

# August 2020



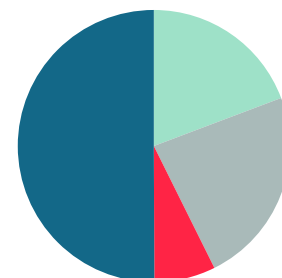
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		+/-%
	2019	2020	
Closed Listings	1,697	1,709	0.71%
Pending Listings	1,502	2,077	38.28%
New Listings	2,410	2,331	-3.28%
Median List Price	162,900	199,900	22.71%
Median Sale Price	160,000	199,000	24.38%
Median Percent of Selling Price to List Price	99.73%	100.00%	0.27%
Median Days on Market to Sale	21.00	10.00	-52.38%
End of Month Inventory	7,713	4,443	-42.40%
Months Supply of Inventory	5.41	3.14	-42.09%



■ Closed (19.26%)  
■ Pending (23.40%)  
■ Other OffMarket (7.28%)  
■ Active (50.06%)

**Absorption:** Last 12 months, an Average of **1,417** Sales/Month  
**Active Inventory** as of August 31, 2020 = **4,443**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **42.40%** to 4,443 existing homes available for sale. Over the last 12 months this area has had an average of 1,417 closed sales per month. This represents an unsold inventory index of **3.14** 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 **24.38%** in August 2020 to \$199,000 versus the previous year at \$160,000.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 11.00 days or **52.38%** in August 2020 compared to last year's same month at **21.00** DOM.

#### Sales Success for August 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 2,331 New Listings in August 2020, down **3.28%** from last year at 2,410. Furthermore, there were 1,709 Closed Listings this month versus last year at 1,697, a **0.71%** increase.

Closed versus Listed trends yielded a **73.3%** ratio, up from previous year's, August 2019, at **70.4%**, a **4.12%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2020



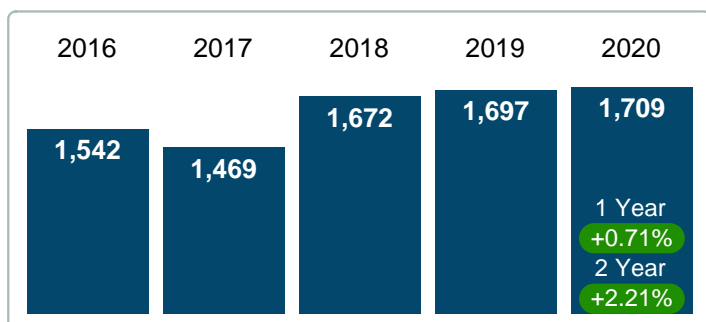
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



