

# September 2019



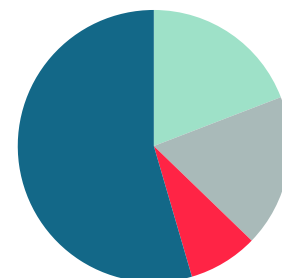
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	1,099	1,291	17.47%
Pending Listings	1,019	1,218	19.53%
New Listings	1,559	1,559	0.00%
Average List Price	197,373	208,585	5.68%
Average Sale Price	192,134	202,458	5.37%
Average Percent of Selling Price to List Price	97.27%	97.45%	0.18%
Average Days on Market to Sale	41.49	36.31	-12.48%
End of Month Inventory	4,906	3,674	-25.11%
Months Supply of Inventory	4.12	3.04	-26.35%



■ Closed (19.16%)  
■ Pending (18.07%)  
■ Other OffMarket (8.25%)  
■ Active (54.52%)

**Absorption:** Last 12 months, an Average of **1,210** Sales/Month  
**Active Inventory** as of September 30, 2019 = **3,674**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2019 decreased **25.11%** to 3,674 existing homes available for sale. Over the last 12 months this area has had an average of 1,210 closed sales per month. This represents an unsold inventory index of **3.04** 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 **5.37%** in September 2019 to \$202,458 versus the previous year at \$192,134.

#### Average Days on Market Shortens

The average number of **36.31** days that homes spent on the market before selling decreased by 5.18 days or **12.48%** in September 2019 compared to last year's same month at **41.49** DOM.

#### Sales Success for September 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 1,559 New Listings in September 2019, down **0.00%** from last year at 1,559. Furthermore, there were 1,291 Closed Listings this month versus last year at 1,099, a **17.47%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, September 2018, at **70.5%**, a **17.47%** 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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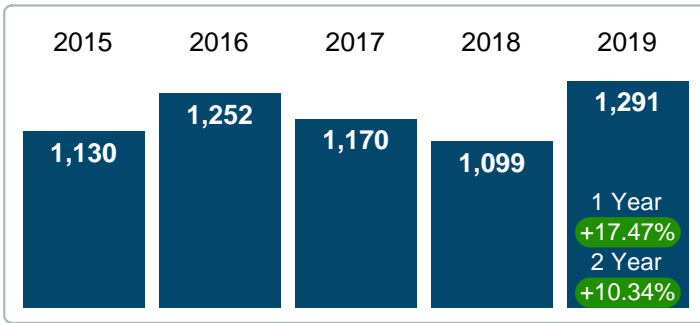
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



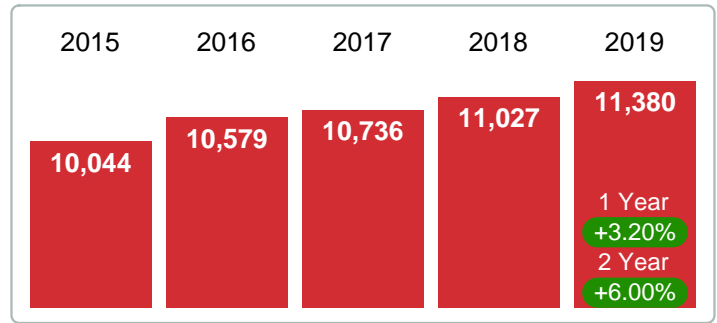
## CLOSED LISTINGS

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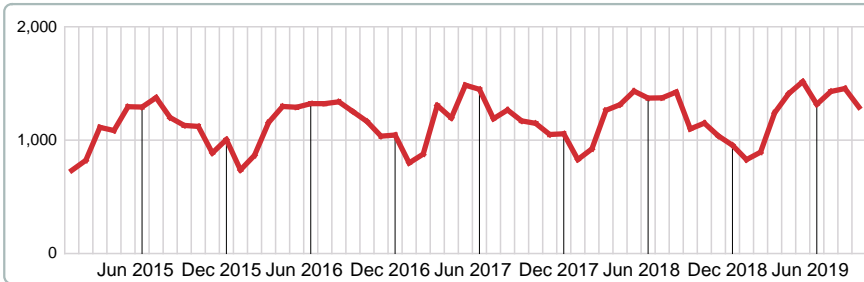
### SEPTEMBER



