

July 2019



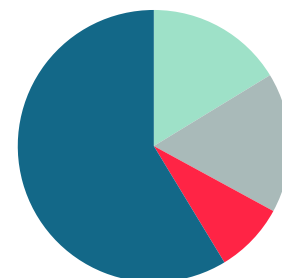
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	1,601	1,651	3.12%
Pending Listings	1,416	1,688	19.21%
New Listings	2,524	2,504	-0.79%
Average List Price	181,563	196,945	8.47%
Average Sale Price	176,508	191,752	8.64%
Average Percent of Selling Price to List Price	97.89%	97.85%	-0.04%
Average Days on Market to Sale	41.02	36.71	-10.50%
End of Month Inventory	8,414	5,950	-29.28%
Months Supply of Inventory	6.11	4.24	-30.64%



■ Closed (16.28%)
■ Pending (16.65%)
■ Other OffMarket (8.39%)
■ Active (58.68%)

Absorption: Last 12 months, an Average of **1,404** Sales/Month
Active Inventory as of July 31, 2019 = **5,950**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **29.28%** to 5,950 existing homes available for sale. Over the last 12 months this area has had an average of 1,404 closed sales per month. This represents an unsold inventory index of **4.24** 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 **8.64%** in July 2019 to \$191,752 versus the previous year at \$176,508.

Average Days on Market Shortens

The average number of **36.71** days that homes spent on the market before selling decreased by 4.31 days or **10.50%** in July 2019 compared to last year's same month at **41.02** DOM.

Sales Success for July 2019 is Positive

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

There were 2,504 New Listings in July 2019, down **0.79%** from last year at 2,524. Furthermore, there were 1,651 Closed Listings this month versus last year at 1,601, a **3.12%** increase.

Closed versus Listed trends yielded a **65.9%** ratio, up from previous year's, July 2018, at **63.4%**, a **3.95%** 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

July 2019



Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner

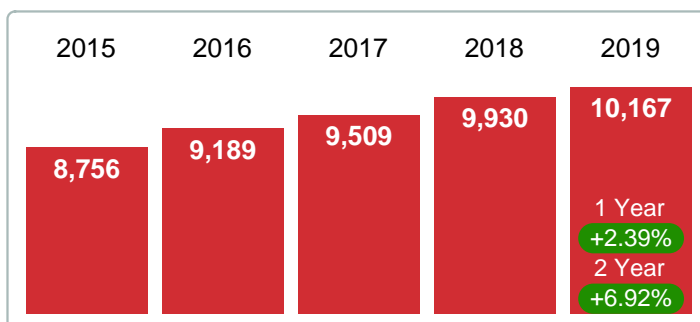
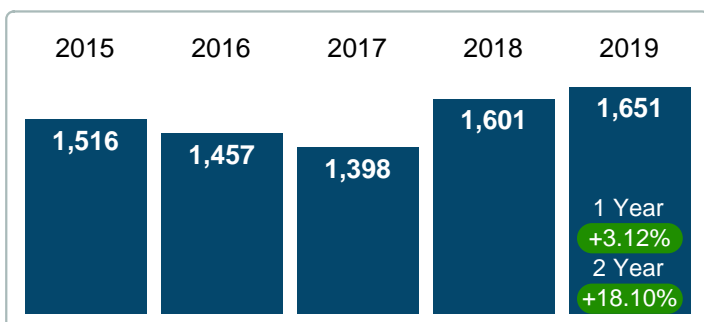


CLOSED LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

JULY

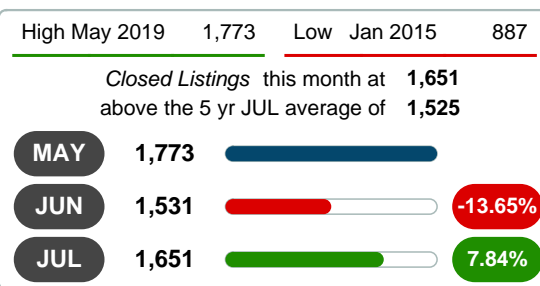
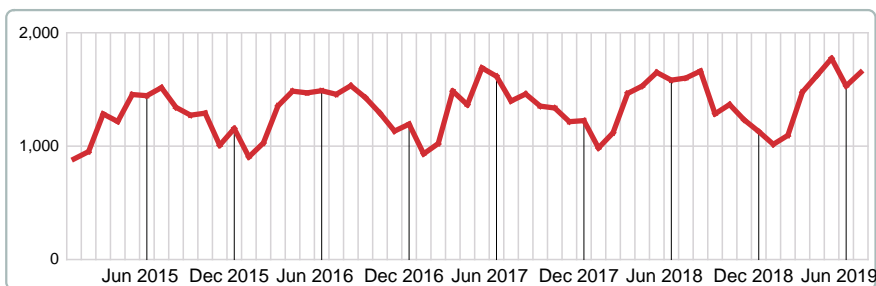
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUL AVG = 1,525



