

# October 2019



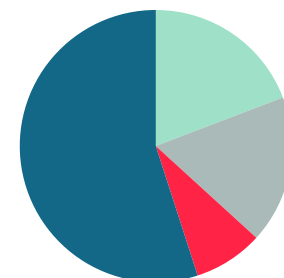
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	1,150	1,279	11.22%
Pending Listings	1,168	1,172	0.34%
New Listings	1,695	1,695	0.00%
Average List Price	210,199	207,703	-1.19%
Average Sale Price	204,127	203,087	-0.51%
Average Percent of Selling Price to List Price	97.44%	97.76%	0.32%
Average Days on Market to Sale	42.87	38.96	-9.12%
End of Month Inventory	4,683	3,664	-21.76%
Months Supply of Inventory	3.93	3.00	-23.72%



■ Closed (19.19%)  
■ Pending (17.58%)  
■ Other OffMarket (8.25%)  
■ Active (54.97%)

**Absorption:** Last 12 months, an Average of **1,221** Sales/Month  
**Active Inventory** as of October 31, 2019 = **3,664**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **21.76%** to 3,664 existing homes available for sale. Over the last 12 months this area has had an average of 1,221 closed sales per month. This represents an unsold inventory index of **3.00** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.51%** in October 2019 to \$203,087 versus the previous year at \$204,127.

#### Average Days on Market Shortens

The average number of **38.96** days that homes spent on the market before selling decreased by 3.91 days or **9.12%** in October 2019 compared to last year's same month at **42.87** DOM.

#### Sales Success for October 2019 is Positive

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

There were 1,695 New Listings in October 2019, down **0.00%** from last year at 1,695. Furthermore, there were 1,279 Closed Listings this month versus last year at 1,150, a **11.22%** increase.

Closed versus Listed trends yielded a **75.5%** ratio, up from previous year's, October 2018, at **67.8%**, a **11.22%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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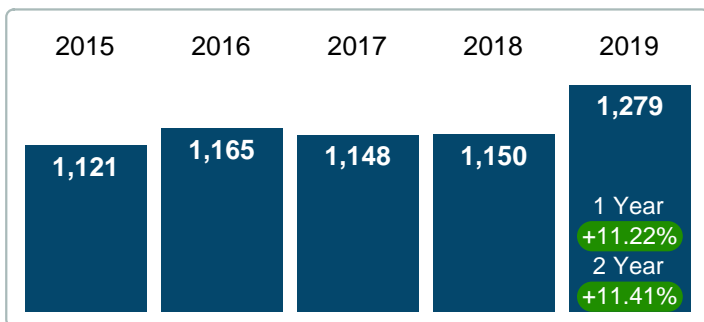
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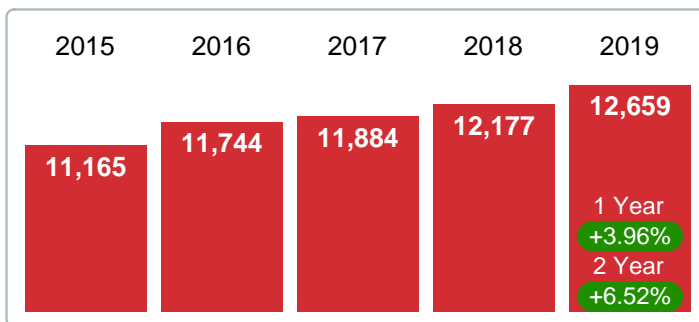
## CLOSED LISTINGS

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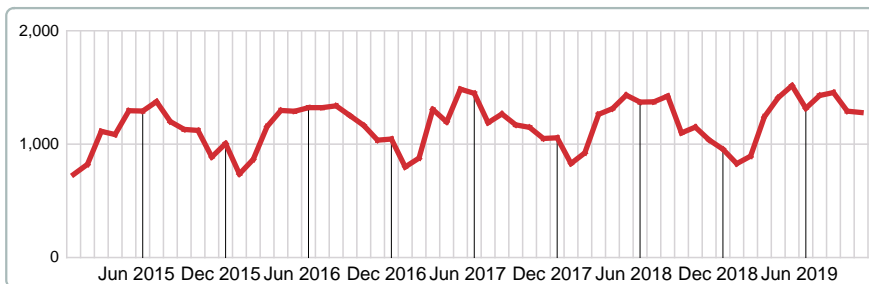
### OCTOBER



