

October 2019



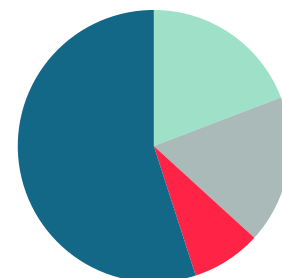
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	169,650	175,000	3.15%
Median Sale Price	165,250	174,500	5.60%
Median Percent of Selling Price to List Price	98.40%	98.86%	0.48%
Median Days on Market to Sale	27.50	20.00	-27.27%
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.

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 **5.60%** in October 2019 to \$174,500 versus the previous year at \$165,250.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 7.50 days or **27.27%** in October 2019 compared to last year's same month at **27.50** DOM.

Sales Success for October 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 1,695 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.

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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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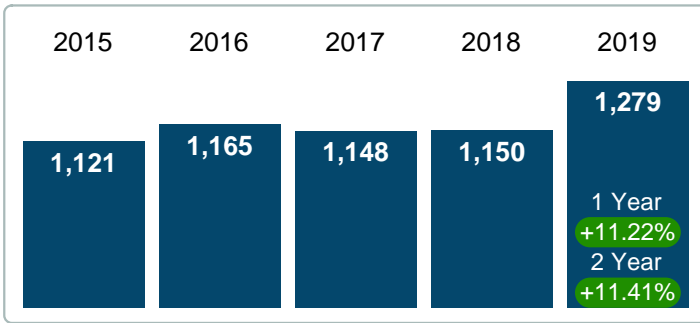
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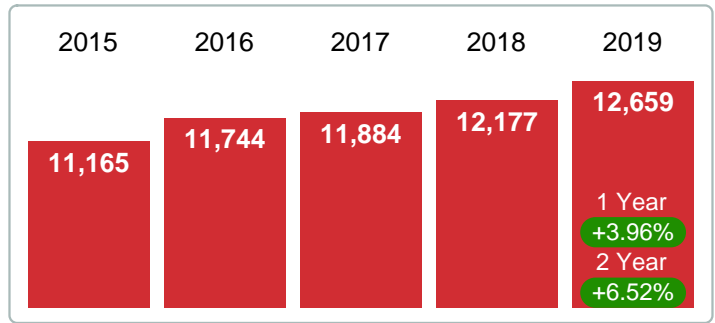
CLOSED LISTINGS

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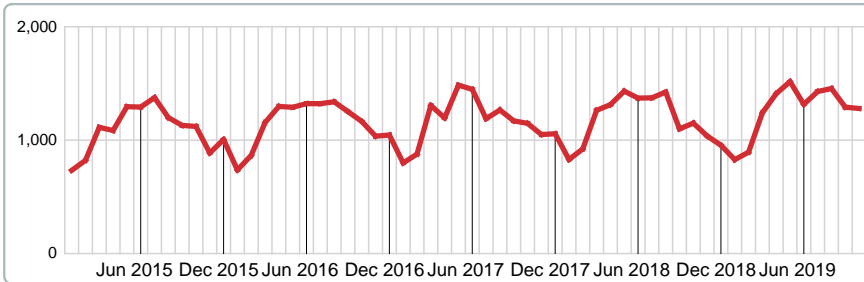
OCTOBER



YEAR TO DATE (YTD)

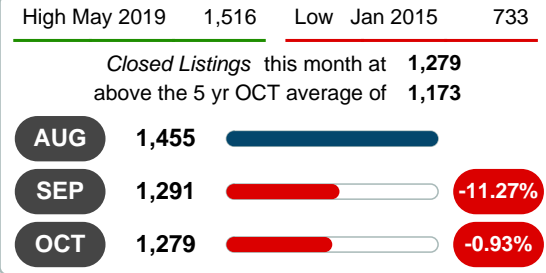


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,173



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	132	10.32%	22.5	57	62	12	1
\$75,001 - \$100,000	92	7.19%	10.0	23	63	6	0
\$100,001 - \$150,000	260	20.33%	14.0	26	198	31	5
\$150,001 - \$200,000	314	24.55%	18.0	20	207	83	4
\$200,001 - \$250,000	160	12.51%	21.5	6	98	53	3
\$250,001 - \$350,000	184	14.39%	36.5	2	64	106	12
\$350,001 and up	137	10.71%	43.0	2	39	74	22
Total Closed Units	1,279			136	731	365	47
Total Closed Volume	259,748,024	100%	20.0	14.03M	130.14M	98.07M	17.51M
Median Closed Price	\$174,500			\$82,250	\$159,900	\$250,000	\$330,000

