

April 2020

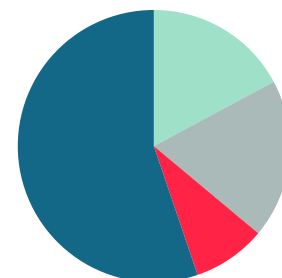
Area Delimited by County Of Tulsa



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%
Median List Price	160,593	169,900	5.80%
Median Sale Price	160,000	167,900	4.94%
Median Percent of Selling Price to List Price	99.68%	100.00%	0.32%
Median Days on Market to Sale	22.00	14.00	-36.36%
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.

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 **4.94%** in April 2020 to \$167,900 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 8.00 days or **36.36%** in April 2020 compared to last year's same month at **22.00** DOM.

Sales Success for April 2020 is Positive

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

There were 1,289 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

April 2020



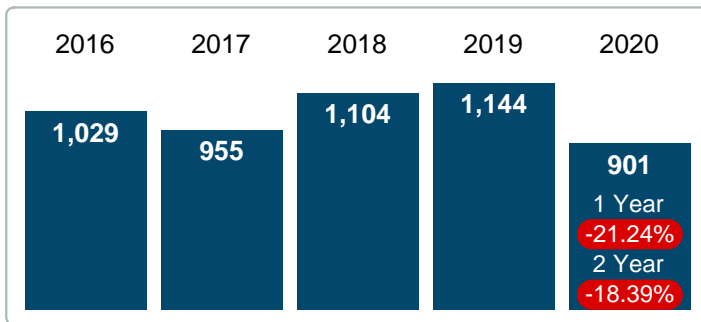
Area Delimited by County Of Tulsa



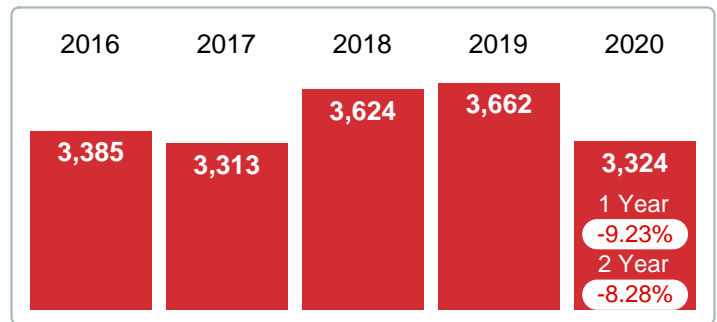
CLOSED LISTINGS

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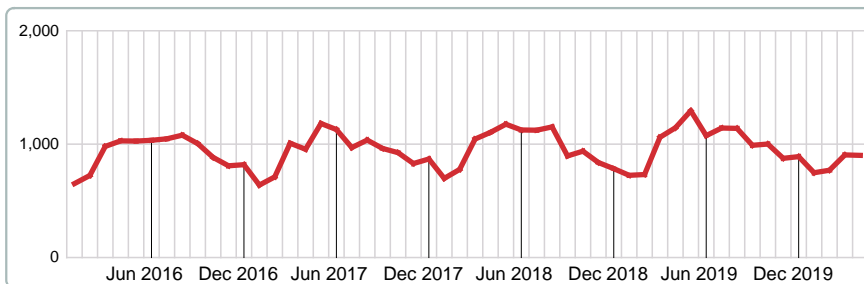
APRIL



YEAR TO DATE (YTD)

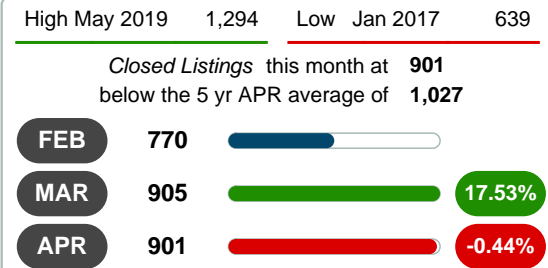


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,027



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	24.5	59	107	14	2
\$75,001-\$125,000	109	12.10%	6.0	32	72	4	1
\$125,001-\$200,000	260	28.86%	7.0	16	193	49	2
\$200,001-\$250,000	132	14.65%	18.5	8	68	51	5
\$250,001-\$350,000	127	14.10%	12.0	8	42	65	12
\$350,001 and up	91	10.10%	17.0	2	17	60	12
Total Closed Units	901			125	499	243	34
Total Closed Volume	167,960,392	100%	14.0	12.50M	75.13M	68.23M	12.10M
Median Closed Price	\$167,900			\$78,000	\$149,500	\$255,000	\$296,500

