

April 2020

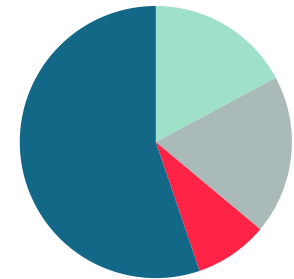
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	1,144	901	-21.24%
Pending Listings	1,247	992	-20.45%
New Listings	1,717	1,289	-24.93%
Average List Price	182,567	189,783	3.95%
Average Sale Price	178,228	186,416	4.59%
Average Percent of Selling Price to List Price	97.98%	98.34%	0.36%
Average Days on Market to Sale	39.36	33.79	-14.15%
End of Month Inventory	4,810	2,897	-39.77%
Months Supply of Inventory	4.94	2.96	-39.96%



■ Closed (17.17%)
■ Pending (18.91%)
■ Other OffMarket (8.71%)
■ Active (55.21%)

Absorption: Last 12 months, an Average of **978** Sales/Month
Active Inventory as of April 30, 2020 = **2,897**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **39.77%** to 2,897 existing homes available for sale. Over the last 12 months this area has had an average of 978 closed sales per month. This represents an unsold inventory index of **2.96** 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 **4.59%** in April 2020 to \$186,416 versus the previous year at \$178,228.

Average Days on Market Shortens

The average number of **33.79** days that homes spent on the market before selling decreased by 5.57 days or **14.15%** in April 2020 compared to last year's same month at **39.36** DOM.

Sales Success for April 2020 is Positive

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

There were 1,289 New Listings in April 2020, down **24.93%** from last year at 1,717. Furthermore, there were 901 Closed Listings this month versus last year at 1,144, a **-21.24%** decrease.

Closed versus Listed trends yielded a **69.9%** ratio, up from previous year's, April 2019, at **66.6%**, a **4.91%** 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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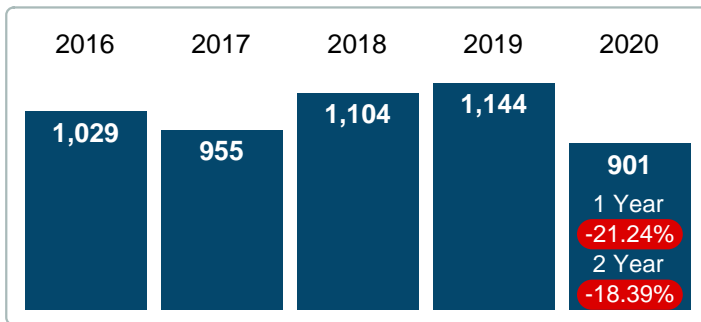
Area Delimited by County Of Tulsa



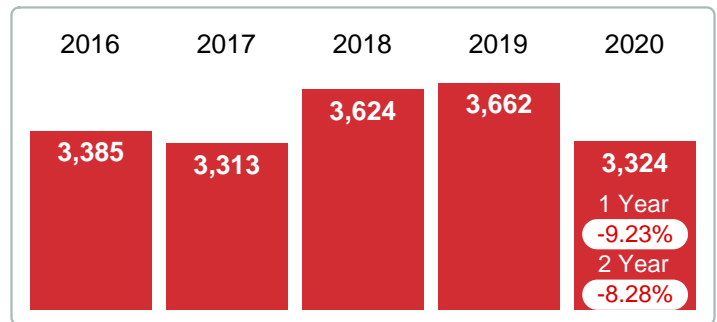
CLOSED LISTINGS

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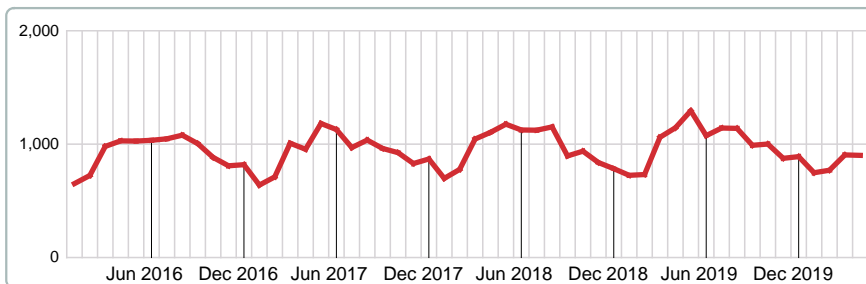
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,027

High May 2019 1,294 Low Jan 2017 639

Closed Listings this month at **901**
below the 5 yr APR average of **1,027**



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	182	20.20%	39.8	59	107	14	2
\$75,001-\$125,000	109	12.10%	18.8	32	72	4	1
\$125,001-\$200,000	260	28.86%	28.6	16	193	49	2
\$200,001-\$250,000	132	14.65%	38.2	8	68	51	5
\$250,001-\$350,000	127	14.10%	36.9	8	42	65	12
\$350,001 and up	91	10.10%	43.7	2	17	60	12
Total Closed Units	901			125	499	243	34
Total Closed Volume	167,960,392	100%	33.8	12.50M	75.13M	68.23M	12.10M
Average Closed Price	\$186,416			\$99,987	\$150,560	\$280,783	\$355,947