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	319	19.32%	39.8	118	162	36	3
\$75,001-\$125,000	217	13.14%	28.6	58	148	10	1
\$125,001-\$175,000	373	22.59%	28.0	29	275	67	2
\$175,001-\$250,000	334	20.23%	34.6	21	171	131	11
\$250,001-\$350,000	235	14.23%	46.3	7	90	118	20
\$350,001 and up	173	10.48%	51.1	12	32	94	35
Total Closed Units	1,651			245	878	456	72
Total Closed Volume	316,582,286	100%	36.7	26.73M	136.91M	122.73M	30.21M
Average Closed Price	\$191,752			\$109,092	\$155,937	\$269,147	\$419,600

July 2019



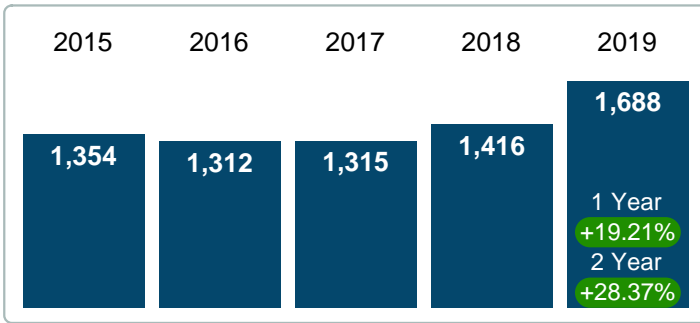
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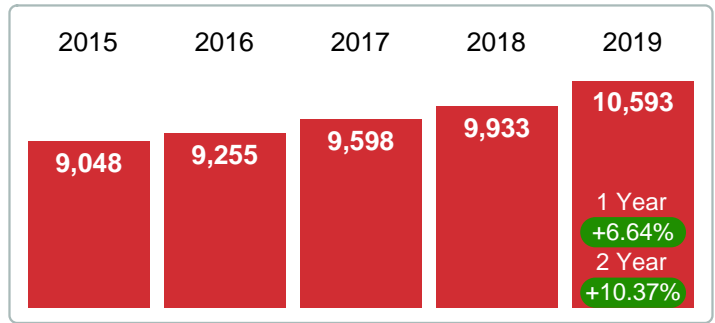
PENDING LISTINGS

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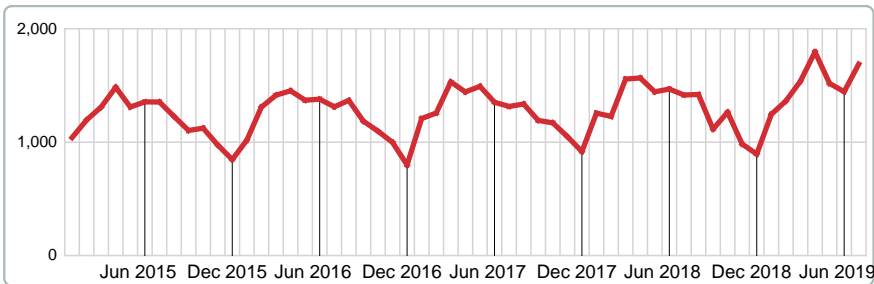
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,417

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at **1,688**
above the 5 yr JUL average of **1,417**



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	129	7.64%	50.7	64	54	11	0
\$50,001 - \$100,000	197	11.67%	38.0	76	113	7	1
\$100,001 - \$150,000	307	18.19%	32.7	46	224	34	3
\$150,001 - \$200,000	418	24.76%	40.1	41	291	81	5
\$200,001 - \$250,000	216	12.80%	48.8	10	97	96	13
\$250,001 - \$350,000	231	13.68%	43.2	13	71	130	17
\$350,001 and up	190	11.26%	60.0	17	37	106	30
Total Pending Units	1,688			267	887	465	69
Total Pending Volume	366,649,881	100%	42.1	43.61M	149.52M	140.69M	32.84M
Average Listing Price	\$190,015			\$163,325	\$168,566	\$302,553	\$475,896

July 2019



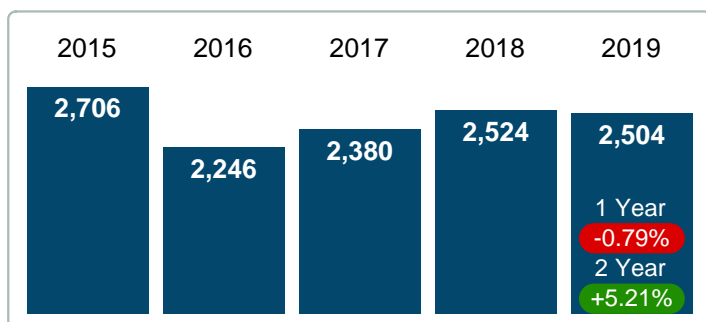
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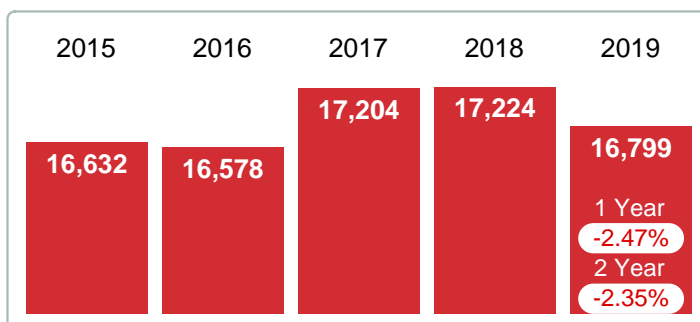
NEW LISTINGS