### YEAR TO DATE (YTD)

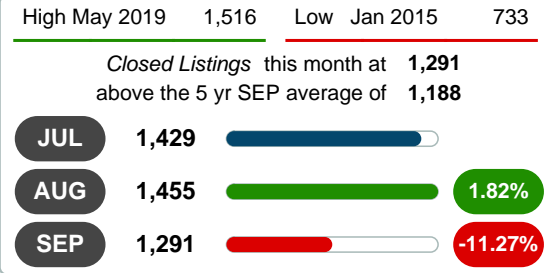


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,188



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	62	4.80%	36.0	36	26	0	0
\$50,001 - \$100,000	155	12.01%	32.4	36	107	12	0
\$100,001 - \$150,000	256	19.83%	27.6	26	196	30	4
\$150,001 - \$200,000	348	26.96%	29.6	26	245	69	8
\$200,001 - \$225,000	106	8.21%	38.2	4	59	41	2
\$225,001 - \$325,000	226	17.51%	44.6	8	94	104	20
\$325,001 and up	138	10.69%	58.7	2	28	75	33
<b>Total Closed Units</b>	<b>1,291</b>			<b>138</b>	<b>755</b>	<b>331</b>	<b>67</b>
<b>Total Closed Volume</b>	<b>261,373,492</b>	<b>100%</b>	<b>36.3</b>	<b>15.48M</b>	<b>126.04M</b>	<b>88.65M</b>	<b>31.20M</b>
<b>Average Closed Price</b>	<b>\$202,458</b>			<b>\$112,169</b>	<b>\$166,945</b>	<b>\$267,813</b>	<b>\$465,744</b>

# September 2019



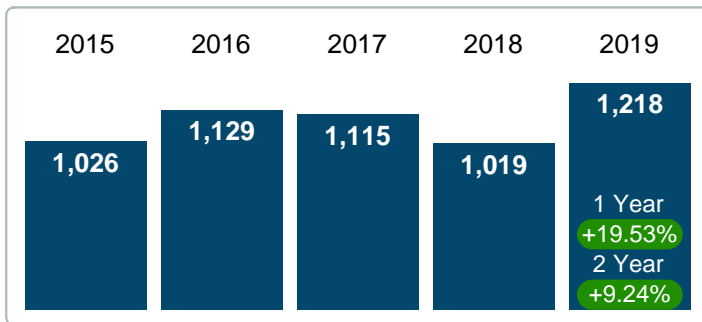
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



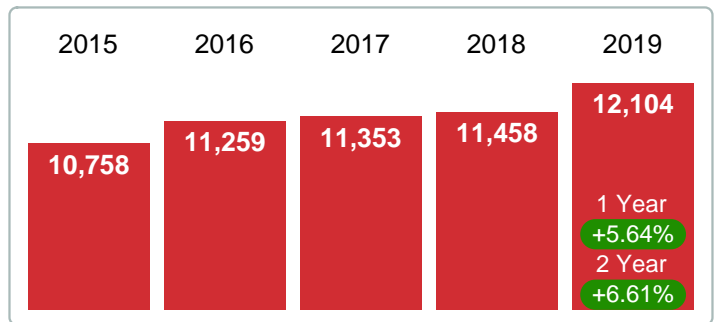
## PENDING LISTINGS

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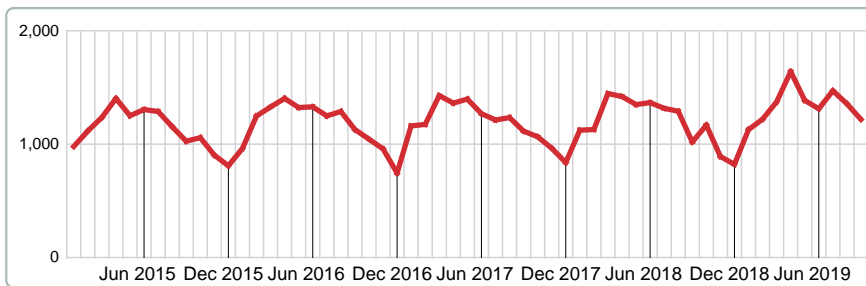
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

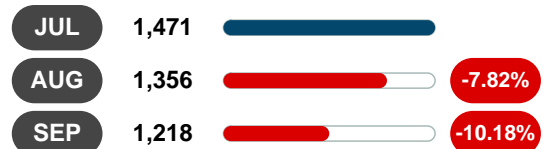


### 3 MONTHS

5 year SEP AVG = 1,101

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,218 above the 5 yr SEP 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	67	5.50%	50.0	34	29	3	1
\$50,001 - \$100,000	138	11.33%	34.5	45	77	15	1
\$100,001 - \$150,000	244	20.03%	35.5	33	181	27	3
\$150,001 - \$200,000	310	25.45%	34.9	30	197	79	4
\$200,001 - \$250,000	153	12.56%	51.5	6	89	54	4
\$250,001 - \$350,000	175	14.37%	46.8	2	66	94	13
\$350,001 and up	131	10.76%	58.5	4	41	69	17
<b>Total Pending Units</b>	<b>1,218</b>			<b>154</b>	<b>680</b>	<b>341</b>	<b>43</b>
<b>Total Pending Volume</b>	<b>252,071,711</b>	<b>100%</b>	<b>41.7</b>	<b>17.49M</b>	<b>125.68M</b>	<b>94.05M</b>	<b>14.85M</b>
<b>Average Listing Price</b>	<b>\$207,147</b>			<b>\$113,547</b>	<b>\$184,831</b>	<b>\$275,818</b>	<b>\$345,264</b>