### YEAR TO DATE (YTD)

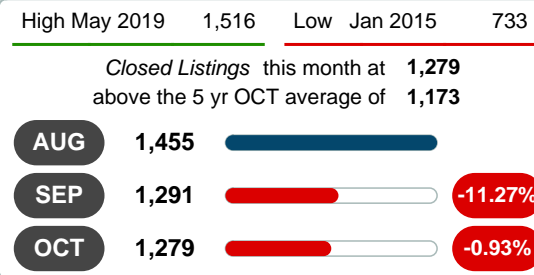


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,173



### 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	132	10.32%	46.2	57	62	12	1
\$75,001 - \$100,000	92	7.19%	20.9	23	63	6	0
\$100,001 - \$150,000	260	20.33%	27.1	26	198	31	5
\$150,001 - \$200,000	314	24.55%	34.2	20	207	83	4
\$200,001 - \$250,000	160	12.51%	38.0	6	98	53	3
\$250,001 - \$350,000	184	14.39%	54.3	2	64	106	12
\$350,001 and up	137	10.71%	58.1	2	39	74	22
<b>Total Closed Units</b>	<b>1,279</b>			<b>136</b>	<b>731</b>	<b>365</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>259,748,024</b>	<b>100%</b>	<b>39.0</b>	<b>14.03M</b>	<b>130.14M</b>	<b>98.07M</b>	<b>17.51M</b>
<b>Average Closed Price</b>	<b>\$203,087</b>			<b>\$103,155</b>	<b>\$178,034</b>	<b>\$268,674</b>	<b>\$372,551</b>

# October 2019



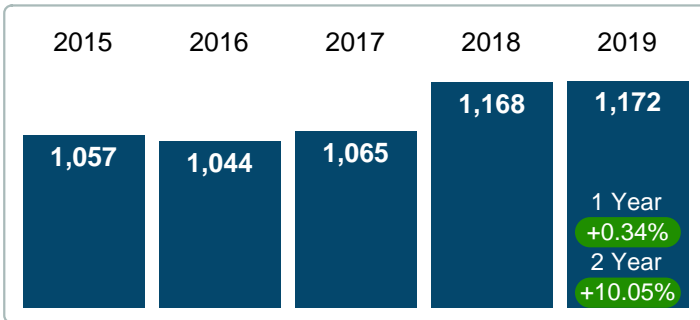
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



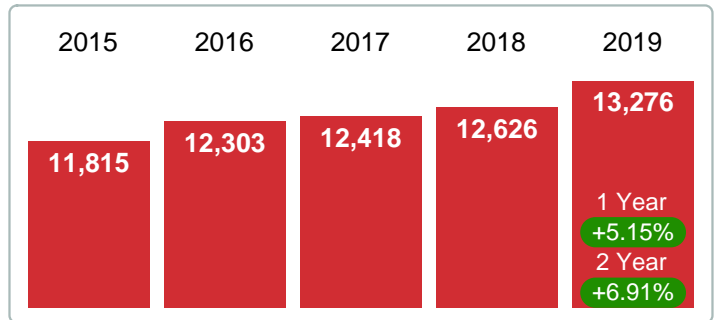
## PENDING LISTINGS

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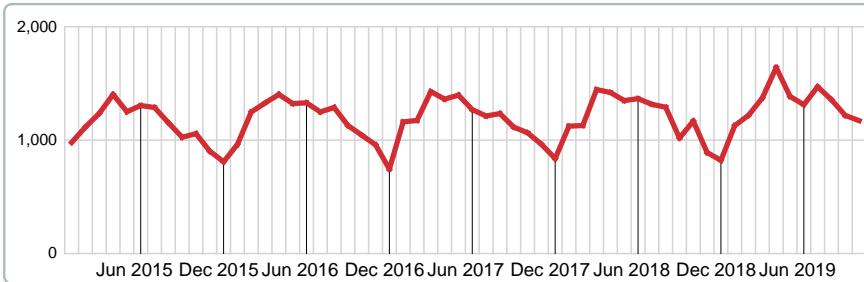
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

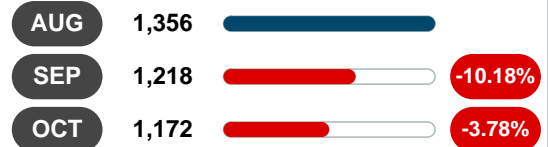


### 3 MONTHS

5 year OCT AVG = 1,101

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,172 above the 5 yr OCT average of 1,101