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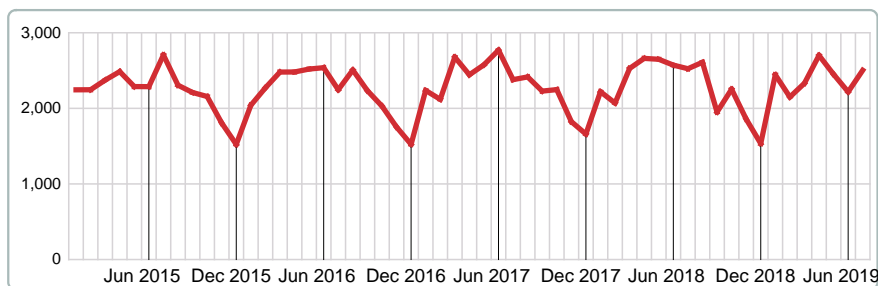
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

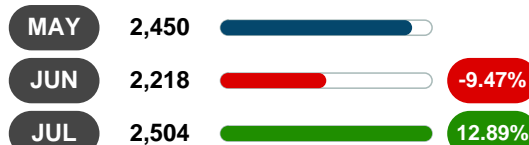


3 MONTHS

5 year JUL AVG = 2,472

High Jun 2017 2,770 Low Dec 2015 1,523

New Listings this month at **2,504**
above the 5 yr JUL average of **2,472**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	251	10.02%	96	121	32	2
\$30,001 - \$80,000	304	12.14%	204	86	12	2
\$80,001 - \$140,000	340	13.58%	85	232	19	4
\$140,001 - \$210,000	636	25.40%	113	404	109	10
\$210,001 - \$300,000	416	16.61%	48	174	178	16
\$300,001 - \$440,000	304	12.14%	31	77	154	42
\$440,001 and up	253	10.10%	71	31	87	64
Total New Listed Units	2,504		648	1,125	591	140
Total New Listed Volume	624,340,072	100%	152.50M	195.90M	191.02M	84.93M
Average New Listed Listing Price	\$111,125		\$235,335	\$174,132	\$323,212	\$606,619

July 2019



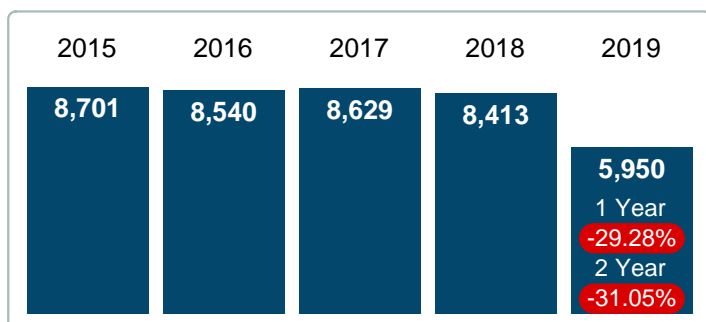
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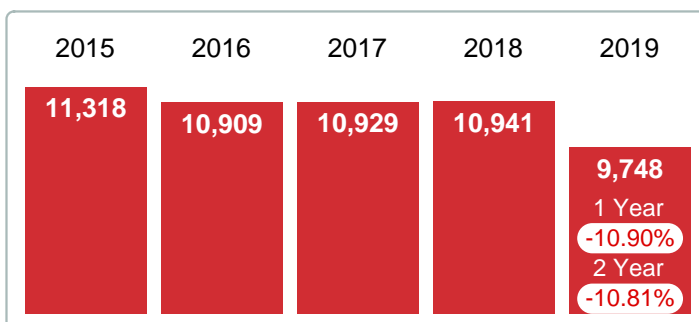
ACTIVE INVENTORY