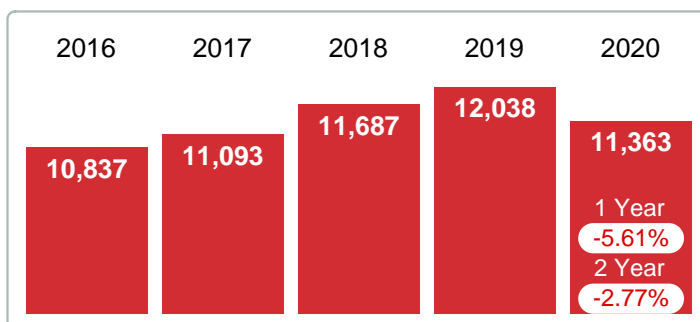
## CLOSED LISTINGS

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

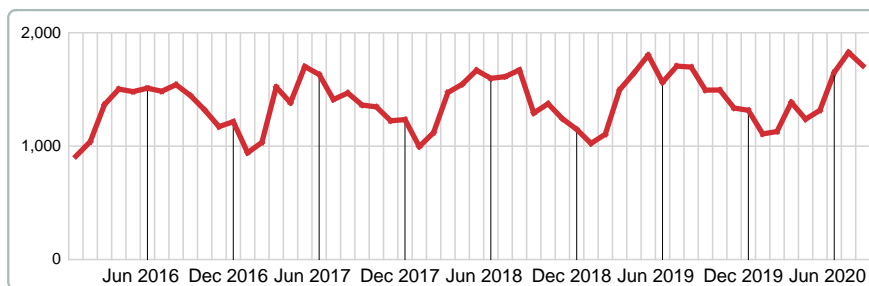
### AUGUST



### YEAR TO DATE (YTD)

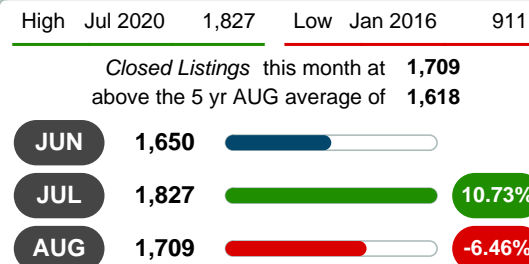


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,618



### 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	164	9.60%	20.5	120	30	13	1
\$75,001 - \$125,000	189	11.06%	6.0	67	111	10	1
\$125,001 - \$150,000	147	8.60%	4.0	22	109	16	0
\$150,001 - \$225,000	502	29.37%	5.0	39	339	110	14
\$225,001 - \$300,000	315	18.43%	13.0	22	136	134	23
\$300,001 - \$400,000	204	11.94%	17.0	7	59	102	36
\$400,001 and up	188	11.00%	40.0	8	21	112	47
<b>Total Closed Units</b>	<b>1,709</b>			<b>285</b>	<b>805</b>	<b>497</b>	<b>122</b>
<b>Total Closed Volume</b>	<b>405,961,597</b>	100%	10.0	<b>35.21M</b>	<b>158.02M</b>	<b>160.39M</b>	<b>52.34M</b>
<b>Median Closed Price</b>	<b>\$199,000</b>			<b>\$85,000</b>	<b>\$178,300</b>	<b>\$277,997</b>	<b>\$360,500</b>

# August 2020



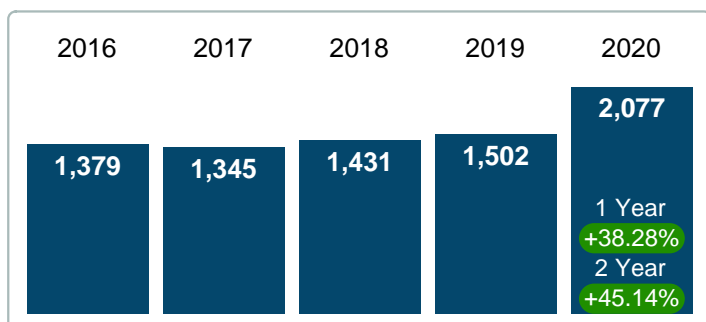
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



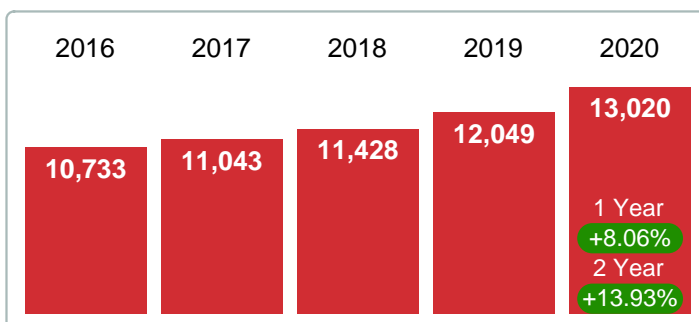
## PENDING LISTINGS

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

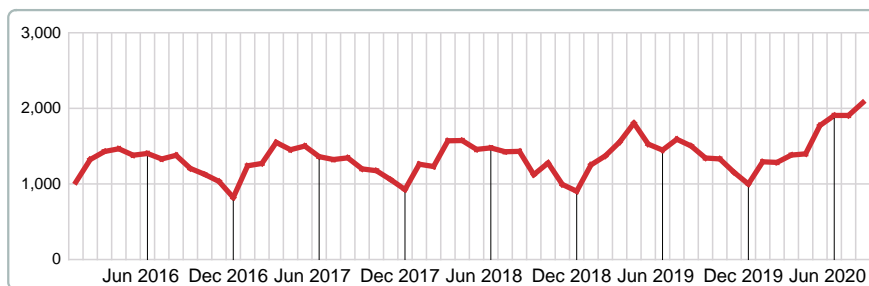
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