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	84	7.17%	45.7	46	31	7	0
\$50,001 - \$100,000	142	12.12%	38.3	49	83	10	0
\$100,001 - \$125,000	90	7.68%	28.8	10	71	7	2
\$125,001 - \$175,000	301	25.68%	33.1	22	230	44	5
\$175,001 - \$250,000	258	22.01%	38.8	5	150	98	5
\$250,001 - \$350,000	159	13.57%	56.1	5	51	91	12
\$350,001 and up	138	11.77%	61.3	3	21	88	26
<b>Total Pending Units</b>	<b>1,172</b>			<b>140</b>	<b>637</b>	<b>345</b>	<b>50</b>
<b>Total Pending Volume</b>	<b>246,337,800</b>	<b>100%</b>	<b>41.7</b>	<b>13.86M</b>	<b>108.13M</b>	<b>102.12M</b>	<b>22.23M</b>
<b>Average Listing Price</b>	<b>\$211,002</b>			<b>\$98,968</b>	<b>\$169,750</b>	<b>\$295,999</b>	<b>\$444,640</b>

# October 2019



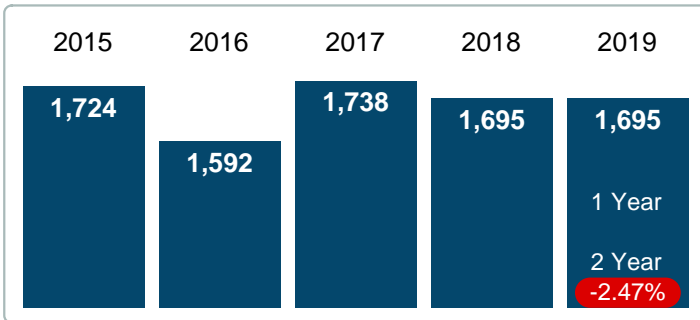
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



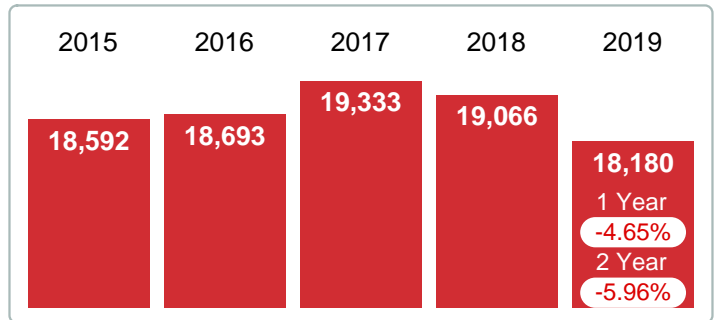
## NEW LISTINGS

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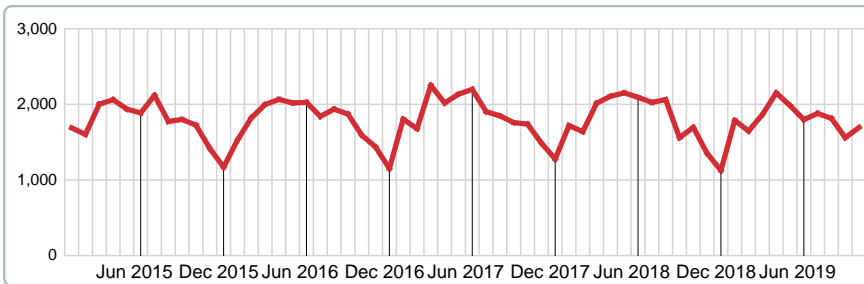
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,689

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

New Listings this month at 1,695 above the 5 yr OCT average of 1,689



### 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	166	9.79%	82	77	7	0
\$75,001 - \$125,000	213	12.57%	40	156	14	3
\$125,001 - \$150,000	170	10.03%	13	135	20	2
\$150,001 - \$225,000	432	25.49%	23	271	130	8
\$225,001 - \$325,000	307	18.11%	17	137	135	18
\$325,001 - \$425,000	213	12.57%	1	54	133	25
\$425,001 and up	194	11.45%	0	27	107	60
<b>Total New Listed Units</b>	<b>1,695</b>		<b>176</b>	<b>857</b>	<b>546</b>	<b>116</b>
<b>Total New Listed Volume</b>	<b>435,120,458</b>	<b>100%</b>	<b>18.51M</b>	<b>162.22M</b>	<b>184.75M</b>	<b>69.63M</b>
<b>Average New Listed Listing Price</b>	<b>\$209,051</b>		<b>\$105,174</b>	<b>\$189,293</b>	<b>\$338,373</b>	<b>\$600,294</b>