October 2019



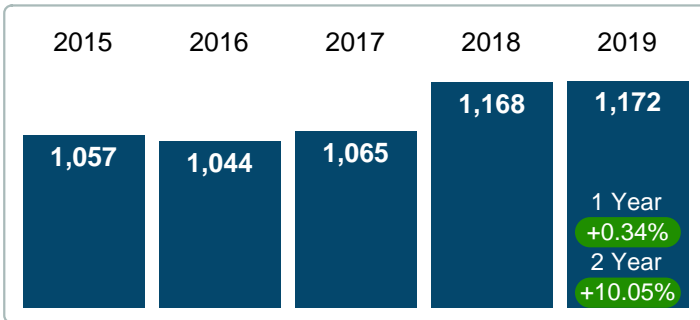
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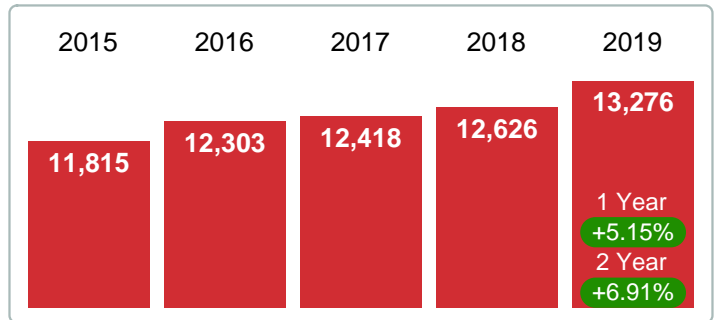
PENDING LISTINGS

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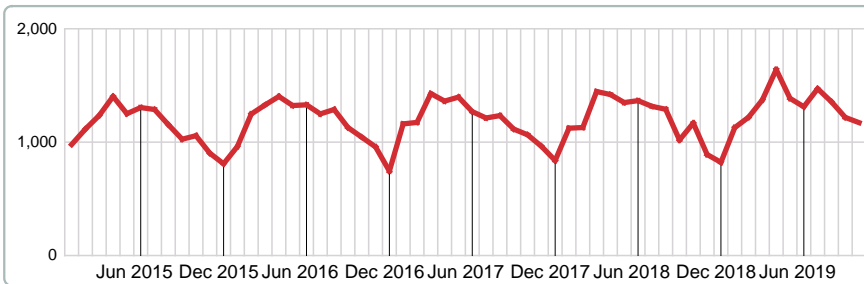
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

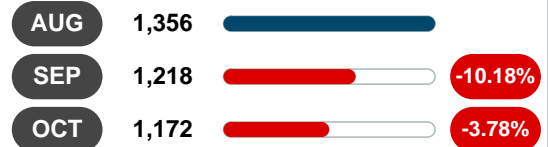


3 MONTHS

5 year OCT AVG = 1,101

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	84	7.17%	21.0	46	31	7	0
\$50,001 - \$100,000	142	12.12%	20.5	49	83	10	0
\$100,001 - \$125,000	90	7.68%	11.0	10	71	7	2
\$125,001 - \$175,000	301	25.68%	16.0	22	230	44	5
\$175,001 - \$250,000	258	22.01%	24.5	5	150	98	5
\$250,001 - \$350,000	159	13.57%	42.0	5	51	91	12
\$350,001 and up	138	11.77%	46.5	3	21	88	26
Total Pending Units	1,172			140	637	345	50
Total Pending Volume	246,337,800	100%	23.5	13.86M	108.13M	102.12M	22.23M
Median Listing Price	\$170,000			\$74,500	\$156,000	\$255,000	\$377,400