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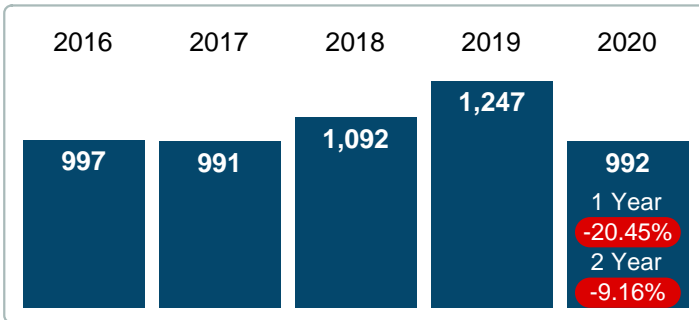
Area Delimited by County Of Tulsa



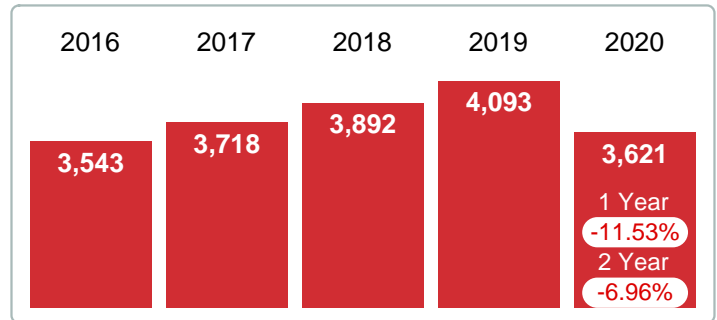
PENDING LISTINGS

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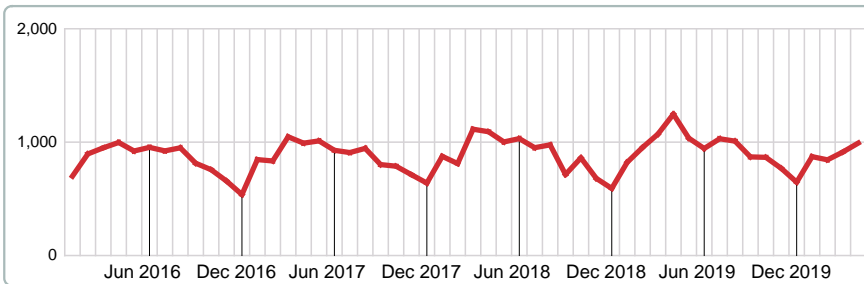
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

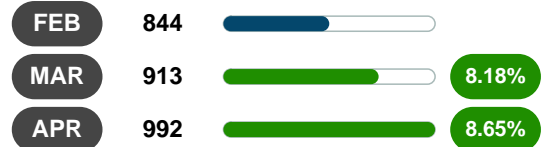


3 MONTHS

5 year APR AVG = 1,064

High Apr 2019 1,247 Low Dec 2016 538

Pending Listings this month at 992 below the 5 yr APR average of 1,064



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	83	8.37%	47.5	34	40	8	1
\$50,001 - \$125,000	143	14.42%	29.5	50	79	13	1
\$125,001 - \$150,000	83	8.37%	26.9	10	64	9	0
\$150,001 - \$200,000	240	24.19%	27.3	21	163	53	3
\$200,001 - \$275,000	205	20.67%	37.0	11	83	105	6
\$275,001 - \$375,000	121	12.20%	47.4	6	27	73	15
\$375,001 and up	117	11.79%	51.4	8	25	63	21
Total Pending Units	992			140	481	324	47
Total Pending Volume	218,632,305	100%	33.4	20.47M	87.11M	91.01M	20.04M
Average Listing Price	\$165,243			\$146,195	\$181,100	\$280,898	\$426,488

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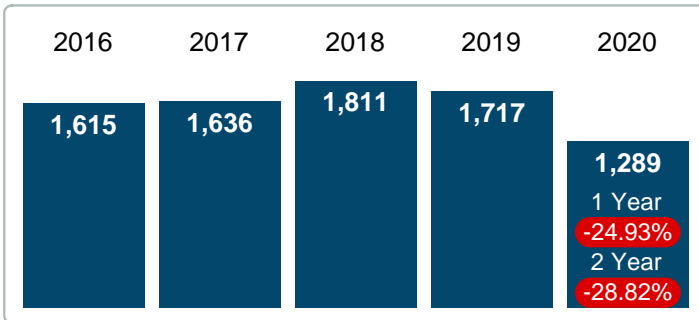
Area Delimited by County Of Tulsa