# October 2019



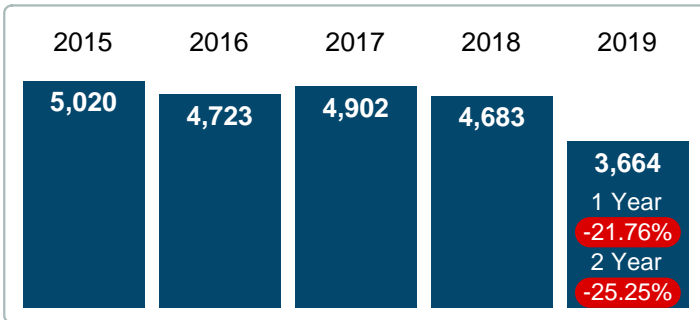
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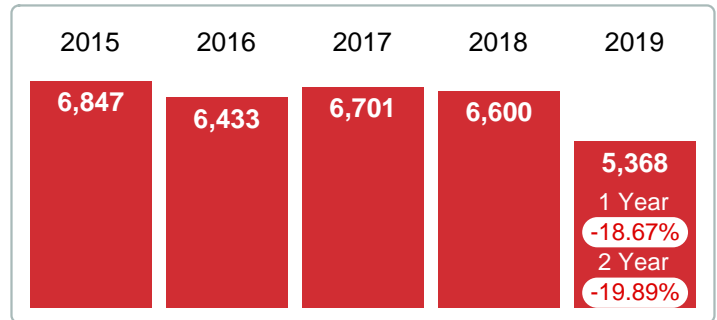
## ACTIVE INVENTORY

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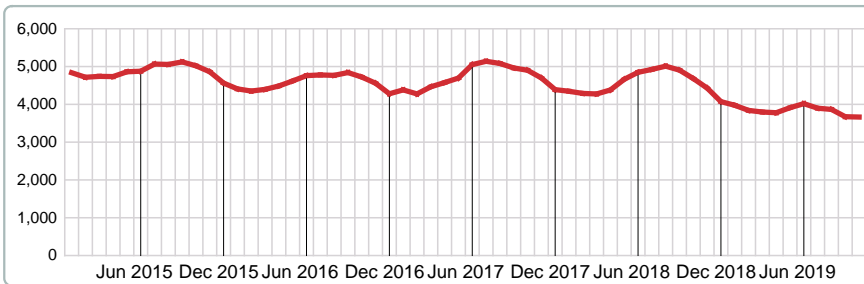
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS

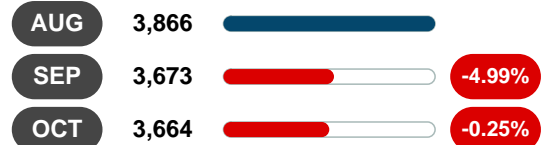


### 3 MONTHS

5 year OCT AVG = 4,598

High Jul 2017 5,139 Low Oct 2019 3,664

Inventory this month at **3,664**  
below the 5 yr OCT average of **4,598**



### 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	324	8.84%	87.7	148	148	26	2
\$75,001 - \$125,000	340	9.28%	58.3	72	229	34	5
\$125,001 - \$175,000	505	13.78%	53.9	51	356	89	9
\$175,001 - \$300,000	1,120	30.57%	62.2	53	544	467	56
\$300,001 - \$400,000	557	15.20%	68.1	7	166	323	61
\$400,001 - \$575,000	427	11.65%	74.7	3	82	244	98
\$575,001 and up	391	10.67%	83.8	1	39	181	170
Total Active Inventory by Units			3,664	335	1,564	1,364	401
Total Active Inventory by Volume			1,197,268,678	39.13M	341.45M	527.95M	288.74M
Average Active Inventory Listing Price			\$326,765	\$116,812	\$218,316	\$387,058	\$720,058

# October 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 OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,664</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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr OCT average of <b>inf</b>			
<b>AUG</b>	inf		
<b>SEP</b>	inf		%
<b>OCT</b>	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>324</b>	8.84%	2.54	2.81	2.24	3.15	3.43
\$75,001 - \$125,000	<b>340</b>	9.28%	1.77	2.08	1.64	2.07	2.86
\$125,001 - \$175,000	<b>505</b>	13.78%	1.60	2.47	1.47	1.82	2.35
\$175,001 - \$300,000	<b>1,120</b>	30.57%	2.77	3.79	2.70	2.74	3.14
\$300,001 - \$400,000	<b>557</b>	15.20%	5.29	3.82	5.64	5.09	5.81
\$400,001 - \$575,000	<b>427</b>	11.65%	8.57	4.50	7.34	8.85	9.41
\$575,001 and up	<b>391</b>	10.67%	14.35	3.00	9.36	12.85	19.62
Market Supply of Inventory (MSI)			3.00	2.69	2.26	3.91	7.48
Total Active Inventory by Units		100%	3,664	335	1,564	1,364	401