October 2019



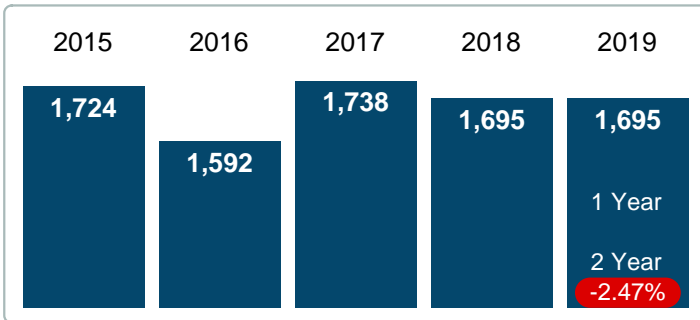
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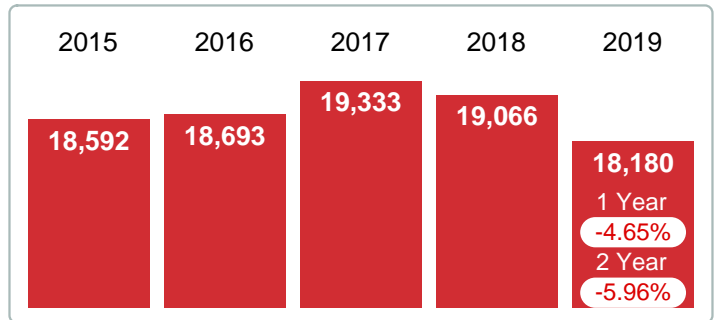
NEW LISTINGS

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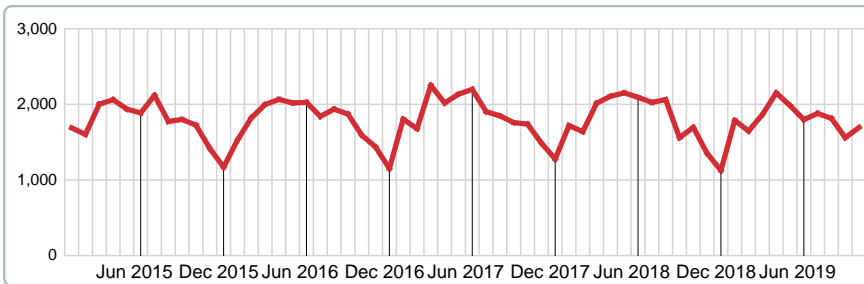
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,689

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
Total New Listed Units	1,695		176	857	546	116
Total New Listed Volume	435,120,458	100%	18.51M	162.22M	184.75M	69.63M
Median New Listed Listing Price	\$199,900		\$79,700	\$162,365	\$299,900	\$447,400

October 2019



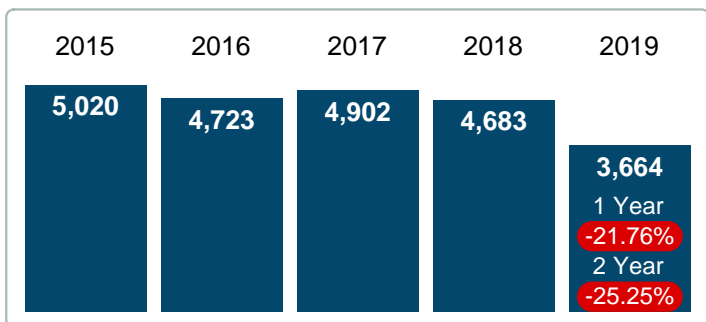
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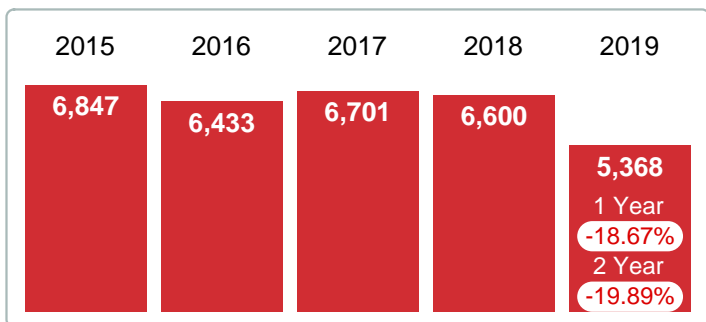
ACTIVE INVENTORY