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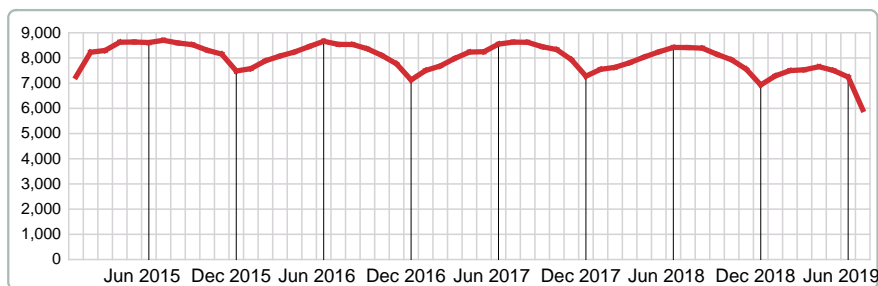
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

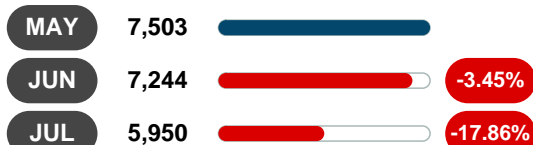


3 MONTHS

5 year JUL AVG = 8,047

High Jul 2015 8,701 Low Jul 2019 5,950

Inventory this month at 5,950
below the 5 yr JUL average of 8,047



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	486	8.17%	61.6	291	144	46	5
\$25,001 - \$75,000	774	13.01%	80.8	592	155	26	1
\$75,001 - \$150,000	988	16.61%	77.7	456	450	73	9
\$150,001 - \$250,000	1,402	23.56%	63.0	338	687	348	29
\$250,001 - \$375,000	955	16.05%	69.3	149	262	455	89
\$375,001 - \$600,000	744	12.50%	77.7	115	113	364	152
\$600,001 and up	601	10.10%	88.1	208	48	175	170
Total Active Inventory by Units			5,950	2,149	1,859	1,487	455
Total Active Inventory by Volume			1,821,857,223	560.67M	380.13M	563.95M	317.11M
Average Active Inventory Listing Price			\$306,194	\$260,900	\$204,479	\$379,253	\$696,939

July 2019



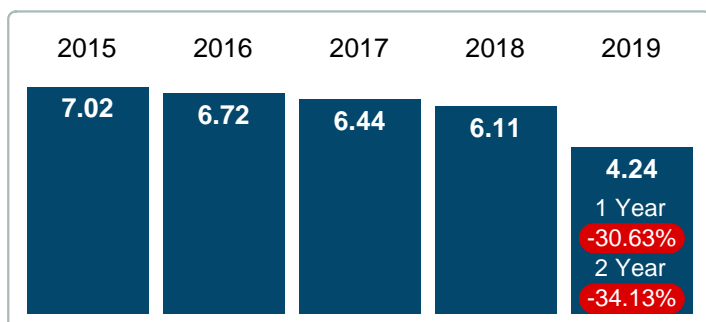
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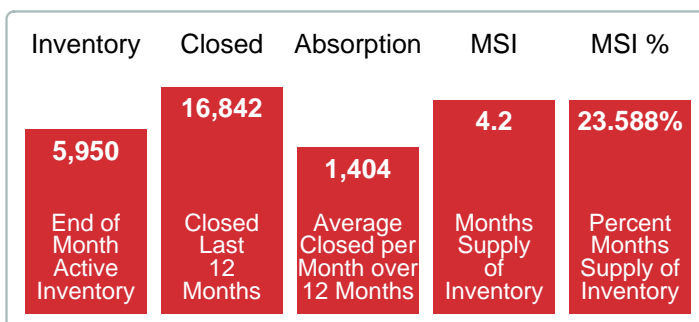
MONTHS SUPPLY of INVENTORY (MSI)

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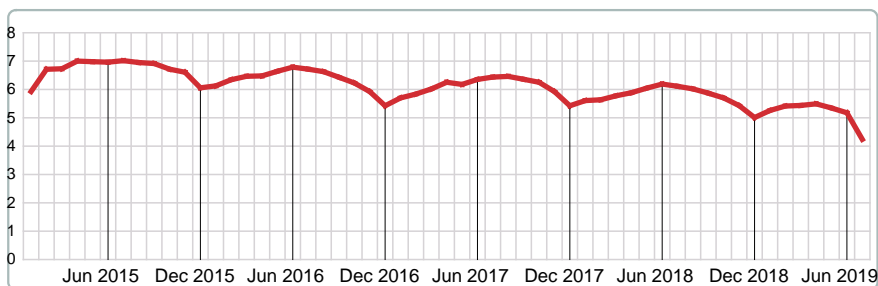
MSI FOR JULY