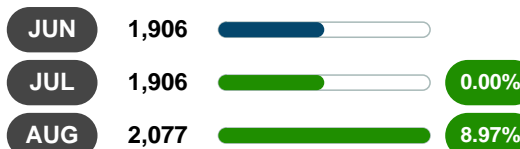


### 3 MONTHS

5 year AUG AVG = 1,547

High Aug 2020 2,077 Low Dec 2016 821

Pending Listings this month at **2,077**  
above the 5 yr AUG average of **1,547**



### 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	168	8.09%	16.0	99	56	12	1
\$50,001 - \$125,000	297	14.30%	11.0	126	155	14	2
\$125,001 - \$150,000	158	7.61%	5.0	29	115	14	0
\$150,001 - \$225,000	618	29.75%	8.0	46	431	135	6
\$225,001 - \$275,000	269	12.95%	10.0	17	116	122	14
\$275,001 - \$400,000	352	16.95%	17.0	21	117	174	40
\$400,001 and up	215	10.35%	29.0	14	30	117	54
<b>Total Pending Units</b>	<b>2,077</b>			<b>352</b>	<b>1,020</b>	<b>588</b>	<b>117</b>
<b>Total Pending Volume</b>	<b>482,439,559</b>	100%	12.0	<b>49.50M</b>	<b>192.51M</b>	<b>184.15M</b>	<b>56.28M</b>
<b>Median Listing Price</b>	<b>\$195,000</b>			<b>\$89,900</b>	<b>\$174,200</b>	<b>\$275,000</b>	<b>\$365,900</b>

# August 2020



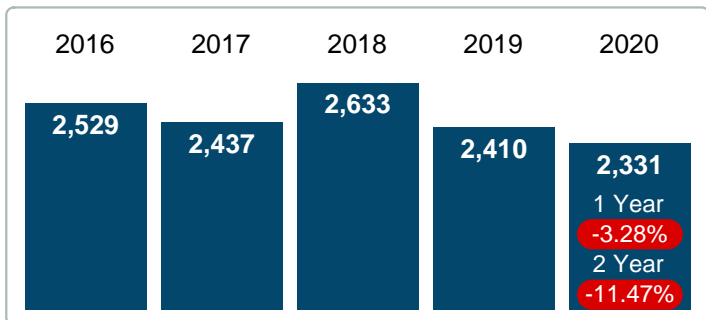
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



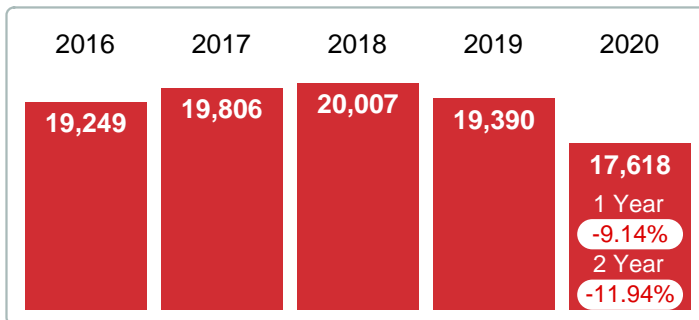
## NEW LISTINGS

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

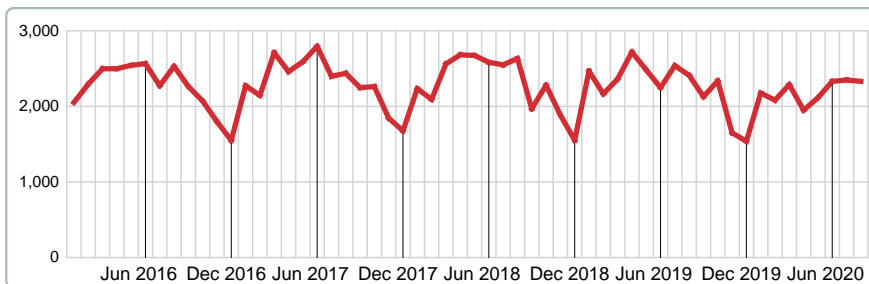
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