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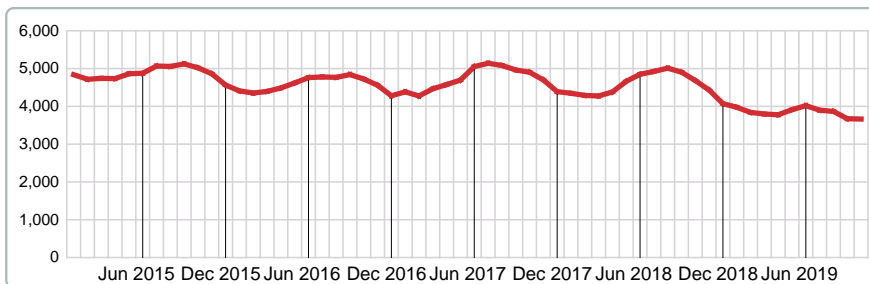
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

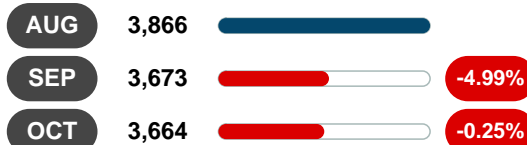


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	324	8.84%	64.0	148	148	26	2
\$75,001 - \$125,000	340	9.28%	44.0	72	229	34	5
\$125,001 - \$175,000	505	13.78%	38.0	51	356	89	9
\$175,001 - \$300,000	1,120	30.57%	49.0	53	544	467	56
\$300,001 - \$400,000	557	15.20%	58.0	7	166	323	61
\$400,001 - \$575,000	427	11.65%	66.0	3	82	244	98
\$575,001 and up	391	10.67%	77.0	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
Median Active Inventory Listing Price			\$245,000	\$85,250	\$185,000	\$326,000	\$515,000

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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 %
3,664	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	324	8.84%	2.54	2.81	2.24	3.15	3.43
\$75,001 - \$125,000	340	9.28%	1.77	2.08	1.64	2.07	2.86
\$125,001 - \$175,000	505	13.78%	1.60	2.47	1.47	1.82	2.35
\$175,001 - \$300,000	1,120	30.57%	2.77	3.79	2.70	2.74	3.14
\$300,001 - \$400,000	557	15.20%	5.29	3.82	5.64	5.09	5.81
\$400,001 - \$575,000	427	11.65%	8.57	4.50	7.34	8.85	9.41
\$575,001 and up	391	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



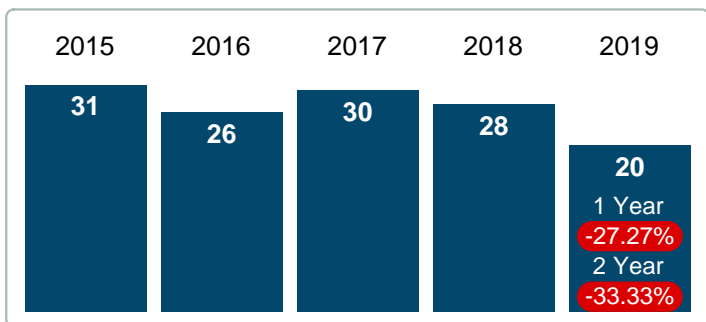
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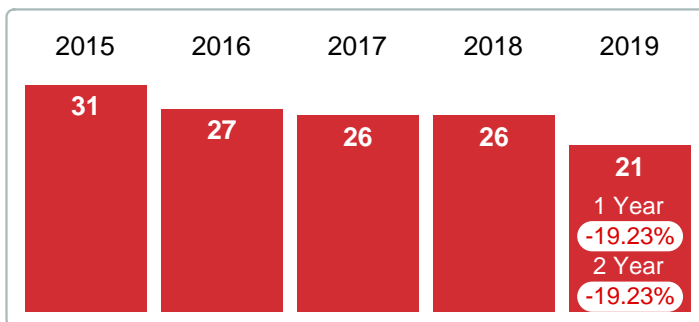
MEDIAN DAYS ON MARKET TO SALE