# October 2019



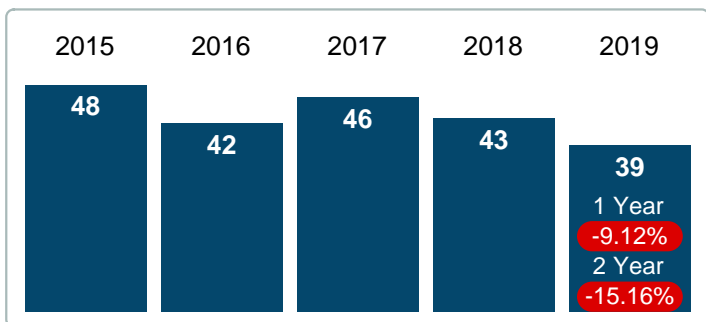
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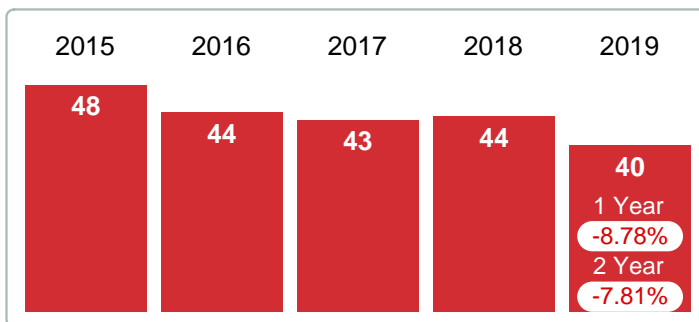
## AVERAGE DAYS ON MARKET TO SALE

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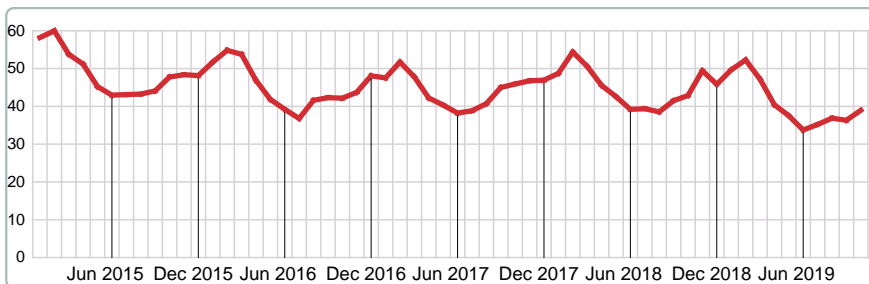
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 44

High Feb 2015 60 Low Jun 2019 34

Average Days on Market to Sale this month at 39 below the 5 yr OCT average of 44



## 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	132	10.32%	46	54	40	39	61
\$75,001 - \$100,000	92	7.19%	21	12	23	32	0
\$100,001 - \$150,000	260	20.33%	27	29	25	32	59
\$150,001 - \$200,000	314	24.55%	34	34	33	37	34
\$200,001 - \$250,000	160	12.51%	38	32	38	41	9
\$250,001 - \$350,000	184	14.39%	54	44	40	62	67
\$350,001 and up	137	10.71%	58	42	51	53	90
Average Closed DOM			39	38	33	48	70
Total Closed Units		100%	39	136	731	365	47
Total Closed Volume			259,748,024	14.03M	130.14M	98.07M	17.51M

# October 2019



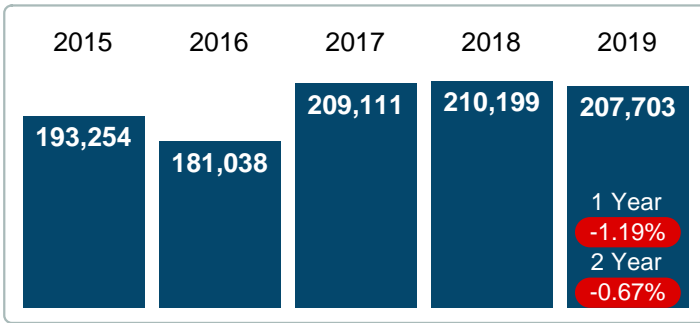
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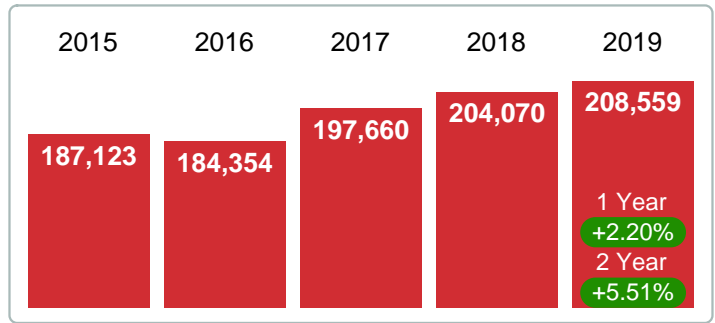
## AVERAGE LIST PRICE AT CLOSING