# September 2019



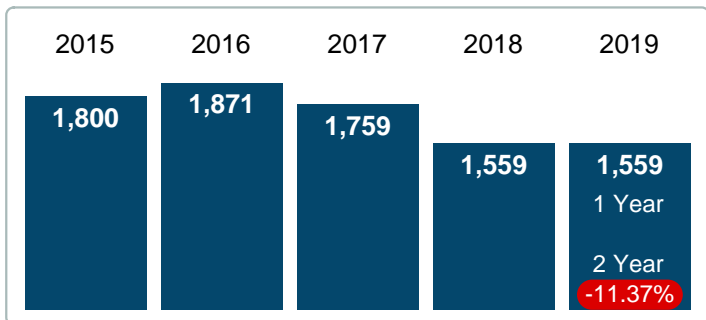
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



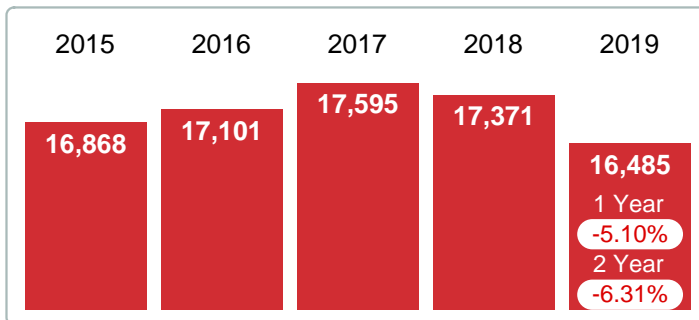
## NEW LISTINGS

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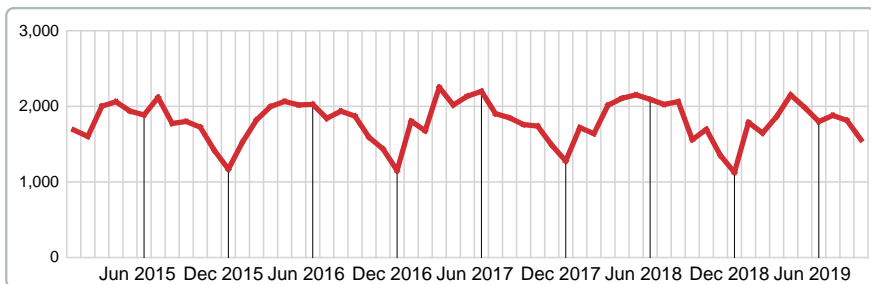
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

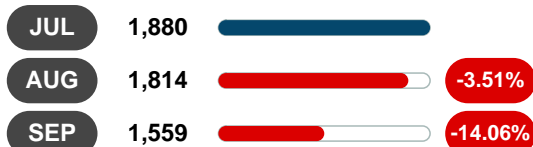


### 3 MONTHS

5 year SEP AVG = 1,710

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

New Listings this month at 1,559 below the 5 yr SEP average of 1,710



### 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	135	8.66%	72	51	11	1
\$75,001 - \$125,000	197	12.64%	55	125	14	3
\$125,001 - \$150,000	157	10.07%	17	118	19	3
\$150,001 - \$225,000	462	29.63%	23	310	123	6
\$225,001 - \$300,000	244	15.65%	8	99	116	21
\$300,001 - \$425,000	193	12.38%	6	69	99	19
\$425,001 and up	171	10.97%	2	31	92	46
<b>Total New Listed Units</b>	<b>1,559</b>		<b>183</b>	<b>803</b>	<b>474</b>	<b>99</b>
<b>Total New Listed Volume</b>	<b>385,750,865</b>	<b>100%</b>	<b>20.54M</b>	<b>156.63M</b>	<b>156.84M</b>	<b>51.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$214,007</b>		<b>\$112,263</b>	<b>\$195,050</b>	<b>\$330,887</b>	<b>\$522,634</b>

# September 2019



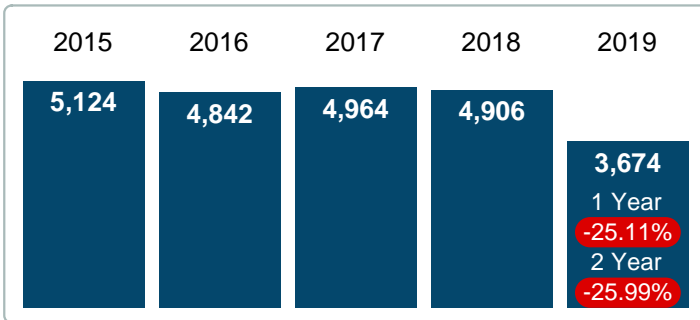
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