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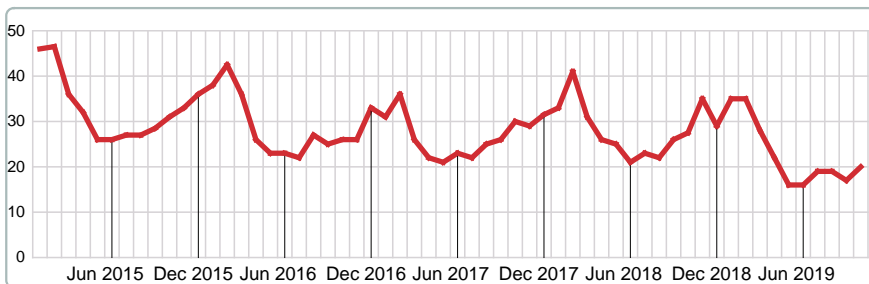
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27

High Feb 2015 47 Low Jun 2019 16

Median Days on Market to Sale this month at 20 below the 5 yr OCT average of 27



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 132	10.32%	23	39	15	33	61
\$75,001 - \$100,000 92	7.19%	10	8	10	30	0
\$100,001 - \$150,000 260	20.33%	14	14	14	20	44
\$150,001 - \$200,000 314	24.55%	18	17	15	27	10
\$200,001 - \$250,000 160	12.51%	22	17	21	32	8
\$250,001 - \$350,000 184	14.39%	37	44	16	51	60
\$350,001 and up 137	10.71%	43	42	12	40	106
Median Closed DOM		20	18	15	34	61
Total Closed Units		1,279	136	731	365	47
Total Closed Volume		259,748,024	14.03M	130.14M	98.07M	17.51M

October 2019



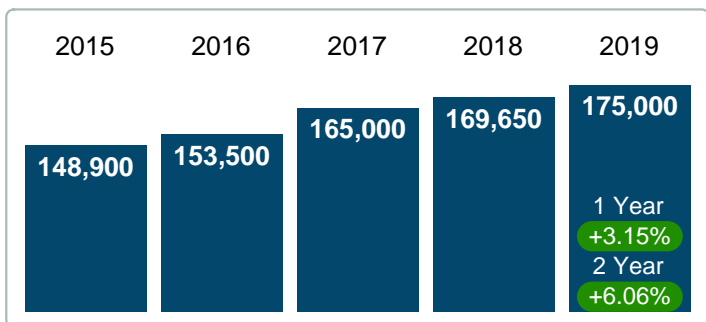
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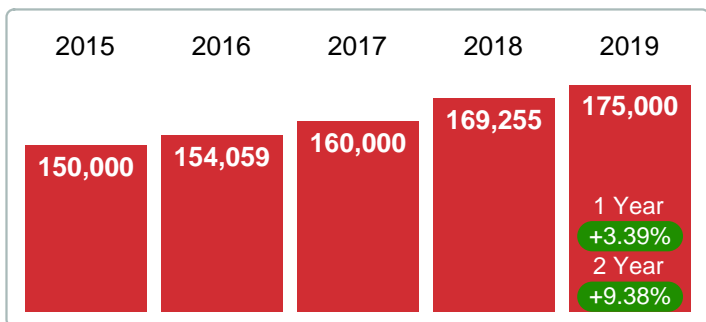
MEDIAN LIST PRICE AT CLOSING

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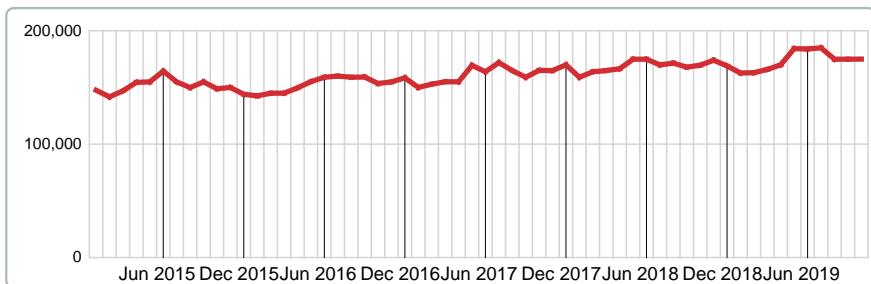
OCTOBER