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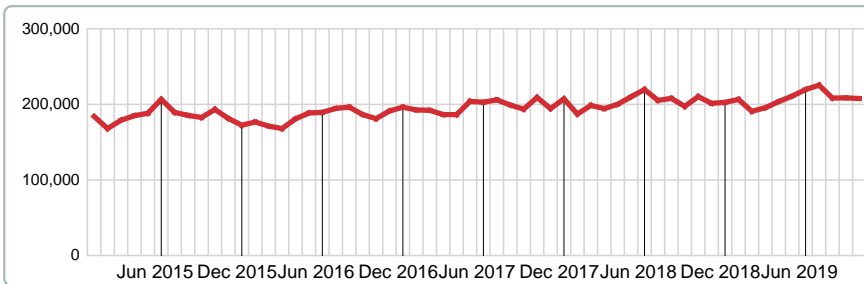
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

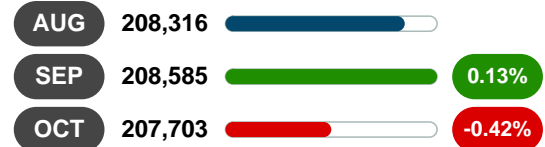


### 3 MONTHS

5 year OCT AVG = 200,261

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

Average List Price at Closing this month at **207,703**  
above the 5 yr OCT average of **200,261**



### 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	9.77%	50,175	50,899	52,716	55,875	39,900
\$75,001 - \$100,000	6.80%	88,609	88,056	93,502	100,317	0
\$100,001 - \$150,000	20.48%	130,959	124,884	132,996	140,034	126,640
\$150,001 - \$200,000	24.63%	175,528	176,645	176,270	180,166	177,225
\$200,001 - \$250,000	12.82%	227,091	226,650	228,970	230,469	220,967
\$250,001 - \$350,000	14.54%	295,032	287,400	291,424	299,494	296,613
\$350,001 and up	10.95%	499,644	440,000	507,905	480,820	569,978
<b>Average List Price</b>		<b>207,703</b>	<b>106,773</b>	<b>181,776</b>	<b>274,271</b>	<b>386,038</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>207,703</b>	<b>136</b>	<b>731</b>	<b>365</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>265,652,526</b>	<b>14.52M</b>	<b>132.88M</b>	<b>100.11M</b>	<b>18.14M</b>



# October 2019



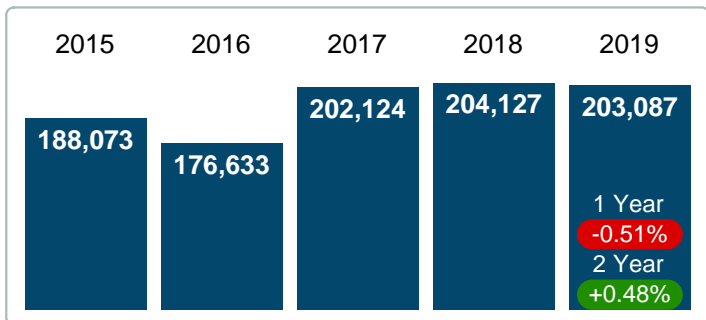
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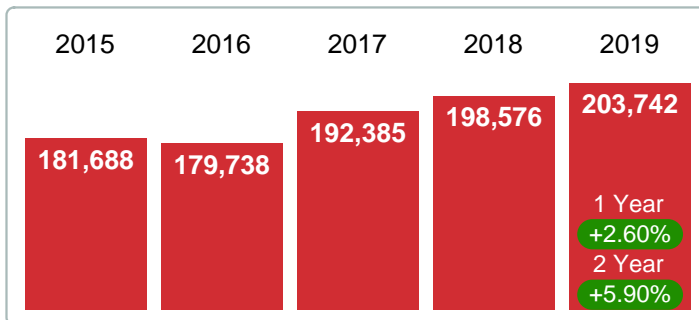
## AVERAGE SOLD PRICE AT CLOSING

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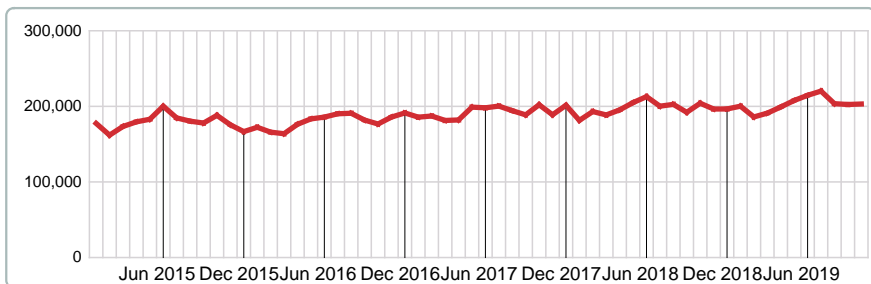
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