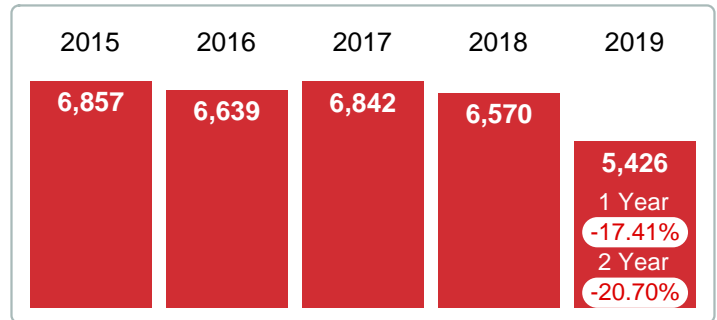
## ACTIVE INVENTORY

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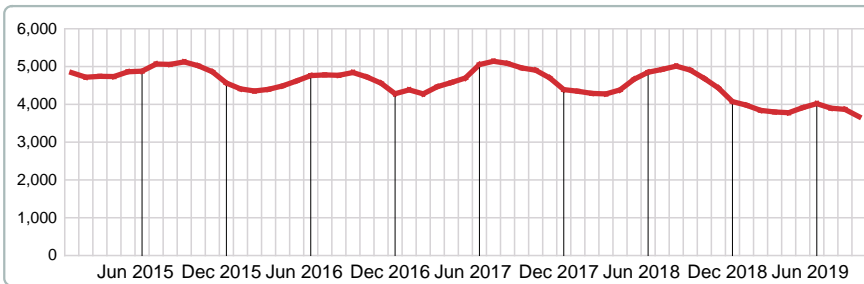
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

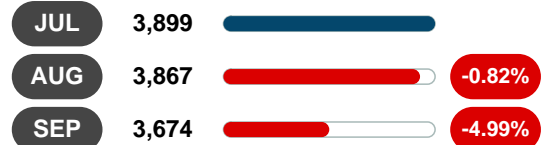


### 3 MONTHS

5 year SEP AVG = 4,702

High Jul 2017 5,140 Low Sep 2019 3,674

Inventory this month at **3,674**  
below the 5 yr SEP average of **4,702**



### 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	349	9.50%	90.2	158	156	33	2
\$75,001 - \$125,000	350	9.53%	74.8	76	231	37	6
\$125,001 - \$175,000	533	14.51%	54.7	55	372	94	12
\$175,001 - \$275,000	883	24.03%	62.6	29	448	367	39
\$275,001 - \$400,000	743	20.22%	70.1	21	221	421	80
\$400,001 - \$600,000	451	12.28%	79.8	3	84	245	119
\$600,001 and up	365	9.93%	84.6	5	36	170	154
Total Active Inventory by Units			3,674	347	1,548	1,367	412
Total Active Inventory by Volume			1,202,811,803	41.59M	333.94M	537.76M	289.53M
Average Active Inventory Listing Price			\$327,385	\$119,854	\$215,722	\$393,385	\$702,738

# September 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 SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>3,674</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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	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>349</b>	9.50%	2.71	2.96	2.33	4.21	3.43
\$75,001 - \$125,000	<b>350</b>	9.53%	1.83	2.24	1.65	2.23	4.00
\$125,001 - \$175,000	<b>533</b>	14.51%	1.70	2.69	1.54	1.98	3.13
\$175,001 - \$275,000	<b>883</b>	24.03%	2.52	2.32	2.45	2.61	2.75
\$275,001 - \$400,000	<b>743</b>	20.22%	4.95	6.46	5.21	4.74	5.08
\$400,001 - \$600,000	<b>451</b>	12.28%	8.56	5.14	7.64	8.19	10.66
\$600,001 and up	<b>365</b>	9.93%	15.31	15.00	10.54	14.78	17.94
Market Supply of Inventory (MSI)		3.04		2.79	2.25	3.99	7.41
Total Active Inventory by Units		3,674	100%	3.04			

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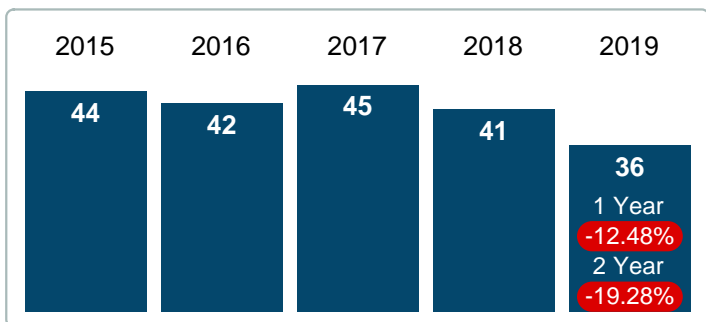
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