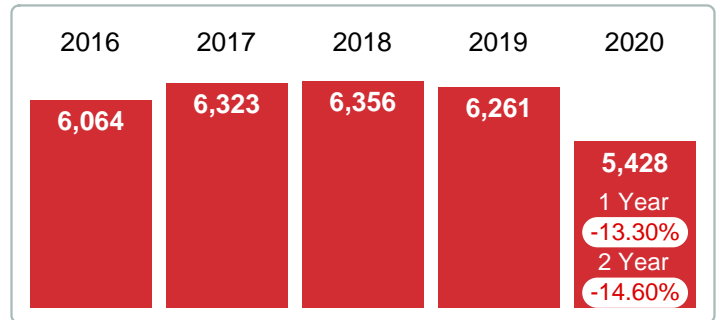
NEW LISTINGS

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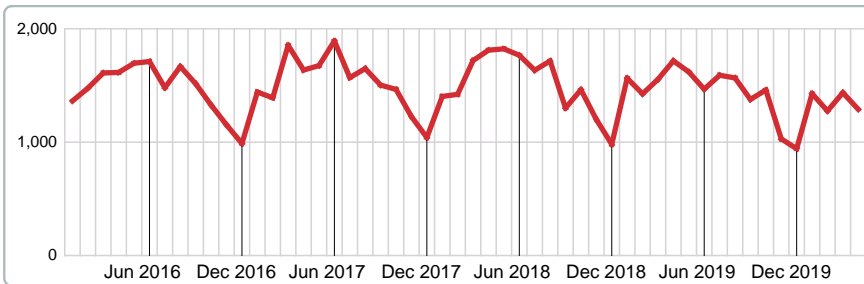
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,614

High Jun 2017 1,892 Low Dec 2019 942

New Listings this month at **1,289**
 below the 5 yr APR average of **1,614**



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	115	8.92%	31	72	11	1
\$30,001 - \$110,000	159	12.34%	90	62	6	1
\$110,001 - \$160,000	192	14.90%	63	116	12	1
\$160,001 - \$250,000	335	25.99%	26	192	108	9
\$250,001 - \$350,000	200	15.52%	13	66	104	17
\$350,001 - \$480,000	159	12.34%	5	40	88	26
\$480,001 and up	129	10.01%	18	12	54	45
Total New Listed Units	1,289		246	560	383	100
Total New Listed Volume	347,354,710	100%	54.02M	104.49M	132.49M	56.35M
Average New Listed Listing Price	\$127,350		\$219,597	\$186,596	\$345,926	\$563,507

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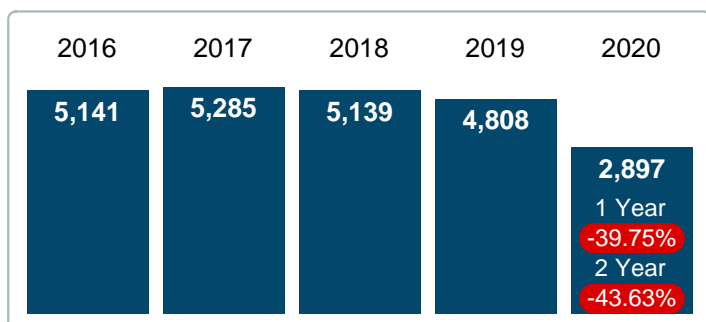
Area Delimited by County Of Tulsa



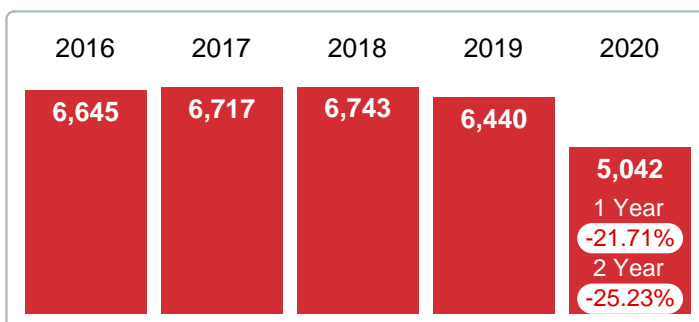
ACTIVE INVENTORY

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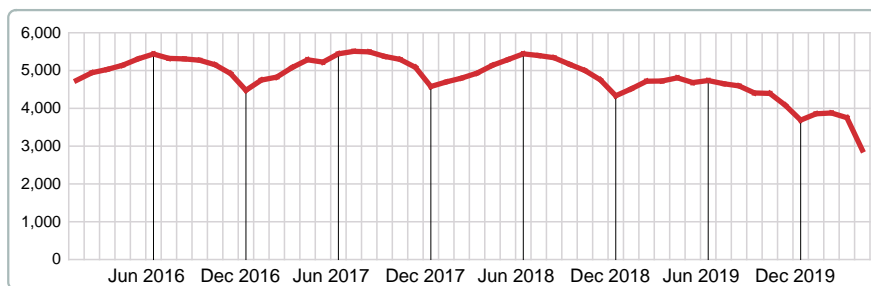
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4,654