INDICATORS FOR JULY 2019

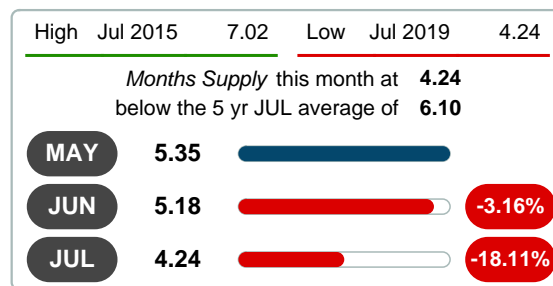


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.10



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	486	8.17%	2.88	5.74	1.62	1.74	1.76
\$25,001 - \$75,000	774	13.01%	5.54	7.96	2.64	4.16	3.00
\$75,001 - \$150,000	988	16.61%	2.74	6.77	1.75	2.21	2.63
\$150,001 - \$250,000	1,402	23.56%	3.11	12.40	2.51	2.51	2.58
\$250,001 - \$375,000	955	16.05%	5.19	18.63	4.71	4.43	5.06
\$375,001 - \$600,000	744	12.50%	9.96	23.39	7.53	8.58	12.32
\$600,001 and up	601	10.10%	24.45	78.00	15.57	16.15	21.25
Market Supply of Inventory (MSI)			4.24	9.13	2.47	4.12	8.16
Total Active Inventory by Units		100%	4.24	2,149	1,859	1,487	455

July 2019



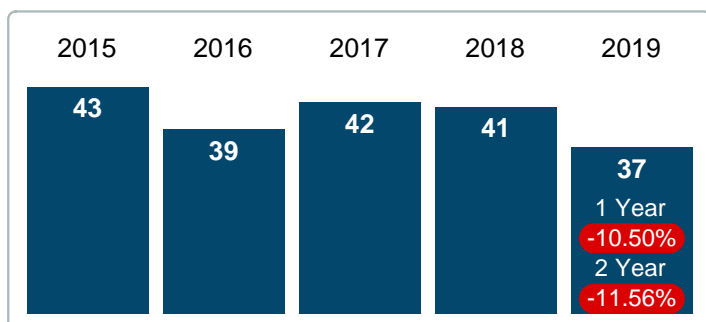
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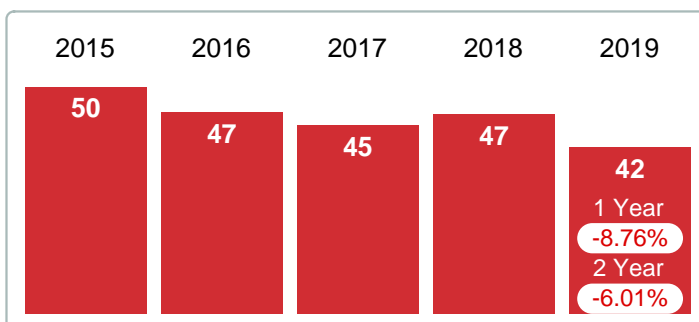
AVERAGE DAYS ON MARKET TO SALE

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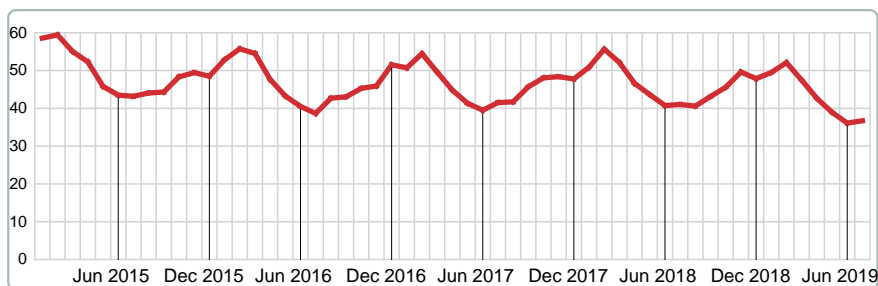
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

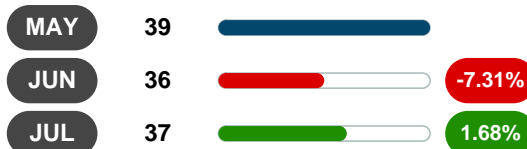


3 MONTHS

5 year JUL AVG = 40

High Feb 2015 59 Low Jun 2019 36

Average Days on Market to Sale this month at 37 below the 5 yr JUL average of 40



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	319	19.32%	40	54	32	30	34
\$75,001-\$125,000	217	13.14%	29	34	27	27	3
\$125,001-\$175,000	373	22.59%	28	29	25	40	30
\$175,001-\$250,000	334	20.23%	35	57	32	33	41
\$250,001-\$350,000	235	14.23%	46	84	38	48	61
\$350,001 and up	173	10.48%	51	80	46	46	60
Average Closed DOM			37	49	30	40	55
Total Closed Units		100%	36.7	245	878	456	72
Total Closed Volume			316,582,286	26.73M	136.91M	122.73M	30.21M