YEAR TO DATE (YTD)

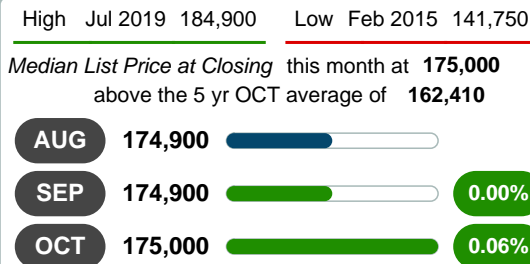


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162,410



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	125	9.77%	50,000	49,950	54,500	55,000	39,900
\$75,001 - \$100,000	87	6.80%	89,500	84,900	89,900	82,250	0
\$100,001 - \$150,000	262	20.48%	132,200	116,490	132,950	139,995	125,000
\$150,001 - \$200,000	315	24.63%	174,900	169,900	172,000	179,000	174,450
\$200,001 - \$250,000	164	12.82%	225,000	219,500	225,000	229,500	227,000
\$250,001 - \$350,000	186	14.54%	290,000	284,900	289,900	295,000	297,150
\$350,001 and up	140	10.95%	434,000	440,000	429,900	410,000	479,950
Median List Price			175,000	84,950	160,000	250,000	330,000
Total Closed Units		100%	1,279	136	731	365	47
Total Closed Volume			265,652,526	14.52M	132.88M	100.11M	18.14M

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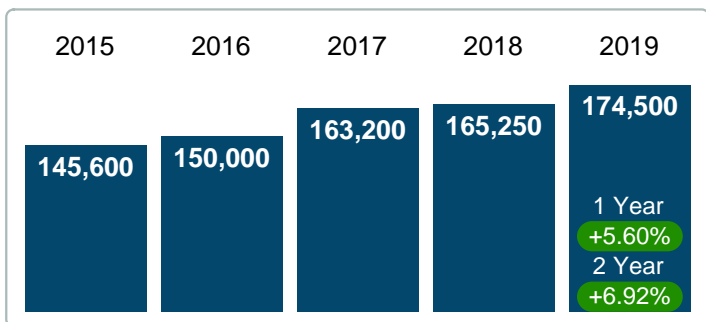
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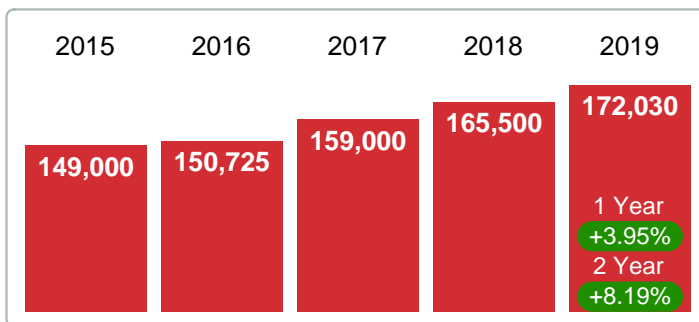
MEDIAN SOLD PRICE AT CLOSING

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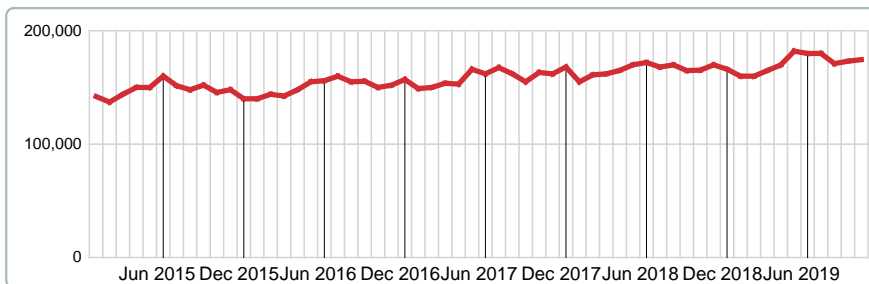
OCTOBER