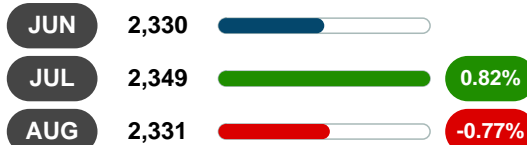


### 3 MONTHS

5 year AUG AVG = 2,468

High Jun 2017 2,793 Low Dec 2019 1,538

New Listings this month at 2,331 below the 5 yr AUG average of 2,468



### 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	191	8.19%	75	94	18	4
\$25,001 - \$100,000	296	12.70%	182	98	14	2
\$100,001 - \$150,000	278	11.93%	64	187	24	3
\$150,001 - \$225,000	599	25.70%	77	384	130	8
\$225,001 - \$325,000	446	19.13%	38	192	194	22
\$325,001 - \$450,000	279	11.97%	33	75	137	34
\$450,001 and up	242	10.38%	61	31	104	46
<b>Total New Listed Units</b>	<b>2,331</b>		<b>530</b>	<b>1,061</b>	<b>621</b>	<b>119</b>
<b>Total New Listed Volume</b>	<b>626,378,822</b>	<b>100%</b>	<b>148.21M</b>	<b>205.27M</b>	<b>206.81M</b>	<b>66.08M</b>
<b>Median New Listed Listing Price</b>	<b>\$197,000</b>		<b>\$110,500</b>	<b>\$174,900</b>	<b>\$275,000</b>	<b>\$422,500</b>

# August 2020



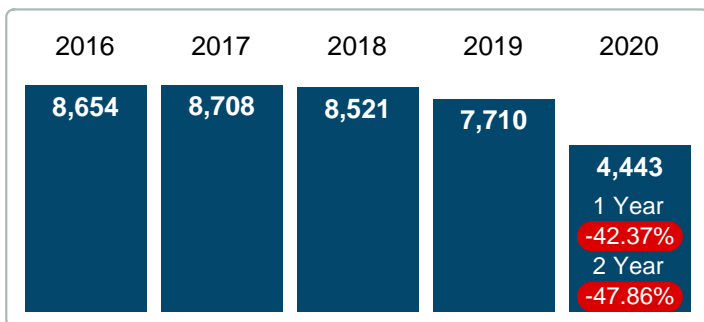
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



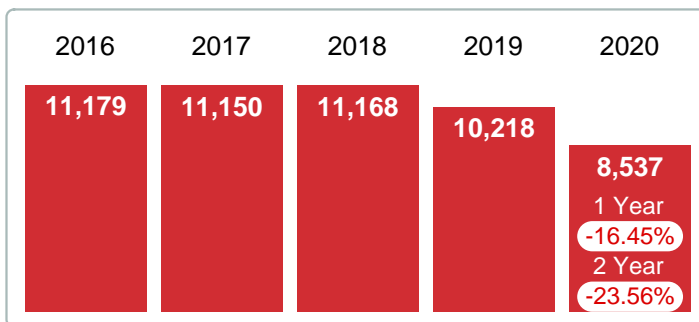
## ACTIVE INVENTORY

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

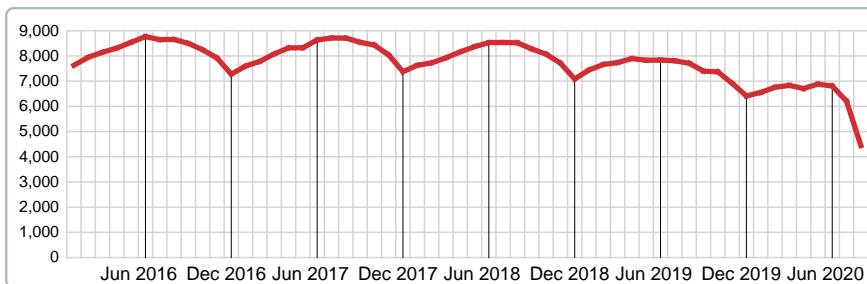
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