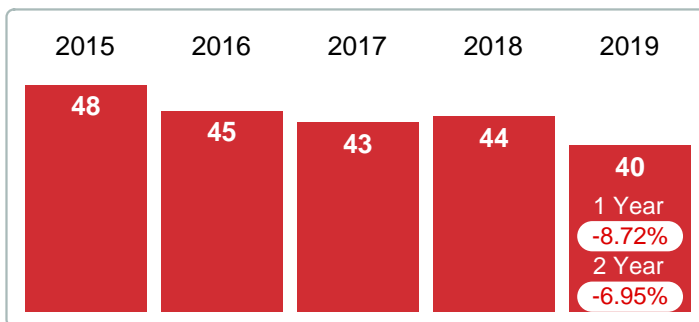
## AVERAGE DAYS ON MARKET TO SALE

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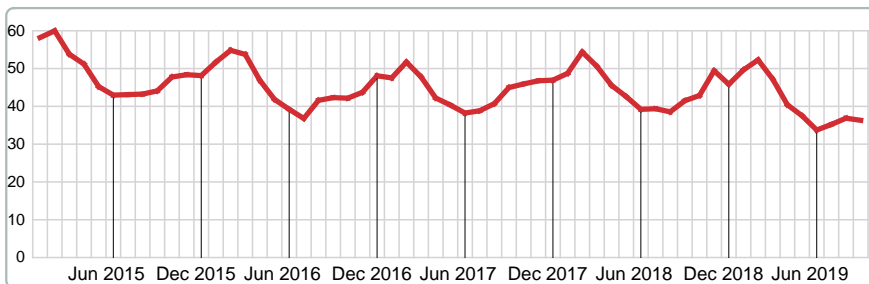
### SEPTEMBER



### YEAR TO DATE (YTD)

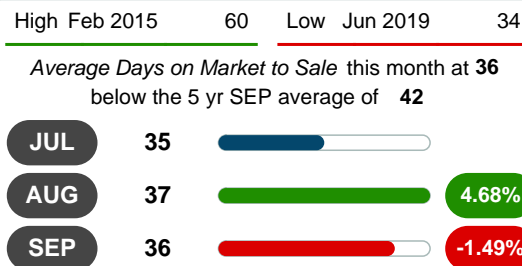


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 42



### 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
\$50,000 and less	4.80%	36	35	38	0	0
\$50,001 - \$100,000	12.01%	32	38	30	39	0
\$100,001 - \$150,000	19.83%	28	17	29	29	21
\$150,001 - \$200,000	26.96%	30	31	27	39	21
\$200,001 - \$225,000	8.21%	38	60	30	42	139
\$225,001 - \$325,000	17.51%	45	50	45	40	62
\$325,001 and up	10.69%	59	1	38	69	56
Average Closed DOM		36	33	31	46	54
Total Closed Units	100%	36	138	755	331	67
Total Closed Volume		261,373,492	15.48M	126.04M	88.65M	31.20M

# September 2019



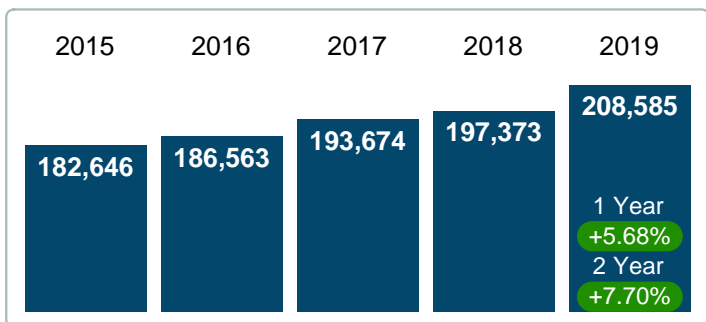
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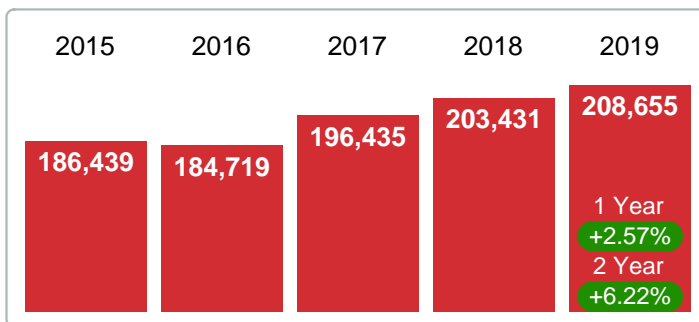
## AVERAGE LIST PRICE AT CLOSING