YEAR TO DATE (YTD)

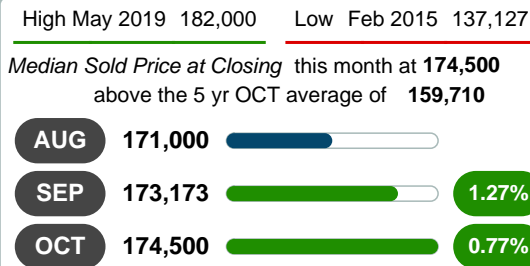


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 159,710



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	10.32%	53,725	48,000	55,415	56,400	25,000
\$75,001 - \$100,000	7.19%	87,750	82,500	89,000	81,005	0
\$100,001 - \$150,000	20.33%	130,075	120,000	130,075	139,900	124,001
\$150,001 - \$200,000	24.55%	174,900	169,950	173,000	179,900	174,000
\$200,001 - \$250,000	12.51%	225,000	218,750	225,000	230,000	215,500
\$250,001 - \$350,000	14.39%	286,138	283,500	283,675	288,500	282,500
\$350,001 and up	10.71%	435,000	425,000	416,000	412,500	477,100
Median Sold Price		174,500	82,250	159,900	250,000	330,000
Total Closed Units	100%	1,279	136	731	365	47
Total Closed Volume		259,748,024	14.03M	130.14M	98.07M	17.51M

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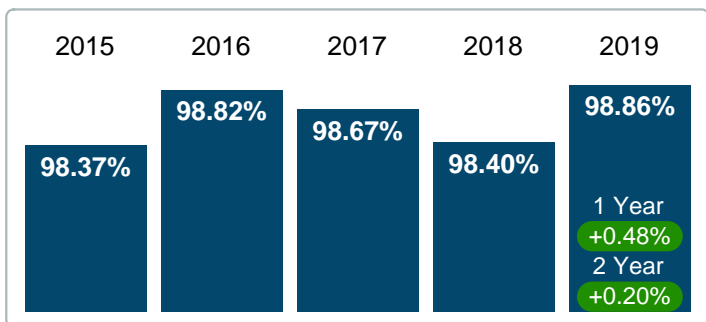
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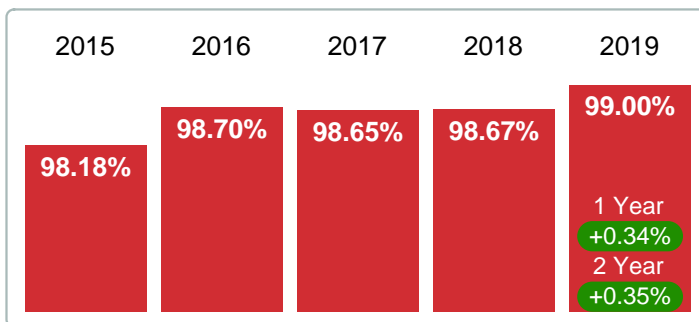
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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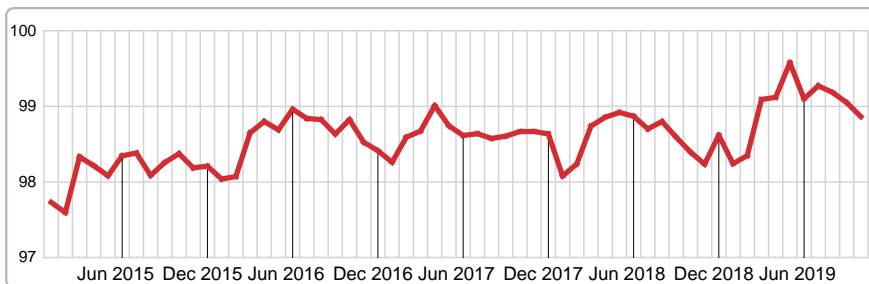
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