July 2019



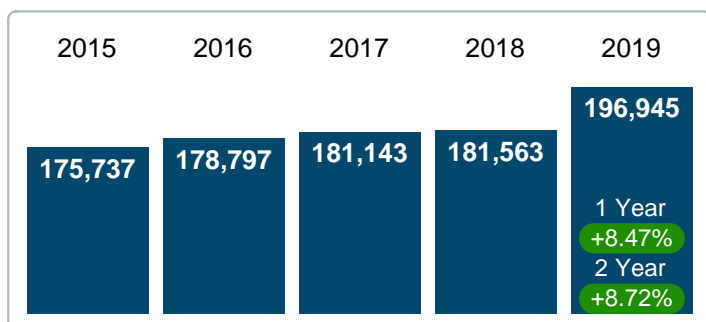
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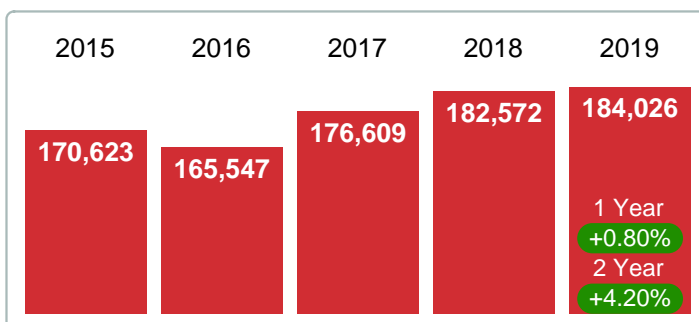
AVERAGE LIST PRICE AT CLOSING

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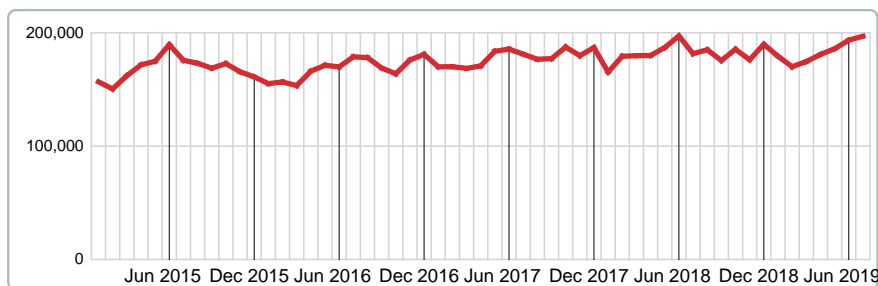
JULY



YEAR TO DATE (YTD)

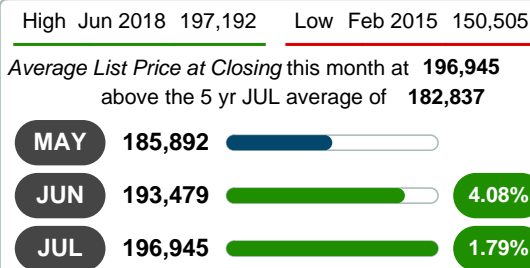


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 182,837



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	319	19.32%	23,661	32,572	21,523	9,507	2,638
\$75,001-\$125,000	201	12.17%	104,940	102,324	107,768	114,150	119,000
\$125,001-\$175,000	375	22.71%	152,444	150,566	153,934	157,453	171,200
\$175,001-\$250,000	334	20.23%	208,742	225,260	207,190	215,257	227,200
\$250,001-\$350,000	244	14.78%	297,211	312,004	300,399	299,499	306,470
\$350,001 and up	178	10.78%	545,557	632,725	482,230	531,875	633,473
Average List Price			196,945	116,947	159,072	275,371	434,298
Total Closed Units		100%	1,651	245	878	456	72
Total Closed Volume			325,155,453	28.65M	139.67M	125.57M	31.27M

July 2019



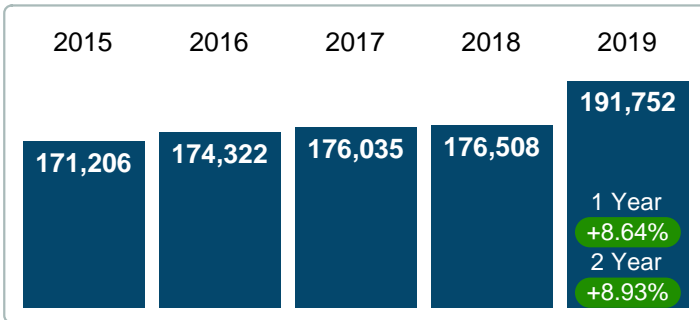
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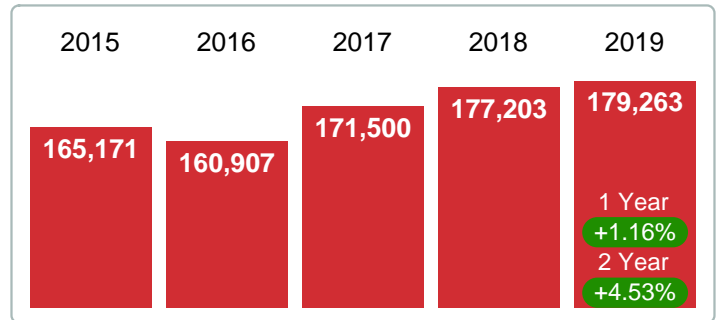
AVERAGE SOLD PRICE AT CLOSING