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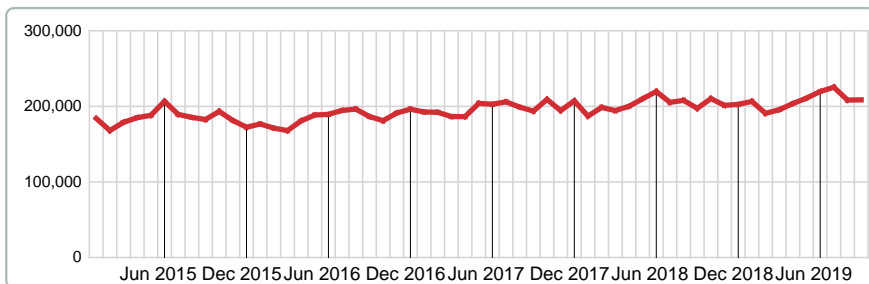
### SEPTEMBER



### YEAR TO DATE (YTD)

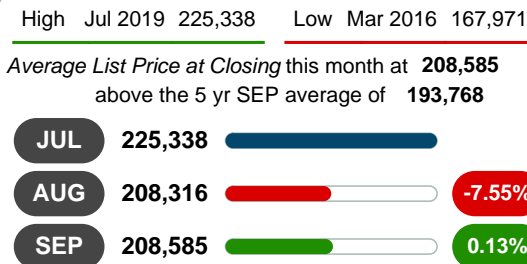


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 193,768



### 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	
\$50,000 and less	55	4.26%	33,733	34,132	39,625	0	
\$50,001 - \$100,000	155	12.01%	77,422	77,047	80,680	84,175	
\$100,001 - \$150,000	259	20.06%	130,900	123,603	132,680	134,372	
\$150,001 - \$200,000	336	26.03%	175,015	178,770	175,105	180,384	
\$200,001 - \$225,000	107	8.29%	214,687	218,700	217,341	217,881	
\$225,001 - \$325,000	229	17.74%	265,735	293,250	264,626	273,014	
\$325,001 and up	150	11.62%	525,968	413,231	449,752	481,888	
<b>Average List Price</b>		<b>208,585</b>		<b>115,300</b>	<b>170,676</b>	<b>274,791</b>	<b>500,842</b>
<b>Total Closed Units</b>		<b>1,291</b>	<b>100%</b>	<b>208,585</b>	<b>138</b>	<b>755</b>	<b>331</b>
<b>Total Closed Volume</b>		<b>269,283,819</b>			<b>15.91M</b>	<b>128.86M</b>	<b>90.96M</b>



# September 2019



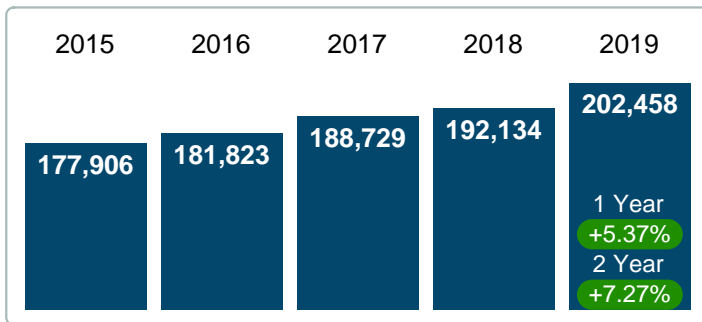
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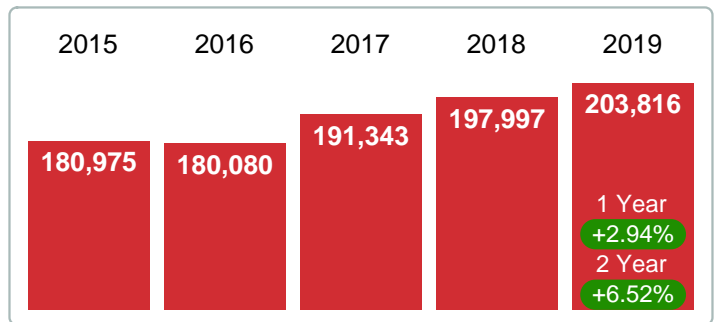
## AVERAGE SOLD PRICE AT CLOSING

