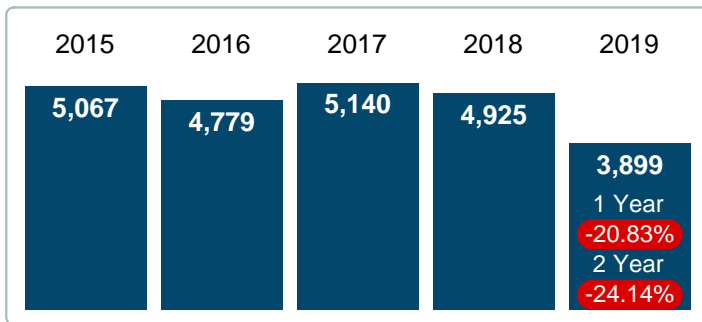
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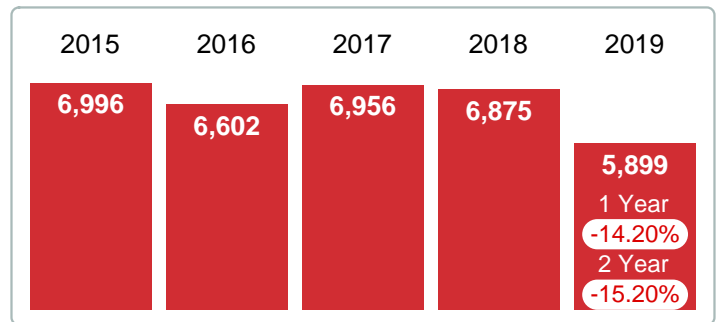
## ACTIVE INVENTORY

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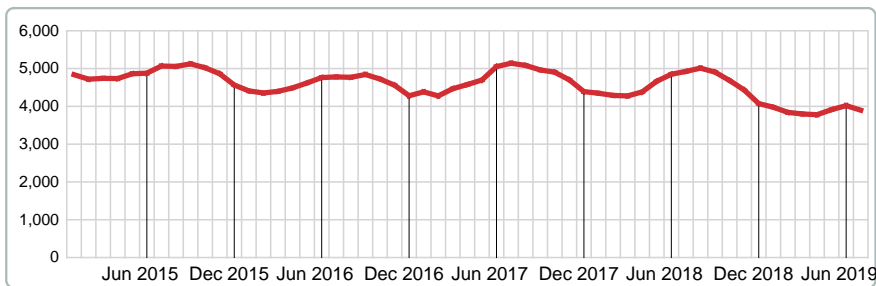
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

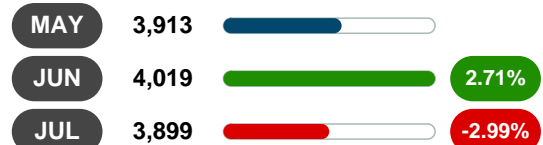


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	381	9.77%	57.0	167	178	33	3
\$75,001 - \$125,000	365	9.36%	47.0	70	242	48	5
\$125,001 - \$175,000	590	15.13%	40.0	55	408	115	12
\$175,001 - \$275,000	951	24.39%	47.0	42	497	373	39
\$275,001 - \$375,000	597	15.31%	51.0	15	171	335	76
\$375,001 - \$600,000	626	16.06%	69.0	5	109	365	147
\$600,001 and up	389	9.98%	79.0	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
Median Active Inventory Listing Price			\$237,124	\$84,900	\$175,000	\$314,900	\$525,000

# July 2019



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



## MONTHS SUPPLY of INVENTORY (MSI)

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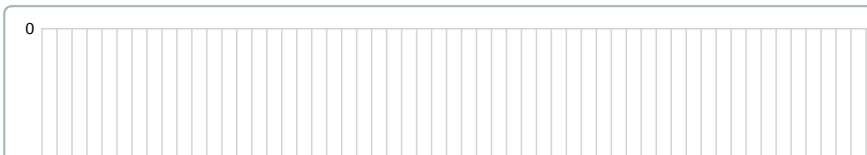
### MSI FOR JULY