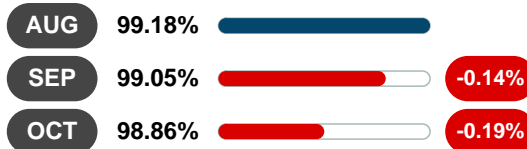


3 MONTHS

5 year OCT AVG = 98.62%

High May 2019 99.58% Low Feb 2015 97.60%

Median Sold/List Ratio this month at **98.86%**
equal to 5 yr OCT average of **98.62%**



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	132	10.32%	93.33%	93.25%	93.77%	93.99%	62.66%
\$75,001 - \$100,000	92	7.19%	97.77%	98.21%	97.89%	94.43%	0.00%
\$100,001 - \$150,000	260	20.33%	98.77%	99.42%	98.70%	100.00%	96.89%
\$150,001 - \$200,000	314	24.55%	100.00%	97.80%	100.00%	100.00%	98.30%
\$200,001 - \$250,000	160	12.51%	99.69%	97.95%	99.88%	99.62%	100.00%
\$250,001 - \$350,000	184	14.39%	98.62%	98.65%	98.40%	98.88%	98.25%
\$350,001 and up	137	10.71%	98.16%	96.51%	98.45%	98.05%	97.60%
Median Sold/List Ratio		98.86%		97.46%	99.00%	99.09%	97.83%
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



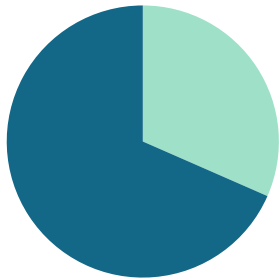
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

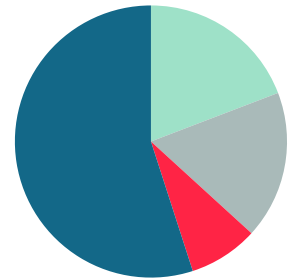


Inventory
 New Listings
1,695 = 31.57%
 Start Inventory
3,674
 Total Inventory Units
5,369
 Volume
\$1,637,932,261

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%
Median List Price	169,650	175,000	3.15%	169,255	175,000	3.39%
Median Sale Price	165,250	174,500	5.60%	165,500	172,030	3.95%
Median Percent of Selling Price to List Price	98.40%	98.86%	0.48%	98.67%	99.00%	0.34%
Median Days on Market to Sale	27.50	20.00	-27.27%	26.00	21.00	-19.23%
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**

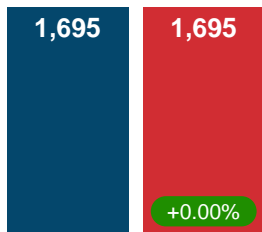
2018

2019

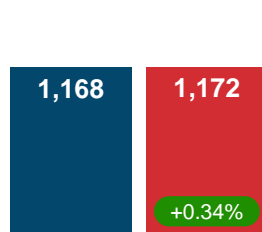
OCTOBER MARKET

MEDIAN PRICES

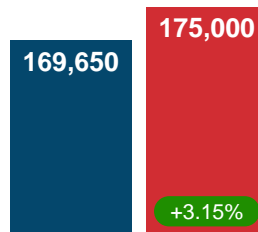
New Listings



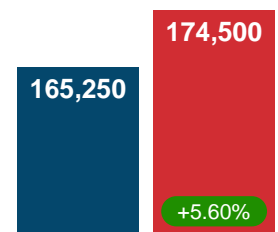
Pending Listings



List Price



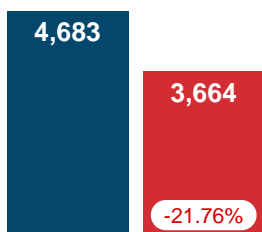
Sale Price



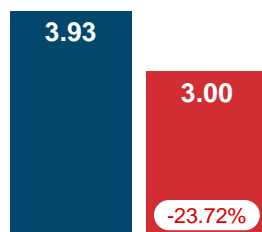
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

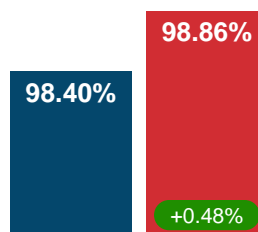
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