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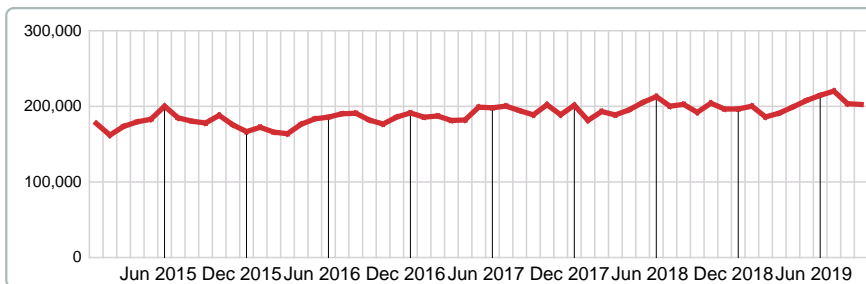
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

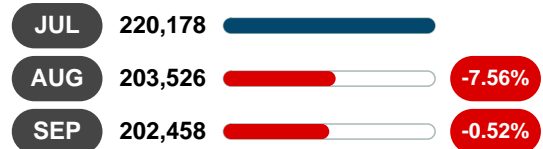


### 3 MONTHS

5 year SEP AVG = 188,610

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

Average Sold Price at Closing this month at **202,458** above the 5 yr SEP average of **188,610**



### 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
\$50,000 and less	62	4.80%	32,475	31,184	34,262	0	0
\$50,001 - \$100,000	155	12.01%	76,323	73,833	77,006	77,700	0
\$100,001 - \$150,000	256	19.83%	129,028	122,017	129,491	131,033	136,875
\$150,001 - \$200,000	348	26.96%	174,377	176,109	173,069	177,517	181,713
\$200,001 - \$225,000	106	8.21%	213,664	212,500	212,409	215,567	214,000
\$225,001 - \$325,000	226	17.51%	266,642	283,875	260,977	268,119	278,695
\$325,001 and up	138	10.69%	513,813	413,231	430,948	464,152	703,083
Average Sold Price			202,458	112,169	166,945	267,813	465,744
Total Closed Units		100%	202,458	138	755	331	67
Total Closed Volume			261,373,492	15.48M	126.04M	88.65M	31.20M

# September 2019



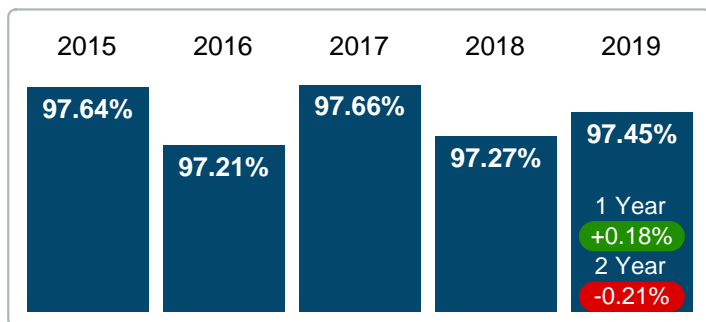
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



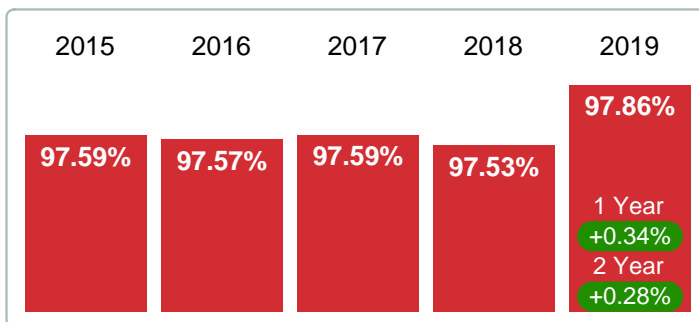
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

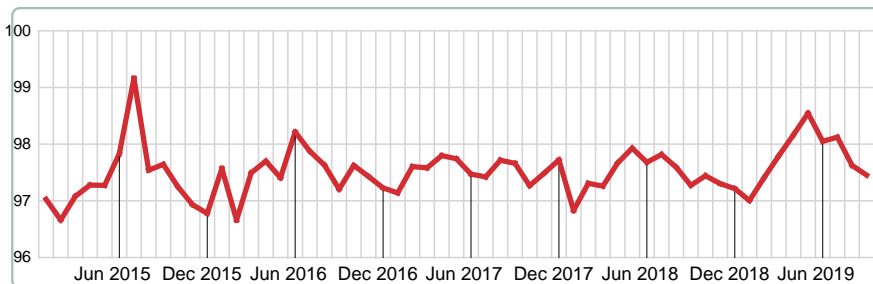
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

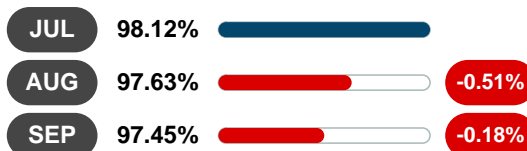


### 3 MONTHS

5 year SEP AVG = 97.45%

High Jul 2015 99.16% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **97.45%**  
 equal to 5 yr SEP average of **97.45%**