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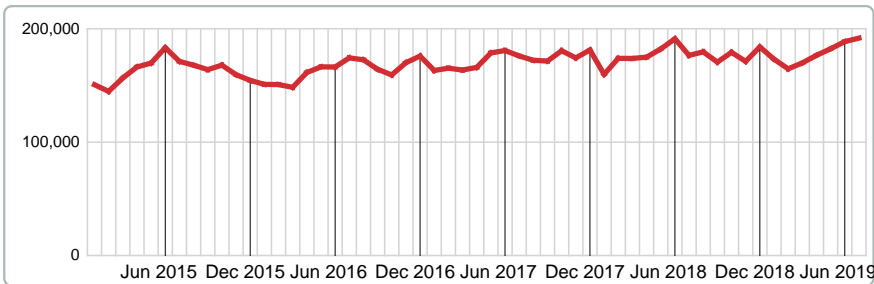
JULY



YEAR TO DATE (YTD)

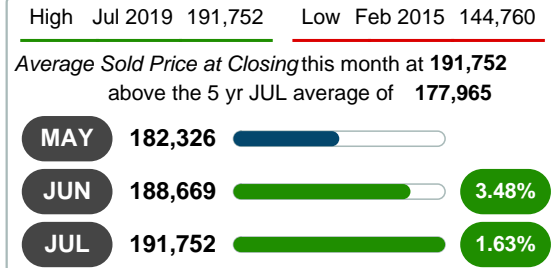


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 177,965



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	319	19.32%	22,344	29,669	20,295	9,200	2,638
\$75,001-\$125,000	217	13.14%	103,966	98,334	105,696	109,930	115,000
\$125,001-\$175,000	373	22.59%	152,099	144,600	152,019	155,212	167,500
\$175,001-\$250,000	334	20.23%	208,738	210,990	204,281	212,844	224,818
\$250,001-\$350,000	235	14.23%	294,868	303,607	294,175	294,482	297,210
\$350,001 and up	173	10.48%	526,870	564,483	461,519	513,511	609,601
Average Sold Price	191,752			109,092	155,937	269,147	419,600
Total Closed Units	1,651	100%	191,752	245	878	456	72
Total Closed Volume	316,582,286			26.73M	136.91M	122.73M	30.21M

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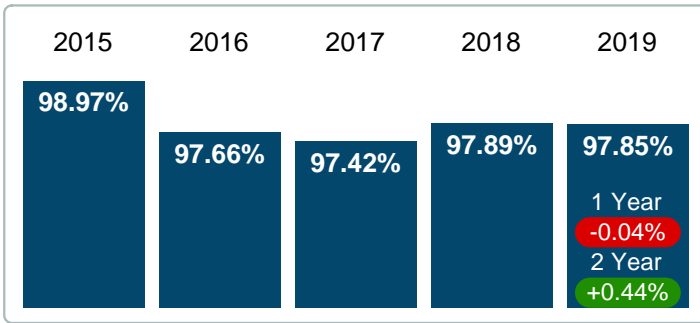
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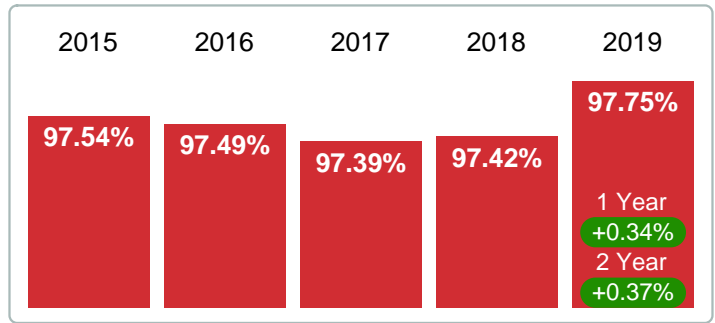
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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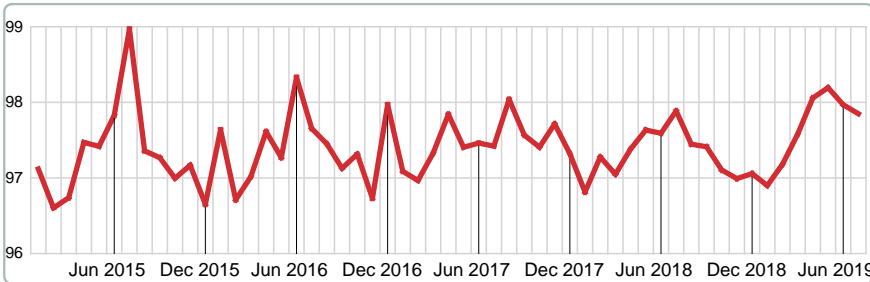
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