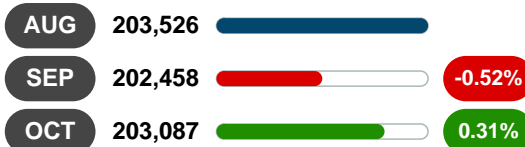


### 3 MONTHS

5 year OCT AVG = 194,809

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

Average Sold Price at Closing this month at **203,087** above the 5 yr OCT average of **194,809**



### 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 <b>132</b>	10.32%	48,681	47,113	49,996	51,308	25,000
\$75,001 - \$100,000 <b>92</b>	7.19%	87,699	85,609	88,719	85,002	0
\$100,001 - \$150,000 <b>260</b>	20.33%	129,823	122,358	129,820	137,210	122,980
\$150,001 - \$200,000 <b>314</b>	24.55%	174,792	172,670	173,820	177,749	174,375
\$200,001 - \$250,000 <b>160</b>	12.51%	226,578	220,500	226,482	227,939	217,800
\$250,001 - \$350,000 <b>184</b>	14.39%	291,644	283,500	288,585	294,080	287,805
\$350,001 and up <b>137</b>	10.71%	486,861	425,000	489,853	468,652	548,428
<b>Average Sold Price</b>		<b>203,087</b>	<b>103,155</b>	<b>178,034</b>	<b>268,674</b>	<b>372,551</b>
<b>Total Closed Units</b>		<b>1,279</b>	<b>136</b>	<b>731</b>	<b>365</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>259,748,024</b>	<b>14.03M</b>	<b>130.14M</b>	<b>98.07M</b>	<b>17.51M</b>

# October 2019



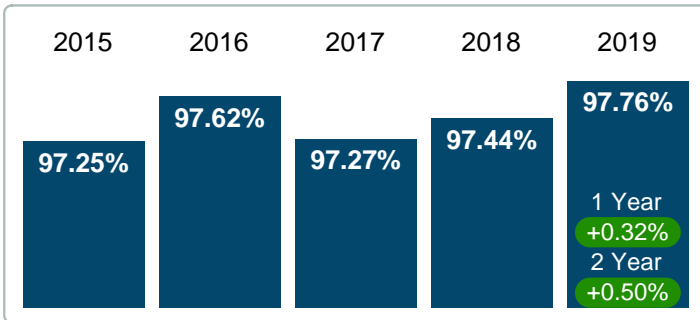
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



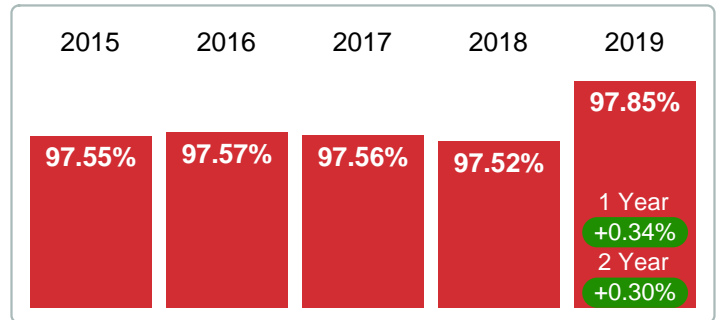
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

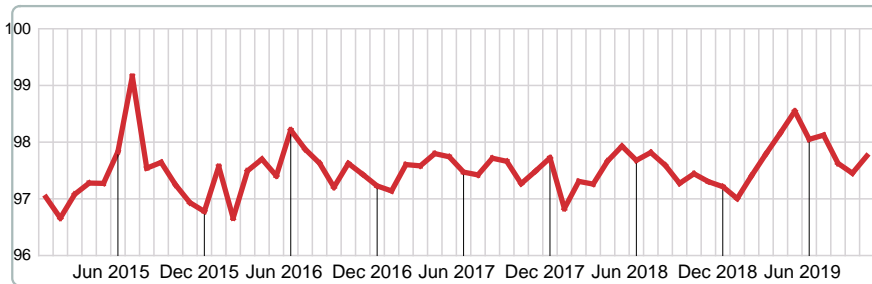
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

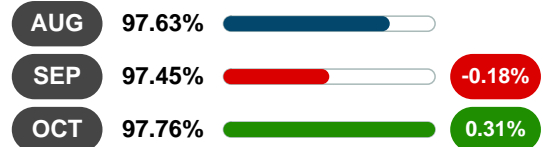


### 3 MONTHS

5 year OCT AVG = 97.47%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.76%**  
above the 5 yr OCT average of **97.47%**