### 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
\$50,000 and less	62	4.80%	89.68%	91.34%	87.39%	0.00%	0.00%
\$50,001 - \$100,000	155	12.01%	95.91%	95.83%	96.27%	92.96%	0.00%
\$100,001 - \$150,000	256	19.83%	97.83%	98.95%	97.83%	97.70%	91.57%
\$150,001 - \$200,000	348	26.96%	98.84%	98.57%	98.95%	98.68%	97.69%
\$200,001 - \$225,000	106	8.21%	98.25%	97.20%	97.88%	98.98%	96.25%
\$225,001 - \$325,000	226	17.51%	98.23%	96.79%	98.70%	98.30%	96.20%
\$325,001 and up	138	10.69%	96.59%	100.00%	96.85%	96.90%	95.47%
Average Sold/List Ratio		97.50%		95.92%	97.69%	97.90%	95.74%
Total Closed Units		1,291	100%	138	755	331	67
Total Closed Volume		261,373,492		15.48M	126.04M	88.65M	31.20M

# September 2019



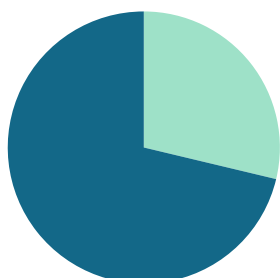
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

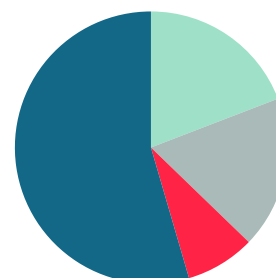


**Inventory**  
 New Listings  
**1,559 = 28.73%**  
 Start Inventory  
**3,867**  
 Total Inventory Units  
**5,426**  
 Volume  
**\$1,644,153,383**

### Market Activity

Closed Sales  
**1,291 = 19.16%**  
 Pending Sales  
**1,218 = 18.07%**  
 Other Off Market  
**556 = 8.25%**  
 Active Inventory  
**3,674 = 54.52%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,099	1,291	17.47%	11,027	11,380	3.20%
Pending Sales	1,019	1,218	19.53%	11,458	12,104	5.64%
New Listings	1,559	1,559	0.00%	17,371	16,485	-5.10%
Average List Price	197,373	208,585	5.68%	203,431	208,655	2.57%
Average Sale Price	192,134	202,458	5.37%	197,997	203,816	2.94%
Average Percent of Selling Price to List Price	97.27%	97.45%	0.18%	97.53%	97.86%	0.34%
Average Days on Market to Sale	41.49	36.31	-12.48%	43.85	40.03	-8.72%
Monthly Inventory	4,906	3,674	-25.11%	4,906	3,674	-25.11%
Months Supply of Inventory	4.12	3.04	-26.35%	4.12	3.04	-26.35%

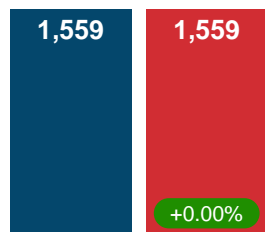
**Absorption:** Last 12 months, an Average of **1,210** Sales/Month

**Inventory** on September 30, 2019 = **3,674** 2018 2019

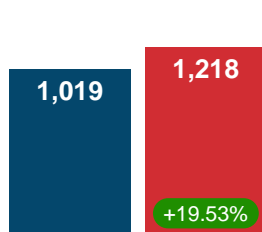
### SEPTEMBER MARKET

### AVERAGE PRICES

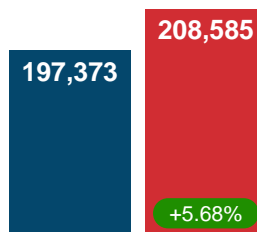
#### New Listings



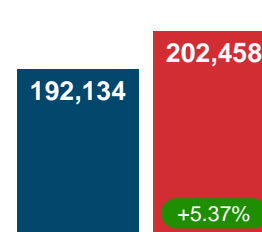
#### Pending Listings



#### List Price



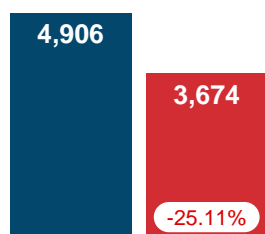
#### Sale Price



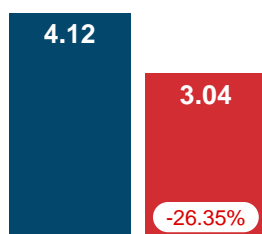
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

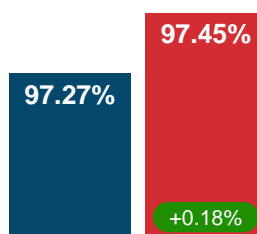
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