April 2020



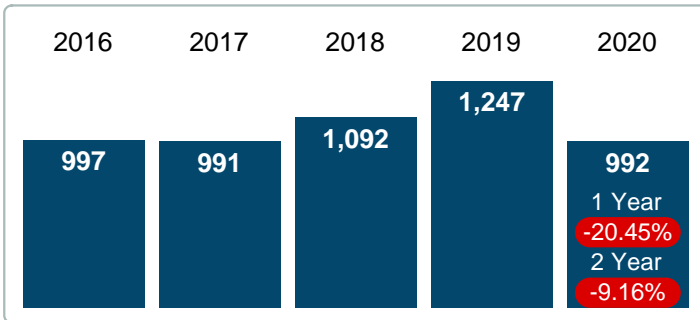
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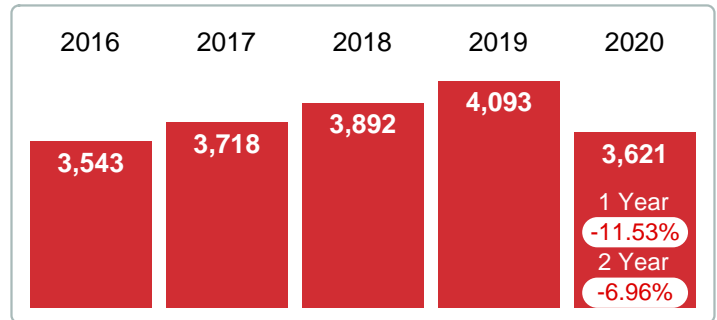
PENDING LISTINGS

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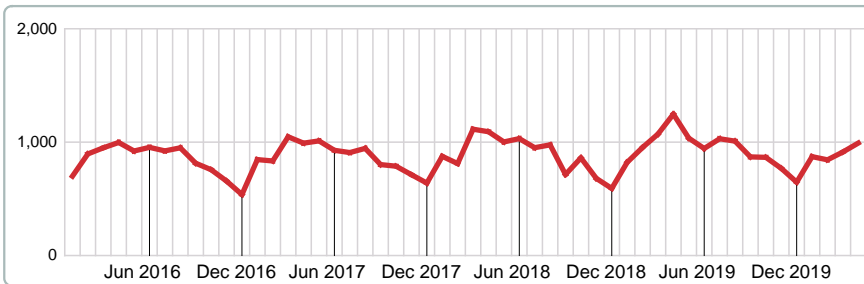
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

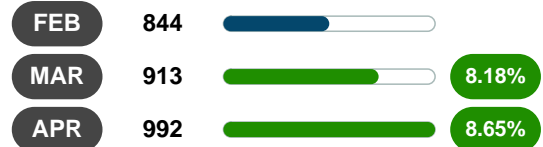


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	83	8.37%	35.0	34	40	8	1
\$50,001 - \$125,000	143	14.42%	10.0	50	79	13	1
\$125,001 - \$150,000	83	8.37%	10.0	10	64	9	0
\$150,001 - \$200,000	240	24.19%	11.0	21	163	53	3
\$200,001 - \$275,000	205	20.67%	21.0	11	83	105	6
\$275,001 - \$375,000	121	12.20%	26.0	6	27	73	15
\$375,001 and up	117	11.79%	37.0	8	25	63	21
Total Pending Units	992			140	481	324	47
Total Pending Volume	218,632,305	100%	17.0	20.47M	87.11M	91.01M	20.04M
Median Listing Price	\$189,900			\$103,450	\$165,500	\$259,900	\$359,900

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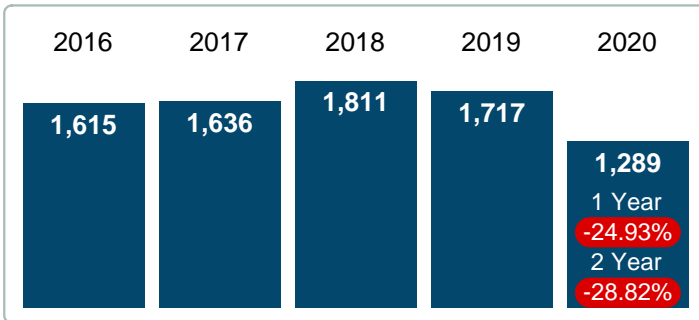
Area Delimited by County Of Tulsa