2015	2016	2017	2018	2019
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### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,899</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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	inf	Low Jul 2019	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	<b>381</b>	9.77%	2.98	3.09	2.70	4.50	6.00
\$75,001 - \$125,000	<b>365</b>	9.36%	1.88	2.10	1.71	2.69	3.16
\$125,001 - \$175,000	<b>590</b>	15.13%	1.92	2.97	1.71	2.50	3.35
\$175,001 - \$275,000	<b>951</b>	24.39%	2.82	3.88	2.85	2.69	2.84
\$275,001 - \$375,000	<b>597</b>	15.31%	4.56	5.00	4.43	4.40	5.70
\$375,001 - \$600,000	<b>626</b>	16.06%	8.75	5.00	7.27	8.49	11.68
\$600,001 and up	<b>389</b>	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		100%	3,899	359	1,646	1,444	450

# July 2019



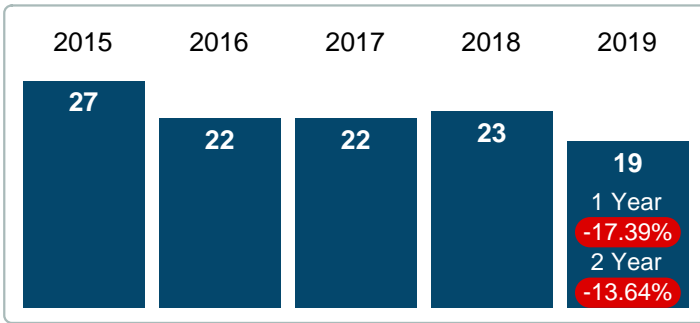
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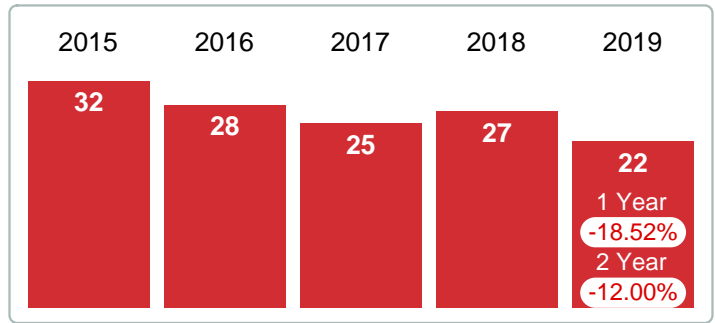
## MEDIAN DAYS ON MARKET TO SALE

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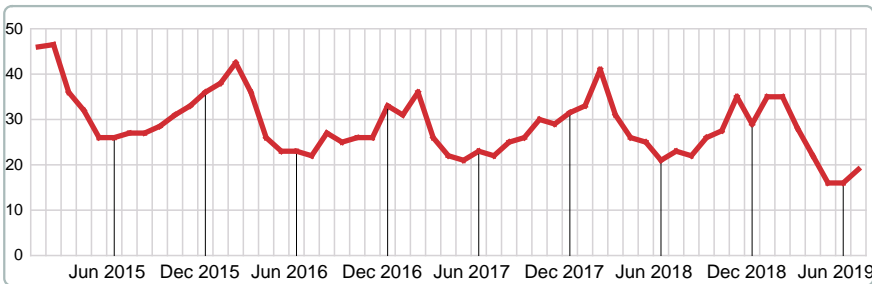
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23