High Jul 2017 5,508 Low Apr 2020 2,897

Inventory this month at **2,897**
below the 5 yr APR average of **4,654**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	272	9.39%	83.7	155	98	14	5
\$50,001 - \$125,000	390	13.46%	75.4	253	115	21	1
\$125,001 - \$175,000	359	12.39%	60.0	168	164	23	4
\$175,001 - \$325,000	731	25.23%	57.7	140	285	273	33
\$325,001 - \$450,000	501	17.29%	65.3	57	131	242	71
\$450,001 - \$775,000	359	12.39%	76.4	66	47	162	84
\$775,001 and up	285	9.84%	96.7	130	12	65	78
Total Active Inventory by Units			2,897	969	852	800	276
Total Active Inventory by Volume			1,125,339,520	389.43M	199.01M	341.80M	195.09M
Average Active Inventory Listing Price			\$388,450	\$401,892	\$233,583	\$427,250	\$706,862

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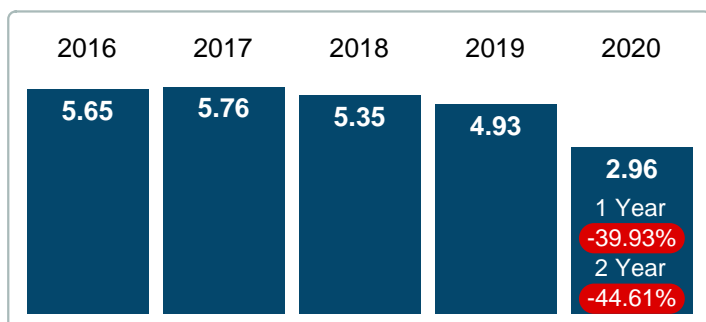
Area Delimited by County Of Tulsa



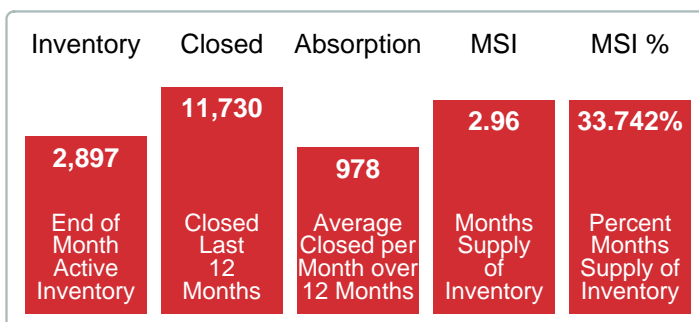
MONTHS SUPPLY of INVENTORY (MSI)

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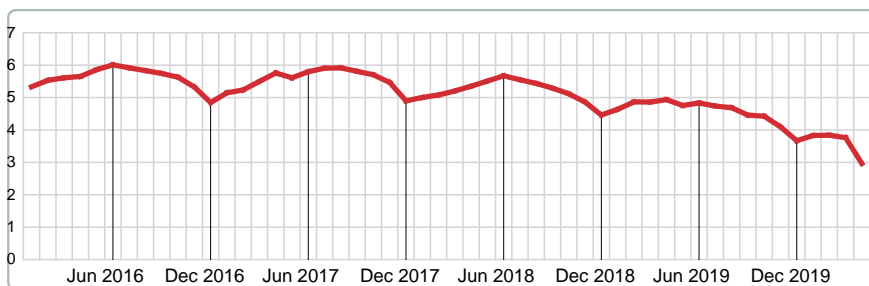
MSI FOR APRIL



INDICATORS FOR APRIL 2020

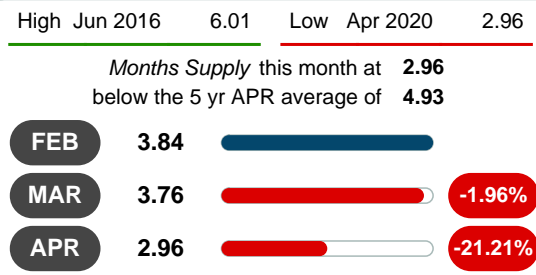


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.93



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
\$50,000 and less	272	9.39%	1.64	2.74	1.16	0.64	2.00
\$50,001 - \$125,000	390	13.46%	2.37	5.31	1.08	2.17	1.20
\$125,001 - \$175,000	359	12.39%	1.79	8.73	1.08	0.85	1.85
\$175,001 - \$325,000	731	25.23%	2.26	7.57	1.90	1.99	1.95
\$325,001 - \$450,000	501	17.29%	6.52	19.00	6.69	5.33	8.04
\$450,001 - \$775,000	359	12.39%	9.68	31.68	6.88	8.56	9.08
\$775,001 and up	285	9.84%	28.03	130.00	9.60	15.00	21.77
Market Supply of Inventory (MSI)			2.96	6.55	1.64	3.03	6.26
Total Active Inventory by Units		100%	2,897	969	852	800	276