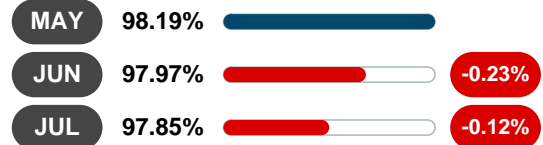


3 MONTHS

5 year JUL AVG = 97.96%

High Jul 2015 98.97% Low Feb 2015 96.60%

Average Sold/List Ratio this month at **97.85%** equal to 5 yr JUL average of **97.96%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	319	19.32%	96.31%	93.10%	98.00%	98.97%	100.00%
\$75,001-\$125,000	217	13.14%	98.24%	97.31%	98.71%	96.96%	96.64%
\$125,001-\$175,000	373	22.59%	98.61%	96.41%	98.82%	98.73%	97.82%
\$175,001-\$250,000	334	20.23%	98.58%	94.20%	98.78%	98.96%	99.22%
\$250,001-\$350,000	235	14.23%	98.12%	97.49%	98.04%	98.39%	97.18%
\$350,001 and up	173	10.48%	96.77%	91.67%	96.58%	97.59%	96.47%
Average Sold/List Ratio		97.80%		94.64%	98.48%	98.45%	97.28%
Total Closed Units		1,651	100%	245	878	456	72
Total Closed Volume		316,582,286		26.73M	136.91M	122.73M	30.21M

July 2019



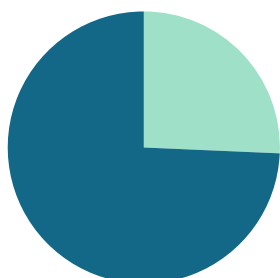
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

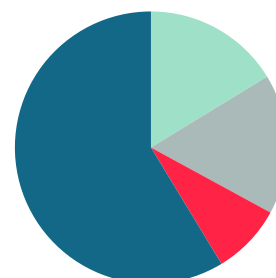


Inventory
 New Listings
2,504 = 25.68%
 Start Inventory
7,245
 Total Inventory Units
9,749
 Volume
\$2,700,083,552

Market Activity

Closed Sales
1,651 = 16.28%
 Pending Sales
1,688 = 16.65%
 Other Off Market
851 = 8.39%
 Active Inventory
5,950 = 58.68%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	1,601	1,651	3.12%	9,930	10,167	2.39%
Pending Sales	1,416	1,688	19.21%	9,933	10,593	6.64%
New Listings	2,524	2,504	-0.79%	17,224	16,799	-2.47%
Average List Price	181,563	196,945	8.47%	182,572	184,026	0.80%
Average Sale Price	176,508	191,752	8.64%	177,203	179,263	1.16%
Average Percent of Selling Price to List Price	97.89%	97.85%	-0.04%	97.42%	97.75%	0.34%
Average Days on Market to Sale	41.02	36.71	-10.50%	46.53	42.46	-8.76%
Monthly Inventory	8,414	5,950	-29.28%	8,414	5,950	-29.28%
Months Supply of Inventory	6.11	4.24	-30.64%	6.11	4.24	-30.64%

Absorption: Last 12 months, an Average of **1,404** Sales/Month

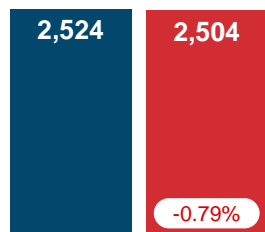
Inventory on July 31, 2019 = **5,950**

2018 **2019**

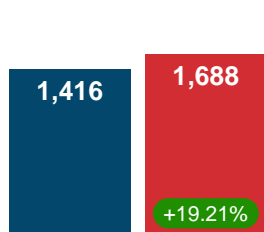
JULY MARKET

AVERAGE PRICES

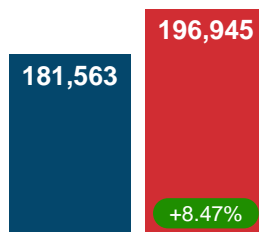
New Listings



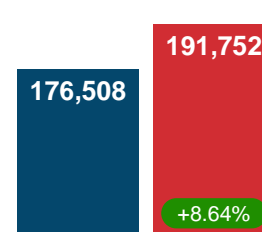
Pending Listings



List Price



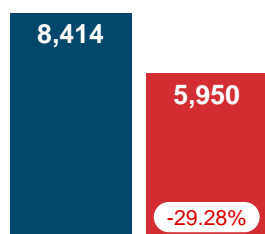
Sale Price



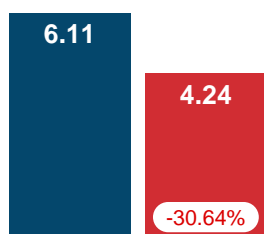
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

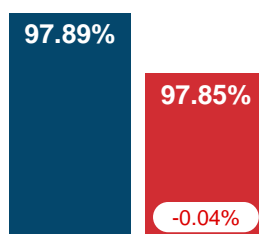
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