High Feb 2015 47 Low Jun 2019 16

Median Days on Market to Sale this month at 19 below the 5 yr JUL average of 23



### 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	7.14%	25	28	15	14	0
\$75,001 - \$125,000	14.00%	12	14	12	20	3
\$125,001 - \$150,000	12.46%	12	6	12	19	0
\$150,001 - \$200,000	23.93%	13	18	9	25	22
\$200,001 - \$275,000	18.68%	26	9	25	25	42
\$275,001 - \$350,000	12.11%	24	89	23	24	47
\$350,001 and up	11.69%	33	79	30	27	61
Median Closed DOM		19	22	13	25	46
Total Closed Units	100%	1,429	119	796	444	70
Total Closed Volume		314,635,033	14.79M	140.93M	127.32M	31.60M

# July 2019



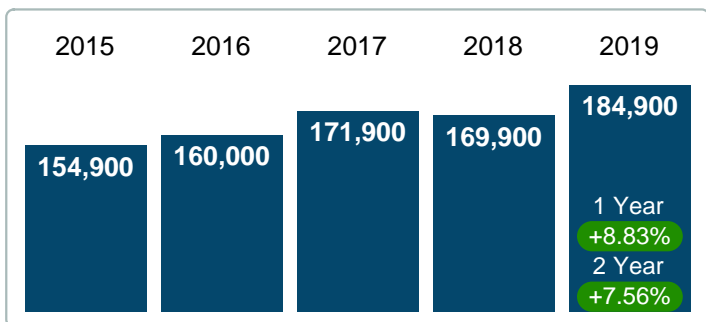
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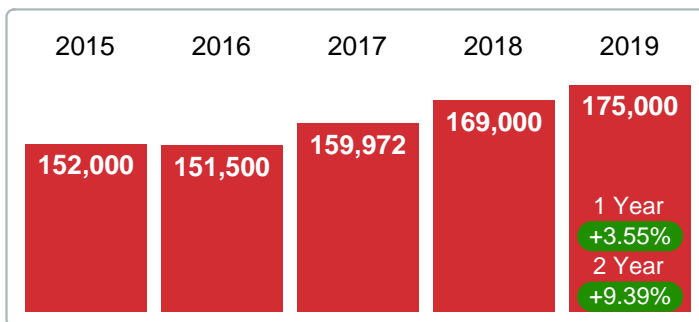
## MEDIAN LIST PRICE AT CLOSING

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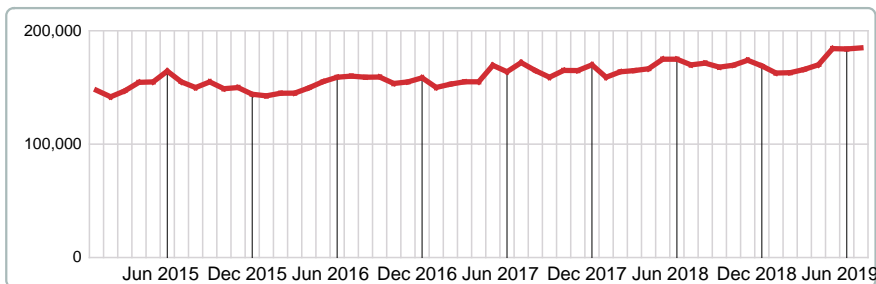
### JULY



### YEAR TO DATE (YTD)

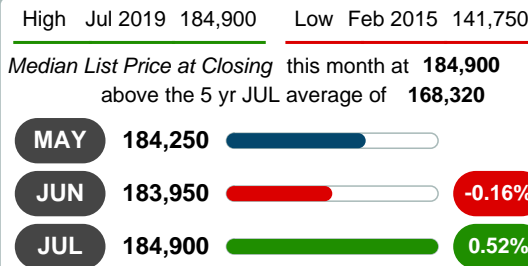


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 168,320



### 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	7.07%	57,900	44,500	59,950	52,450	0
\$75,001 - \$125,000	13.30%	108,000	99,450	110,000	106,900	119,000
\$125,001 - \$150,000	12.25%	139,900	139,000	139,900	139,900	0
\$150,001 - \$200,000	25.05%	174,900	180,000	171,724	178,000	179,000
\$200,001 - \$275,000	17.49%	234,700	229,450	232,250	230,893	255,750
\$275,001 - \$350,000	12.88%	304,750	339,250	301,400	304,500	315,000
\$350,001 and up	11.97%	440,000	1,080,000	415,000	434,900	569,000
Median List Price		184,900	100,000	160,000	250,000	376,950
Total Closed Units	100%	1,429	119	796	444	70
Total Closed Volume		322,008,021	15.46M	143.72M	130.17M	32.66M