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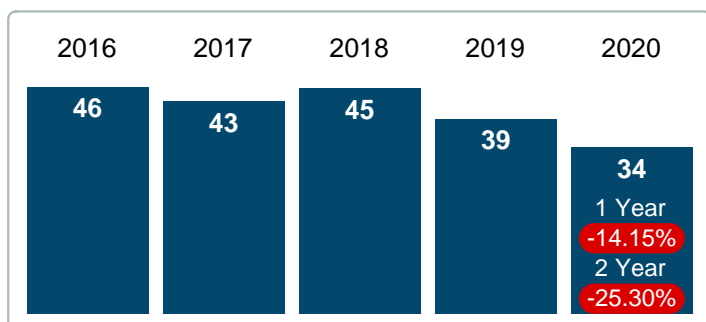
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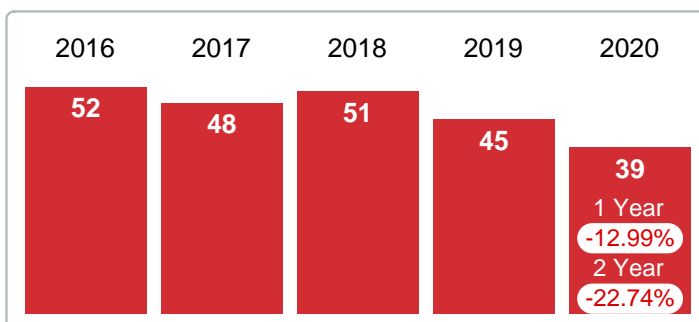
AVERAGE DAYS ON MARKET TO SALE

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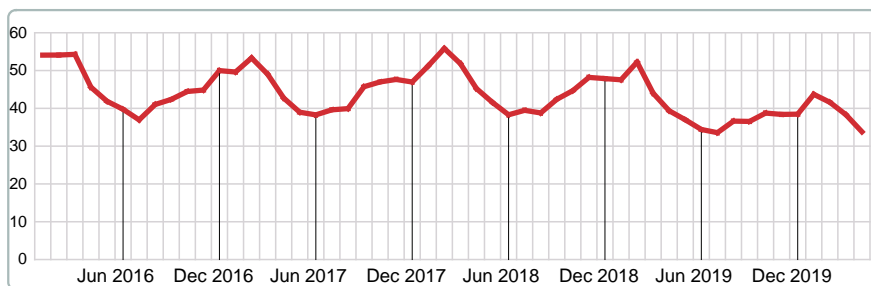
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

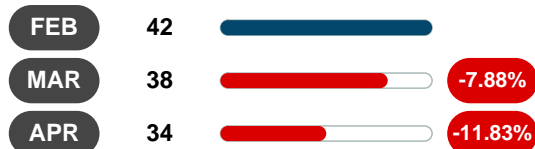


3 MONTHS

5 year APR AVG = 41

High Feb 2018 56 Low Jul 2019 34

Average Days on Market to Sale this month at 34 below the 5 yr APR average of 41



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	182	20.20%	40	41	39	32	82
\$75,001-\$125,000	109	12.10%	19	28	15	9	44
\$125,001-\$200,000	260	28.86%	29	50	25	35	40
\$200,001-\$250,000	132	14.65%	38	58	38	32	76
\$250,001-\$350,000	127	14.10%	37	69	33	40	12
\$350,001 and up	91	10.10%	44	41	47	43	44
Average Closed DOM			34	42	30	37	39
Total Closed Units		100%	34	125	499	243	34
Total Closed Volume			167,960,392	12.50M	75.13M	68.23M	12.10M

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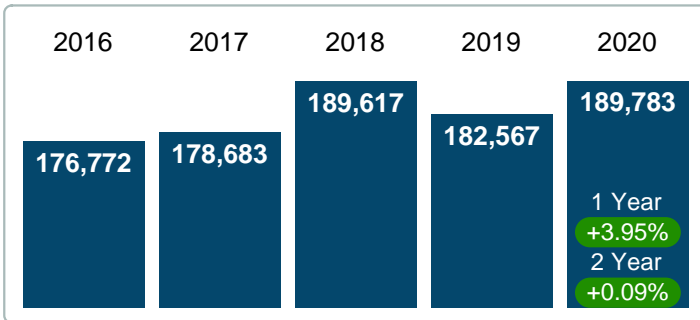
Area Delimited by County Of Tulsa