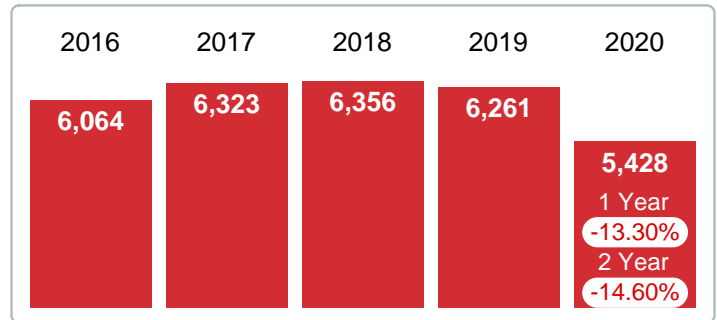
NEW LISTINGS

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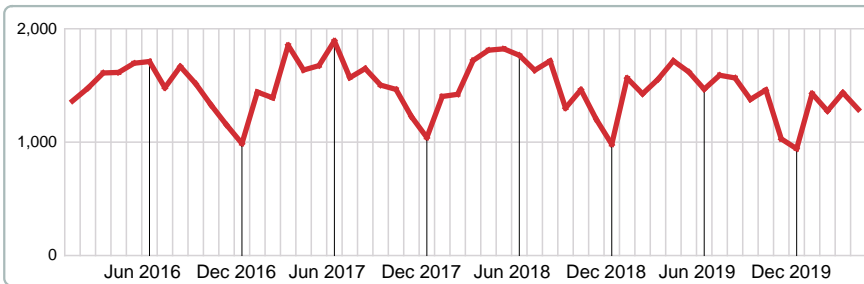
APRIL



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
\$25,000 and less	113	8.77%	30	71	11	1
\$25,001 - \$100,000	139	10.78%	85	49	4	1
\$100,001 - \$150,000	177	13.73%	65	100	11	1
\$150,001 - \$250,000	372	28.86%	30	222	111	9
\$250,001 - \$350,000	200	15.52%	13	66	104	17
\$350,001 - \$475,000	157	12.18%	5	40	87	25
\$475,001 and up	131	10.16%	18	12	55	46
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
Median New Listed Listing Price	\$200,000		\$119,450	\$169,949	\$297,500	\$449,950



April 2020

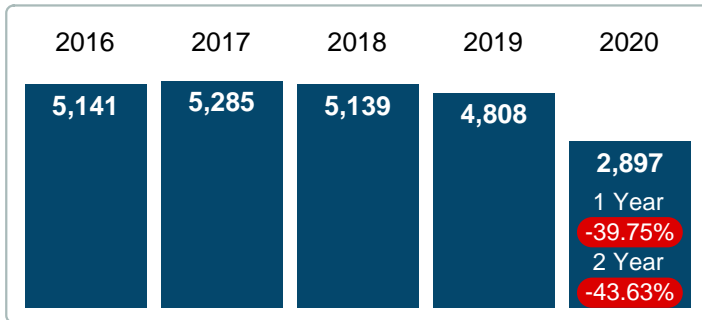
Area Delimited by County Of Tulsa



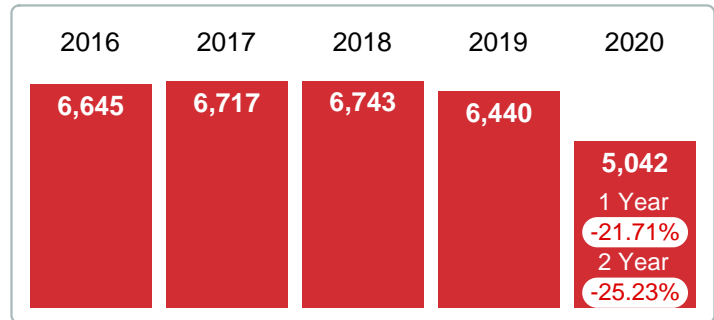
ACTIVE INVENTORY

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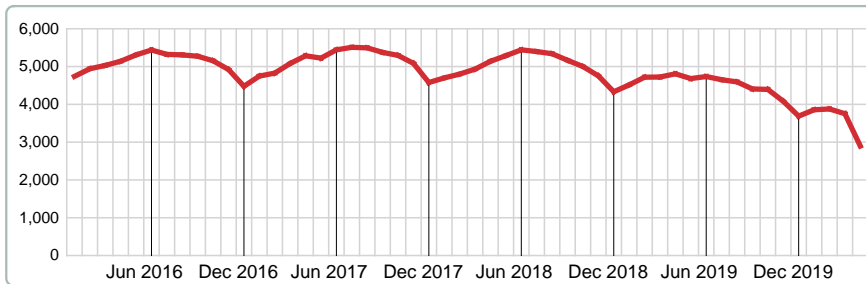
END OF APRIL