# July 2019



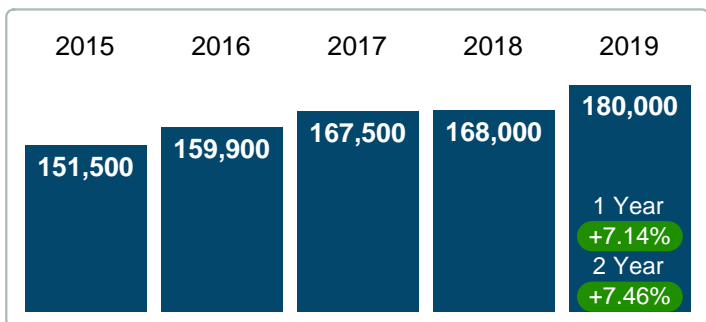
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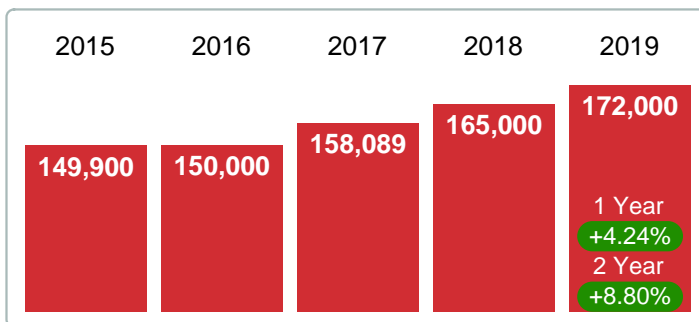
## MEDIAN SOLD PRICE AT CLOSING

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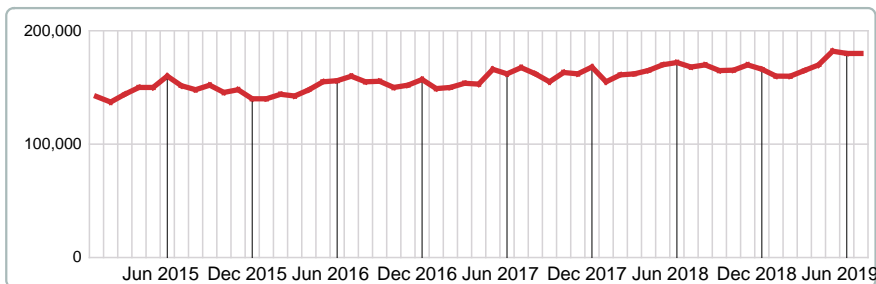
### JULY