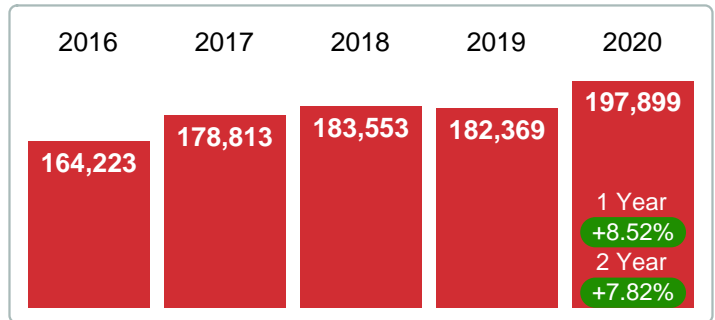
AVERAGE LIST PRICE AT CLOSING

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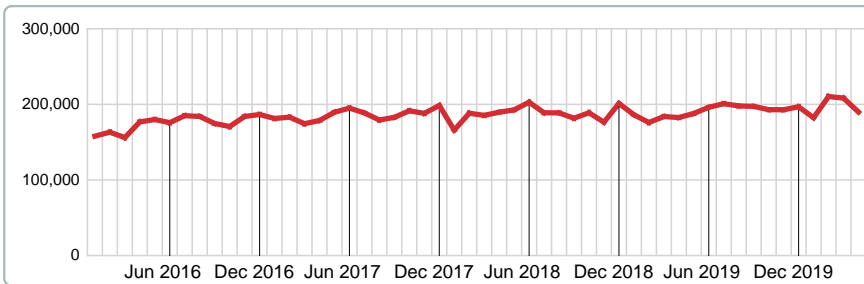
APRIL



YEAR TO DATE (YTD)

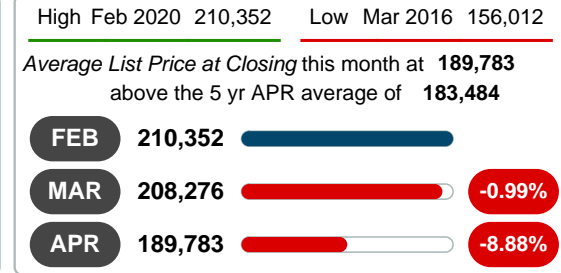


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 183,484



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	182	20.20%	18,438	27,156	15,360	12,343	2,700
\$75,001-\$125,000	107	11.88%	103,355	98,452	106,374	103,038	200,000
\$125,001-\$200,000	259	28.75%	162,867	164,706	159,891	178,248	166,111
\$200,001-\$250,000	128	14.21%	228,273	244,875	226,887	233,298	230,066
\$250,001-\$350,000	134	14.87%	294,340	321,612	291,407	296,949	284,205
\$350,001 and up	91	10.10%	502,604	649,500	490,432	480,685	595,925
Average List Price			189,783	105,751	152,638	285,433	360,280
Total Closed Units		100%	189,783	125	499	243	34
Total Closed Volume			170,994,600	13.22M	76.17M	69.36M	12.25M

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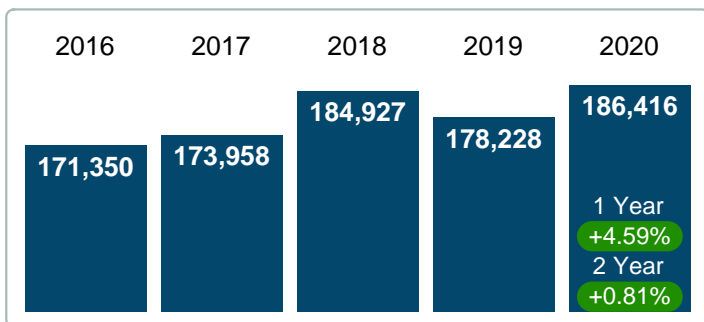
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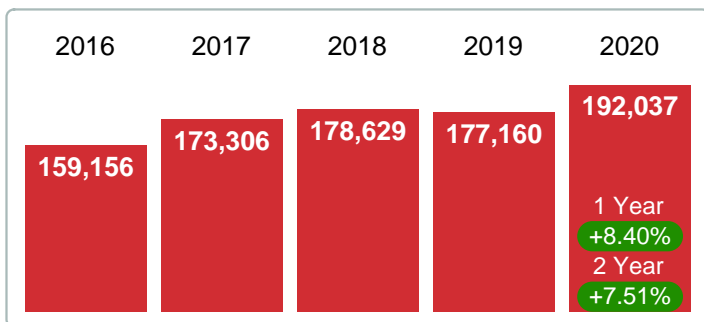
AVERAGE SOLD PRICE AT CLOSING