ACTIVE DURING APRIL

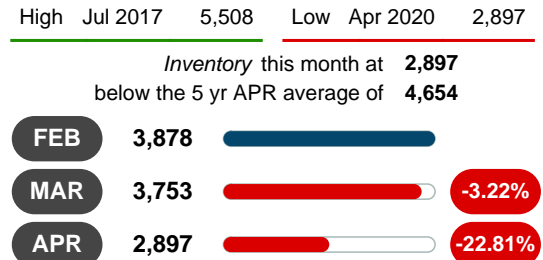


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4,654



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	272	9.39%	57.0	155	98	14	5
\$50,001 - \$125,000	390	13.46%	70.5	253	115	21	1
\$125,001 - \$175,000	359	12.39%	43.0	168	164	23	4
\$175,001 - \$325,000	731	25.23%	44.0	140	285	273	33
\$325,001 - \$450,000	501	17.29%	57.0	57	131	242	71
\$450,001 - \$775,000	359	12.39%	64.0	66	47	162	84
\$775,001 and up	285	9.84%	89.0	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
Median Active Inventory Listing Price			\$257,000	\$145,000	\$191,900	\$369,000	\$514,700

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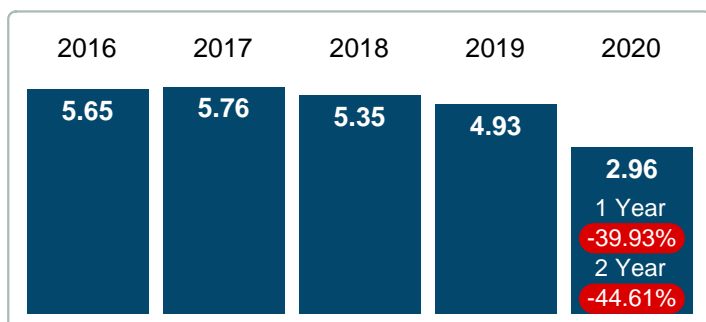
Area Delimited by County Of Tulsa



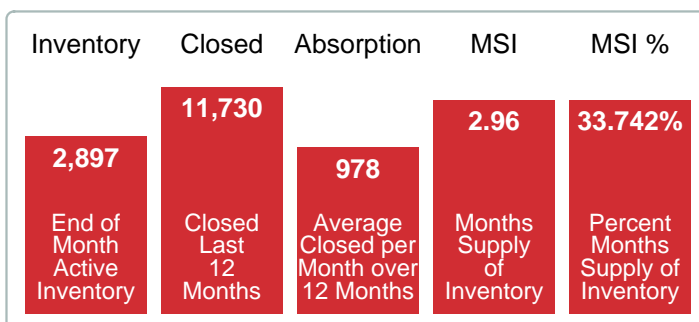
MONTHS SUPPLY of INVENTORY (MSI)

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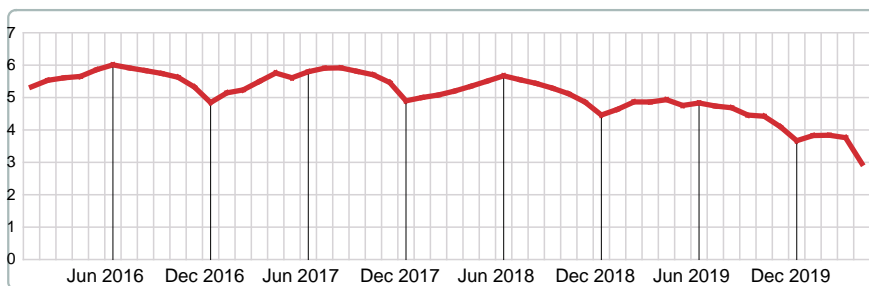
MSI FOR APRIL