### 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	132	10.32%	93.85%	92.46%	96.09%	91.51%	62.66%
\$75,001 - \$100,000	92	7.19%	95.65%	97.49%	95.45%	90.78%	0.00%
\$100,001 - \$150,000	260	20.33%	97.85%	98.12%	97.75%	98.33%	97.24%
\$150,001 - \$200,000	314	24.55%	98.68%	97.98%	98.72%	98.74%	98.60%
\$200,001 - \$250,000	160	12.51%	99.00%	97.97%	99.11%	98.93%	98.64%
\$250,001 - \$350,000	184	14.39%	98.79%	98.65%	99.87%	98.32%	97.18%
\$350,001 and up	137	10.71%	97.82%	96.51%	97.52%	97.98%	97.91%
Average Sold/List Ratio		97.80%		95.60%	98.04%	98.09%	97.01%
Total Closed Units		1,279	100%	136	731	365	47
Total Closed Volume		259,748,024		14.03M	130.14M	98.07M	17.51M

# October 2019



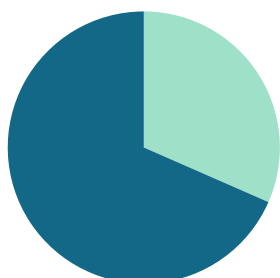
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

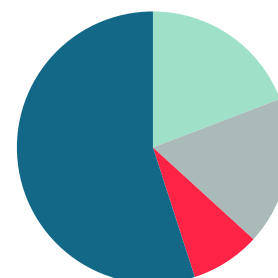


**Inventory**  
 New Listings  
**1,695 = 31.57%**  
 Start Inventory  
**3,674**  
 Total Inventory Units  
**5,369**  
 Volume  
**\$1,637,932,261**

### Market Activity

Closed Sales  
**1,279 = 19.19%**  
 Pending Sales  
**1,172 = 17.58%**  
 Other Off Market  
**550 = 8.25%**  
 Active Inventory  
**3,664 = 54.97%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,150	1,279	11.22%	12,177	12,659	3.96%
Pending Sales	1,168	1,172	0.34%	12,626	13,276	5.15%
New Listings	1,695	1,695	0.00%	19,066	18,180	-4.65%
Average List Price	210,199	207,703	-1.19%	204,070	208,559	2.20%
Average Sale Price	204,127	203,087	-0.51%	198,576	203,742	2.60%
Average Percent of Selling Price to List Price	97.44%	97.76%	0.32%	97.52%	97.85%	0.34%
Average Days on Market to Sale	42.87	38.96	-9.12%	43.76	39.92	-8.78%
Monthly Inventory	4,683	3,664	-21.76%	4,683	3,664	-21.76%
Months Supply of Inventory	3.93	3.00	-23.72%	3.93	3.00	-23.72%

**Absorption:** Last 12 months, an Average of **1,221** Sales/Month

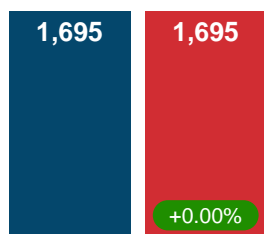
**Inventory** on October 31, 2019 = **3,664**

**2018** **2019**

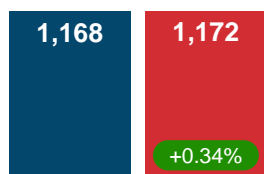
### OCTOBER MARKET

### AVERAGE PRICES

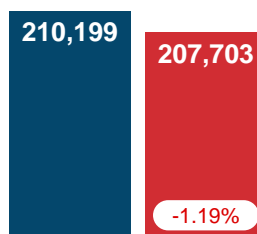
#### New Listings



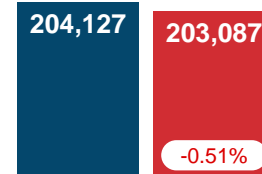
#### Pending Listings



#### List Price



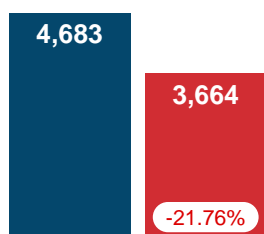
#### Sale Price



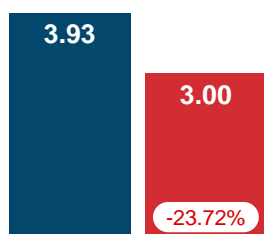
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

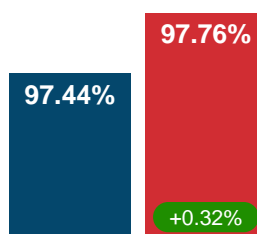
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