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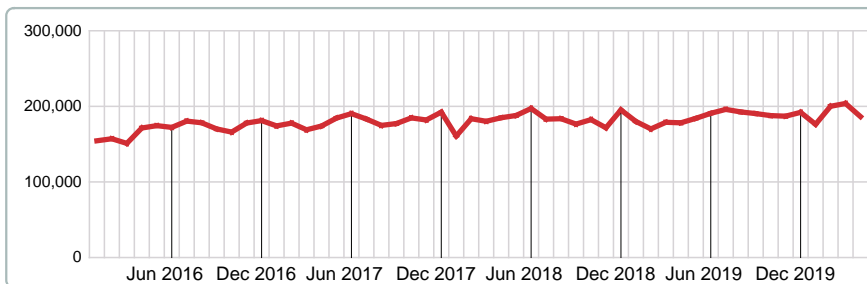
APRIL



YEAR TO DATE (YTD)

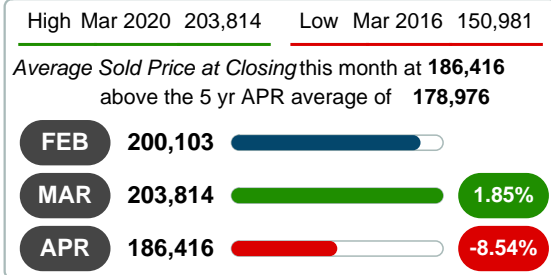


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 178,976



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	182	20.20%	17,359	25,585	13,808	11,929	2,700
\$75,001-\$125,000	109	12.10%	102,159	95,249	104,671	107,750	120,000
\$125,001-\$200,000	260	28.86%	160,969	156,558	158,148	173,296	166,500
\$200,001-\$250,000	132	14.65%	227,052	226,388	224,331	230,516	229,800
\$250,001-\$350,000	127	14.10%	292,338	293,855	290,040	293,095	295,271
\$350,001 and up	91	10.10%	491,382	637,000	479,811	472,224	579,296
Average Sold Price			186,416	99,987	150,560	280,783	355,947
Total Closed Units		100%	186,416	125	499	243	34
Total Closed Volume			167,960,392	12.50M	75.13M	68.23M	12.10M

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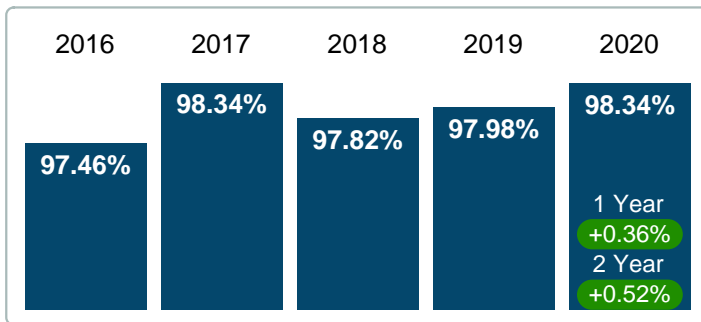
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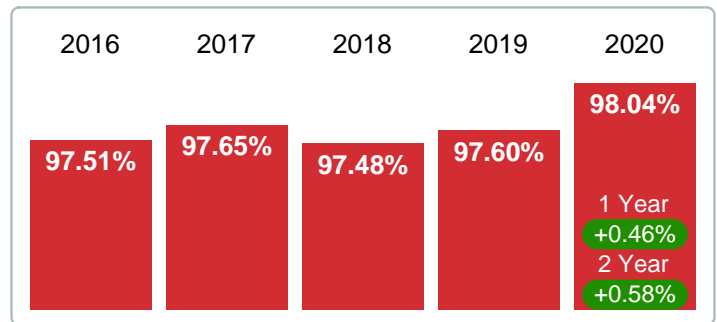
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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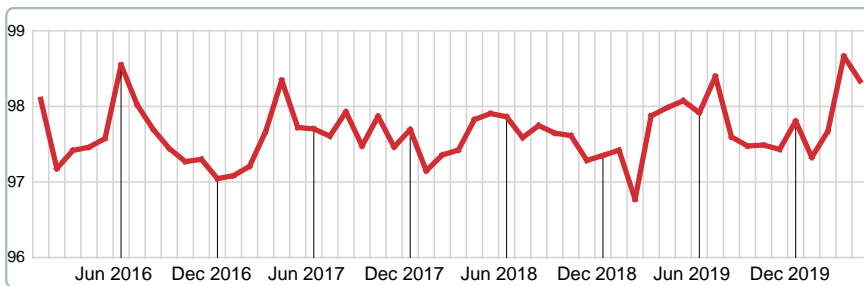
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