INDICATORS FOR APRIL 2020

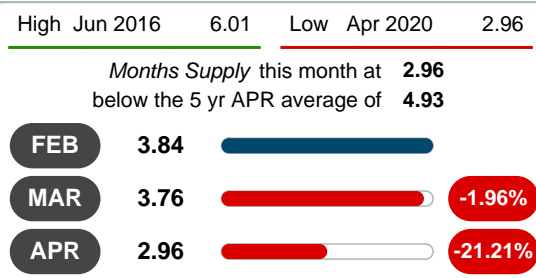


5 YEAR MARKET ACTIVITY TRENDS



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%	2,896	969	852	800	276

April 2020

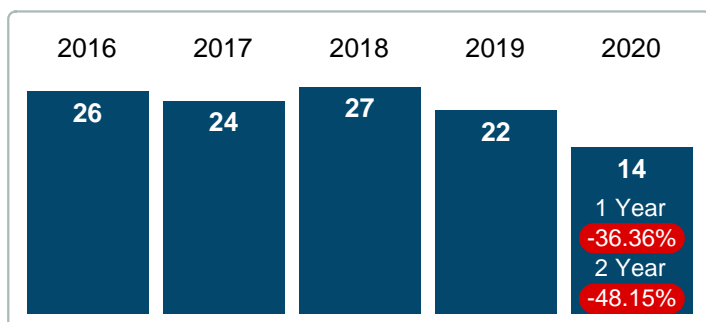
Area Delimited by County Of Tulsa



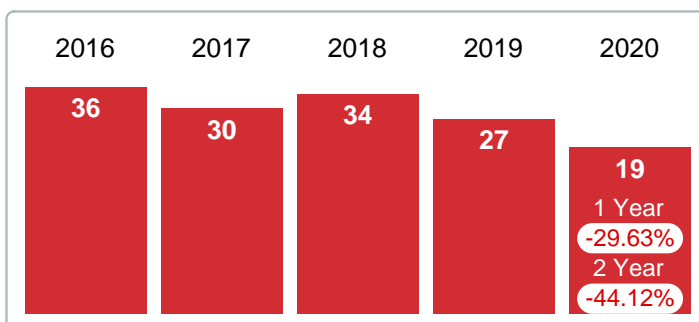
MEDIAN DAYS ON MARKET TO SALE

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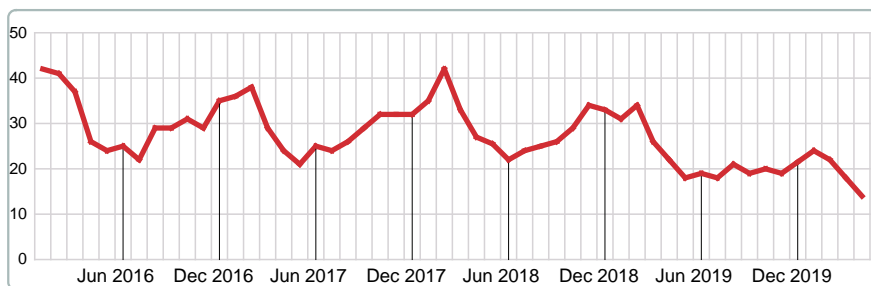
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

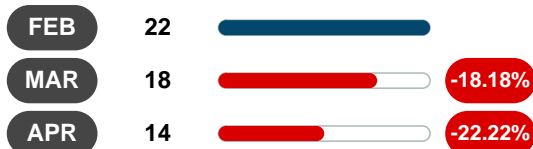


3 MONTHS

5 year APR AVG = 23

High Feb 2018 42 Low Apr 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr APR average of 23



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
\$0 and less	0	0.00%	89	0	0	0	0
\$1-\$75,000	182	20.20%	25	25	23	25	82
\$75,001-\$125,000	109	12.10%	6	12	5	4	44
\$125,001-\$200,000	260	28.86%	7	28	6	7	40
\$200,001-\$250,000	132	14.65%	19	24	21	17	31
\$250,001-\$350,000	127	14.10%	12	30	15	15	5
\$350,001 and up	91	10.10%	17	41	22	18	11
Median Closed DOM			14	21	12	15	12
Total Closed Units		100%	901	125	499	243	34
Total Closed Volume			167,960,392	12.50M	75.13M	68.23M	12.10M

April 2020

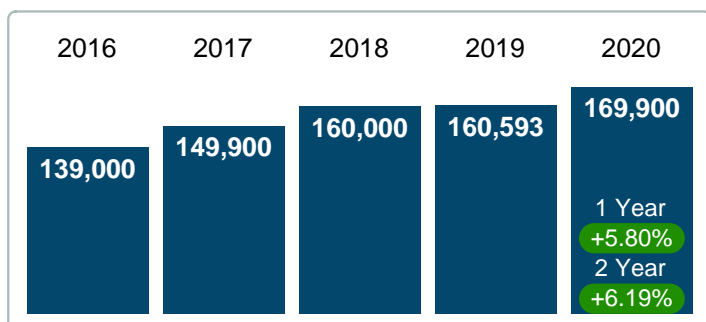
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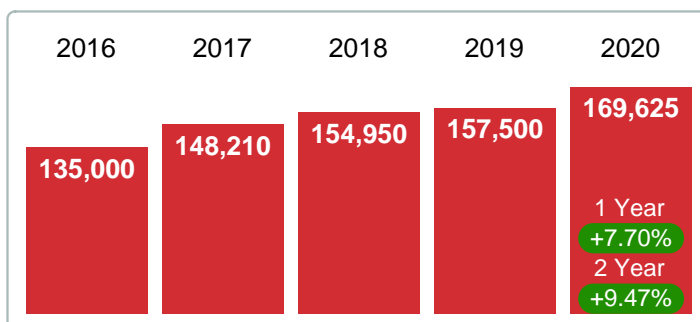
MEDIAN LIST PRICE AT CLOSING