### YEAR TO DATE (YTD)

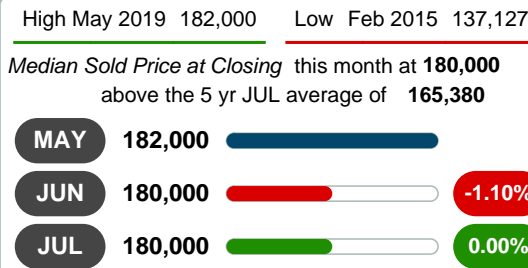


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 165,380



### 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	7.14%	56,250	40,000	59,900	65,000	0
\$75,001 - \$125,000	14.00%	105,000	96,450	109,000	112,500	115,000
\$125,001 - \$150,000	12.46%	139,700	135,000	140,000	138,500	0
\$150,001 - \$200,000	23.93%	173,000	176,900	170,500	176,200	188,900
\$200,001 - \$275,000	18.68%	230,000	223,000	229,900	230,000	250,000
\$275,001 - \$350,000	12.11%	300,000	321,750	305,143	299,000	309,500
\$350,001 and up	11.69%	432,000	365,000	415,000	429,000	558,500
<b>Median Sold Price</b>		<b>180,000</b>	<b>99,000</b>	<b>159,900</b>	<b>250,000</b>	<b>360,500</b>
<b>Total Closed Units</b>	100%	<b>1,429</b>	<b>119</b>	<b>796</b>	<b>444</b>	<b>70</b>
<b>Total Closed Volume</b>		<b>314,635,033</b>	<b>14.79M</b>	<b>140.93M</b>	<b>127.32M</b>	<b>31.60M</b>

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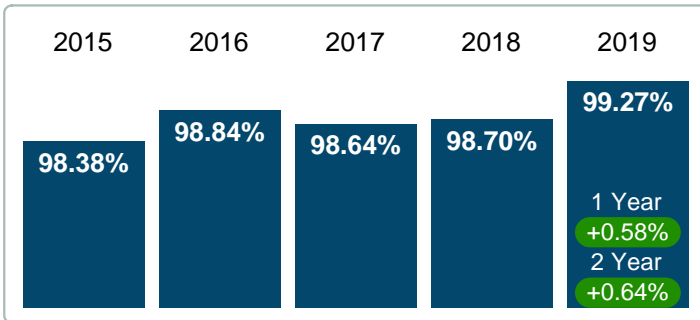
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



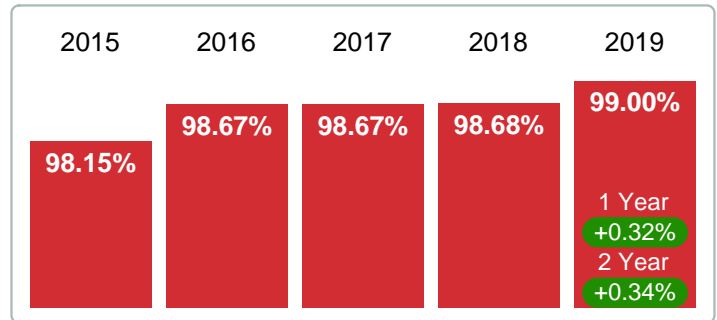
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

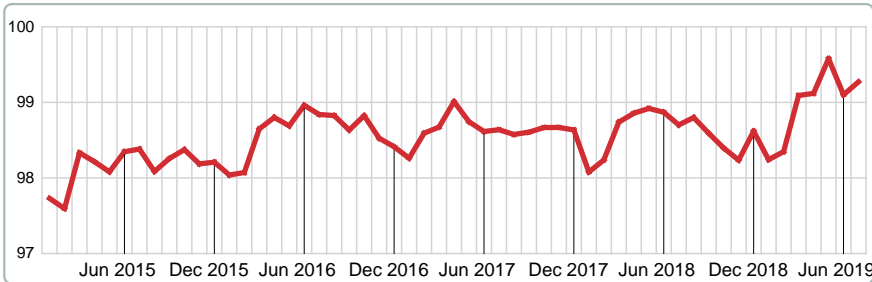
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

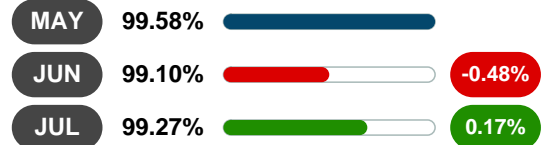


### 3 MONTHS

5 year JUL AVG = 98.77%

High May 2019 99.58% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **99.27%**  
equal to 5 yr JUL average of **98.77%**