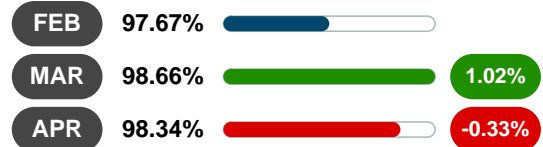


3 MONTHS

5 year APR AVG = 97.99%

High Mar 2020 98.66% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **98.34%**
equal to 5 yr APR average of **97.99%**



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	182	20.20%	96.62%	95.62%	96.77%	99.26%	100.00%
\$75,001-\$125,000	109	12.10%	98.47%	97.62%	98.90%	107.25%	60.00%
\$125,001-\$200,000	260	28.86%	98.59%	95.71%	99.04%	97.65%	100.22%
\$200,001-\$250,000	132	14.65%	98.56%	92.62%	98.93%	98.87%	99.93%
\$250,001-\$350,000	127	14.10%	99.91%	92.52%	99.70%	98.71%	112.10%
\$350,001 and up	91	10.10%	98.37%	97.22%	98.45%	98.46%	98.01%
Average Sold/List Ratio		98.30%		95.77%	98.55%	98.64%	102.39%
Total Closed Units		901	100%	125	499	243	34
Total Closed Volume		167,960,392		12.50M	75.13M	68.23M	12.10M

April 2020

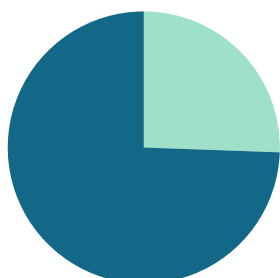
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

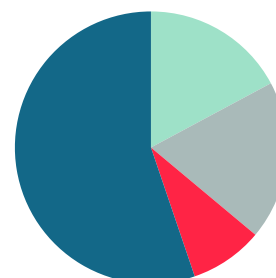


Inventory
 New Listings
1,289 = 25.57%
 Start Inventory
3,753
 Total Inventory Units
5,042
 Volume
\$1,665,686,647

Market Activity

Closed Sales
901 = 17.17%
 Pending Sales
992 = 18.91%
 Other Off Market
457 = 8.71%
 Active Inventory
2,897 = 55.21%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,144	901	-21.24%	3,662	3,324	-9.23%
Pending Sales	1,247	992	-20.45%	4,093	3,621	-11.53%
New Listings	1,717	1,289	-24.93%	6,261	5,428	-13.30%
Average List Price	182,567	189,783	+3.95%	182,369	197,899	+8.52%
Average Sale Price	178,228	186,416	+4.59%	177,160	192,037	+8.40%
Average Percent of Selling Price to List Price	97.98%	98.34%	+0.36%	97.60%	98.04%	+0.46%
Average Days on Market to Sale	39.36	33.79	-14.15%	44.90	39.07	-12.99%
Monthly Inventory	4,810	2,897	-39.77%	4,810	2,897	-39.77%
Months Supply of Inventory	4.94	2.96	-39.96%	4.94	2.96	-39.96%

Absorption: Last 12 months, an Average of **978** Sales/Month

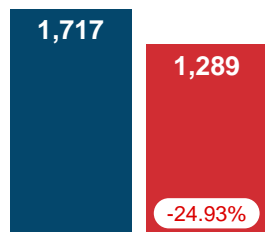
Inventory on April 30, 2020 = **2,897**

2019 **2020**

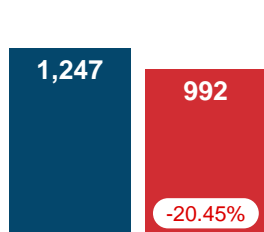
APRIL MARKET

AVERAGE PRICES

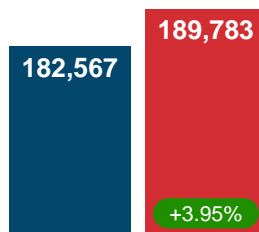
New Listings



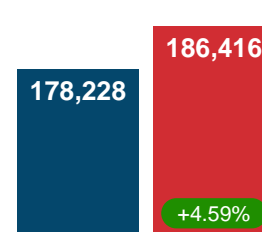
Pending Listings



List Price



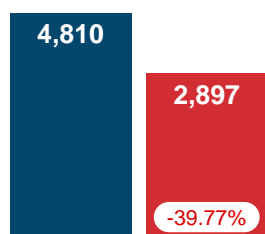
Sale Price



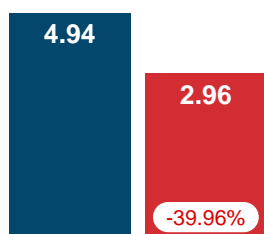
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

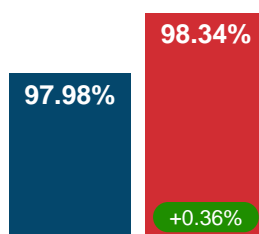
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