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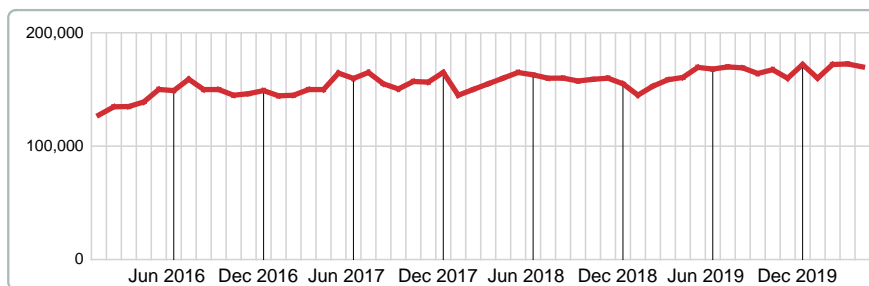
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

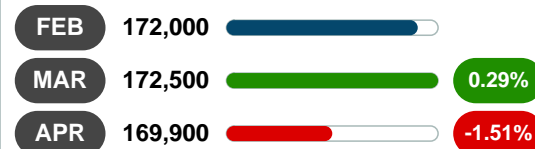


3 MONTHS

5 year APR AVG = 155,879

High Mar 2020 172,500 Low Jan 2016 127,450

Median List Price at Closing this month at **169,900**
above the 5 yr APR average of **155,879**



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
\$0 and less	0	0.00%	17	0	0	0	0
\$1-\$75,000	182	20.20%	1,435	28,950	1,295	1,625	2,700
\$75,001-\$125,000	107	11.88%	105,000	94,450	110,000	115,500	100,000
\$125,001-\$200,000	259	28.75%	162,500	163,000	157,950	184,000	167,000
\$200,001-\$250,000	128	14.21%	228,565	229,500	225,000	235,000	228,630
\$250,001-\$350,000	134	14.87%	290,000	275,000	279,900	293,613	298,000
\$350,001 and up	91	10.10%	439,000	425,000	417,450	439,000	525,950
Median List Price			169,900	80,000	149,900	262,000	298,500
Total Closed Units		100%	901	125	499	243	34
Total Closed Volume			170,994,600	13.22M	76.17M	69.36M	12.25M

April 2020

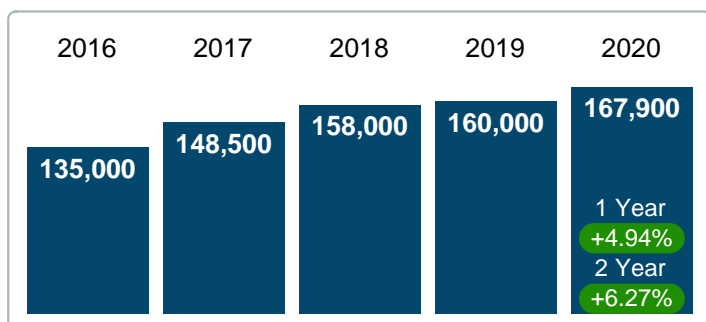
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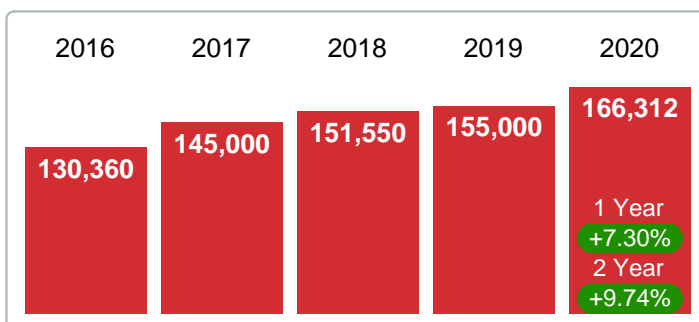
MEDIAN SOLD PRICE AT CLOSING