## 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
\$75,000 and less	102	7.14%	94.34%	92.50%	95.19%	96.40%	0.00%
\$75,001 - \$125,000	200	14.00%	100.00%	98.45%	100.00%	95.62%	96.64%
\$125,001 - \$150,000	178	12.46%	100.00%	98.97%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	342	23.93%	100.00%	97.22%	100.00%	100.00%	100.00%
\$200,001 - \$275,000	267	18.68%	99.50%	96.70%	98.67%	99.84%	99.00%
\$275,001 - \$350,000	173	12.11%	98.97%	97.80%	99.85%	98.92%	97.91%
\$350,001 and up	167	11.69%	97.91%	98.65%	97.11%	98.21%	97.62%
Median Sold/List Ratio		99.27%		97.71%	99.56%	99.35%	97.96%
Total Closed Units		1,429	100%	119	796	444	70
Total Closed Volume		314,635,033		14.79M	140.93M	127.32M	31.60M

# July 2019



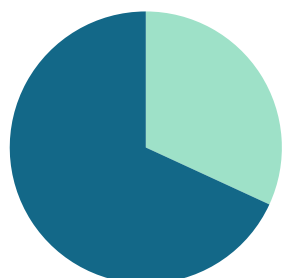
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

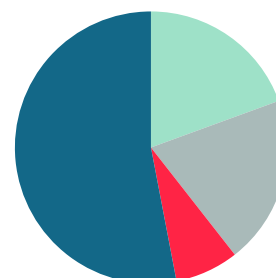


**Inventory**  
 New Listings  
**1,880 = 31.87%**  
 Start Inventory  
**4,019**  
 Total Inventory Units  
**5,899**  
 Volume  
**\$1,789,002,041**

### 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%
Median List Price	169,900	184,900	8.83%	169,000	175,000	3.55%
Median Sale Price	168,000	180,000	7.14%	165,000	172,000	4.24%
Median Percent of Selling Price to List Price	98.70%	99.27%	0.58%	98.68%	99.00%	0.32%
Median Days on Market to Sale	23.00	19.00	-17.39%	27.00	22.00	-18.52%
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

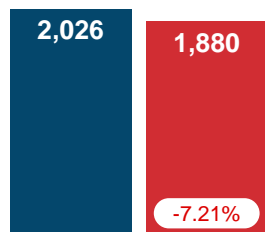
**Inventory** on July 31, 2019 = **3,899**

**2018** **2019**

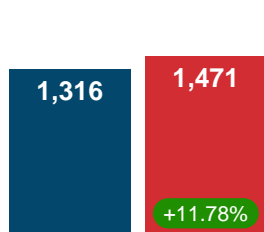
### JULY MARKET

### MEDIAN PRICES

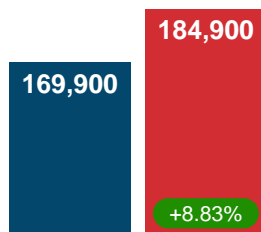
#### New Listings



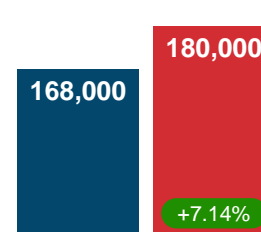
#### Pending Listings



#### List Price



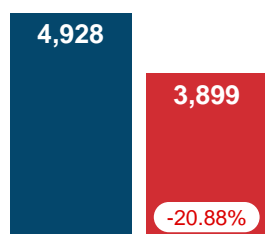
#### Sale Price



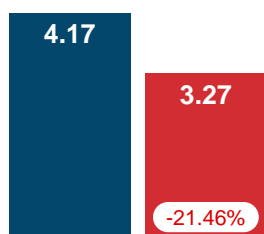
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

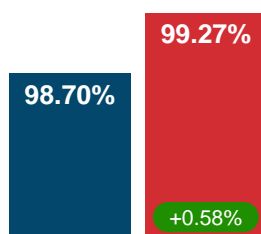
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