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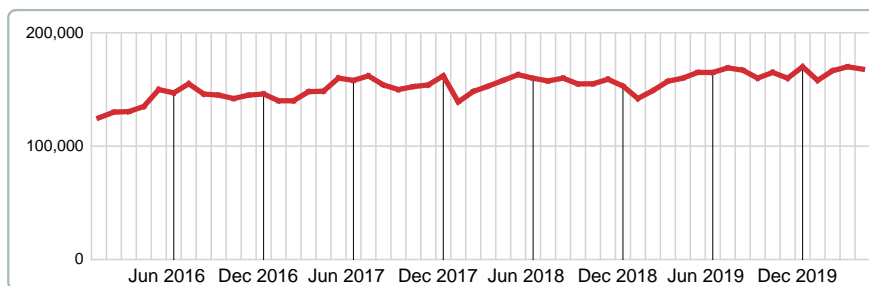
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

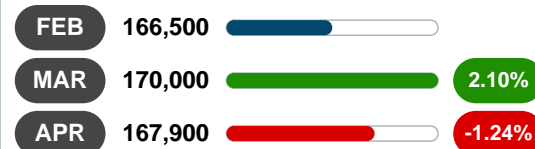


3 MONTHS

5 year APR AVG = 153,880

High Mar 2020 170,000 Low Jan 2016 125,000

Median Sold Price at Closing this month at **167,900**
above the 5 yr APR average of **153,880**



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
\$0 and less	0	0.00%	439,000	0	0	0	0
\$1-\$75,000	182	20.20%	1,435	26,100	1,295	1,600	2,700
\$75,001-\$125,000	109	12.10%	103,500	92,250	107,125	109,000	120,000
\$125,001-\$200,000	260	28.86%	160,000	157,500	157,000	179,900	166,500
\$200,001-\$250,000	132	14.65%	227,000	225,000	224,000	234,000	227,000
\$250,001-\$350,000	127	14.10%	289,000	280,000	279,500	289,900	292,450
\$350,001 and up	91	10.10%	420,000	637,000	409,000	417,500	515,950
Median Sold Price			167,900	78,000	149,500	255,000	296,500
Total Closed Units		100%	901	125	499	243	34
Total Closed Volume			167,960,392	12.50M	75.13M	68.23M	12.10M

April 2020

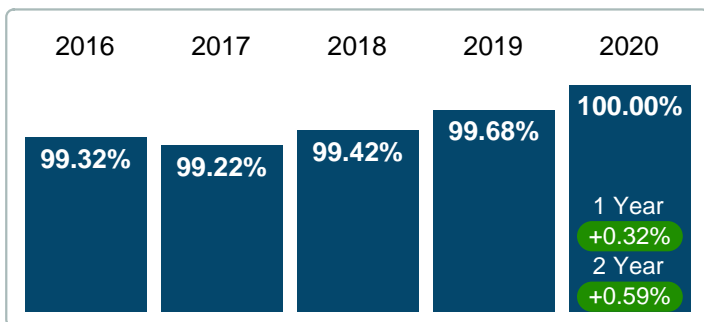
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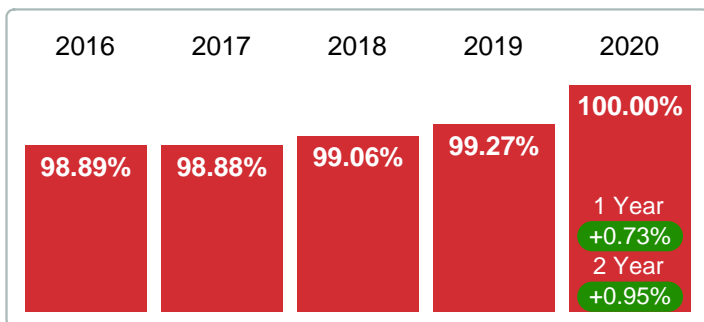
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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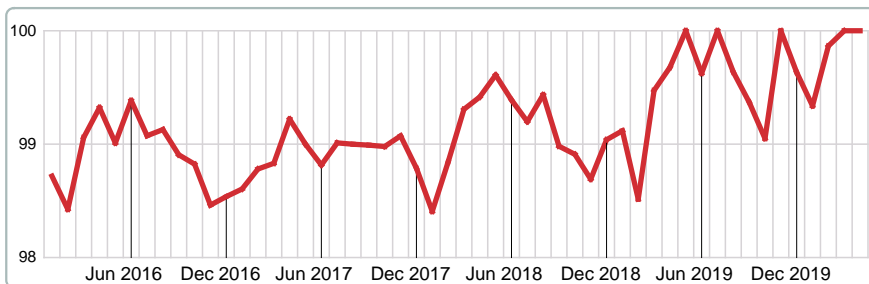
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

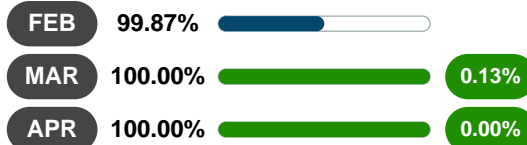


3 MONTHS

5 year APR AVG = 99.53%

High Apr 2020 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 99.53%



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
\$0 and less	0	0.00%	20.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	182	20.20%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$125,000	109	12.10%	100.00%	99.16%	100.00%	99.21%	60.00%
\$125,001-\$200,000	260	28.86%	100.00%	96.95%	100.00%	99.79%	100.22%
\$200,001-\$250,000	132	14.65%	100.00%	92.98%	100.00%	100.00%	100.00%
\$250,001-\$350,000	127	14.10%	99.67%	96.59%	100.00%	99.26%	100.00%
\$350,001 and up	91	10.10%	98.89%	97.22%	100.00%	98.86%	98.62%
Median Sold/List Ratio		100.00%		98.94%	100.00%	99.68%	100.00%
Total Closed Units	901	100%	100.00%	125	499	243	34
Total Closed Volume	167,960,392			12.50M	75.13M	68.23M	12.10M

April 2020

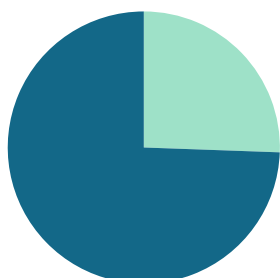
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

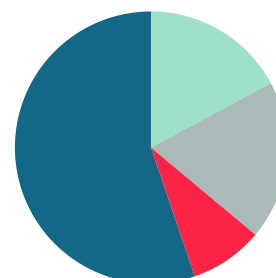


Inventory
 New Listings
1,289 = 25.57%
 Start Inventory
3,753
 Total Inventory Units
5,042
 Volume
\$1,665,686,647

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%
Median List Price	160,593	169,900	5.80%	157,500	169,625	7.70%
Median Sale Price	160,000	167,900	4.94%	155,000	166,312	7.30%
Median Percent of Selling Price to List Price	99.68%	100.00%	0.32%	99.27%	100.00%	0.73%
Median Days on Market to Sale	22.00	14.00	-36.36%	27.00	19.00	-29.63%
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

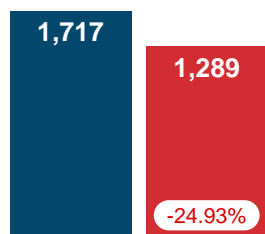
Inventory on April 30, 2020 = **2,897**

2019 **2020**

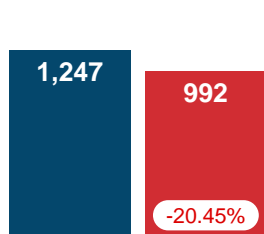
APRIL MARKET

MEDIAN PRICES

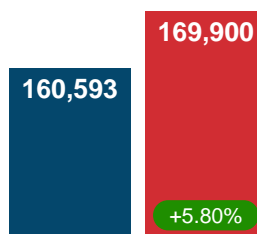
New Listings



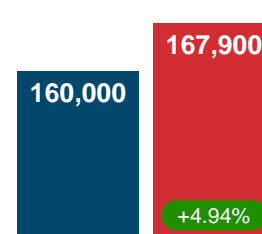
Pending Listings



List Price



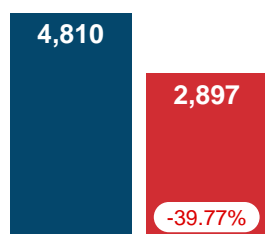
Sale Price



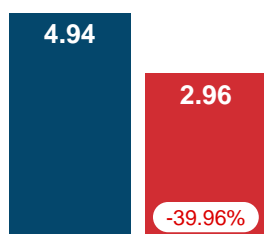
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

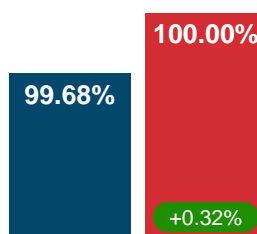
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