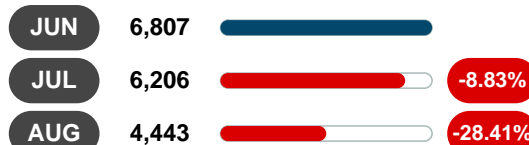


### 3 MONTHS

5 year AUG AVG = 7,607

High Jun 2016 8,767 Low Aug 2020 4,443

Inventory this month at 4,443  
below the 5 yr AUG average of 7,607



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$0 and less	0	0.00%	29.0	0	0	0	0	
\$1-\$50,000	903	20.32%	77.0	539	282	67	15	
\$50,001-\$125,000	610	13.73%	69.5	417	154	34	5	
\$125,001-\$275,000	1,216	27.37%	42.0	393	554	246	23	
\$275,001-\$400,000	662	14.90%	54.0	130	208	274	50	
\$400,001-\$725,000	593	13.35%	68.0	142	97	250	104	
\$725,001 and up	459	10.33%	90.0	224	37	102	96	
Total Active Inventory by Units		4,443		1,845	1,332	973	293	
Total Active Inventory by Volume		1,519,376,975	100%	62.0	627.74M	288.30M	394.30M	209.04M
Median Active Inventory Listing Price		\$209,000			\$119,900	\$180,000	\$342,000	\$525,000

# August 2020



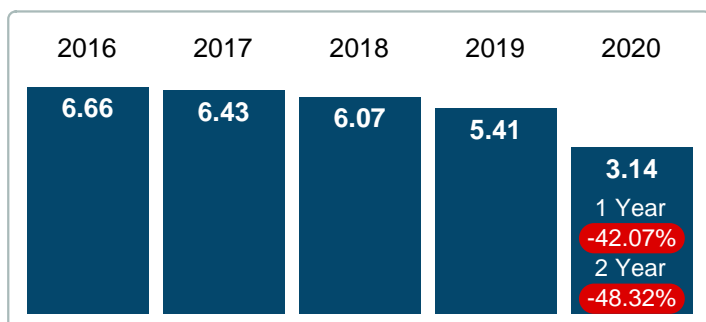
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



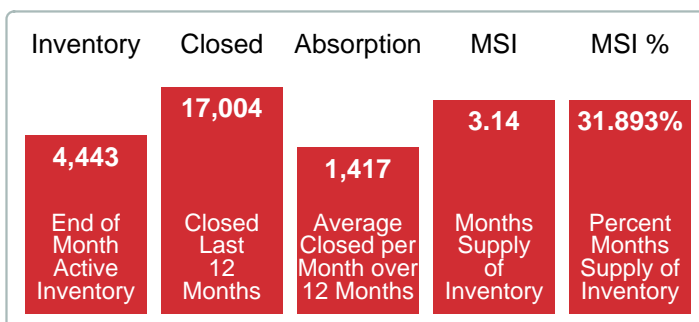
## MONTHS SUPPLY of INVENTORY (MSI)

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

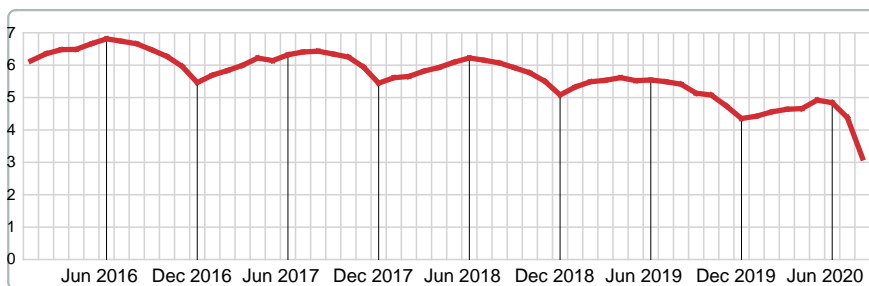
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

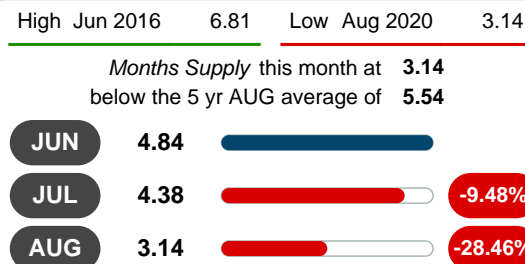


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.54



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$50,000	903	20.32%	5.36	6.35	4.17	4.49	12.00
\$50,001-\$125,000	610	13.73%	2.45	4.98	1.06	1.87	3.53
\$125,001-\$275,000	1,216	27.37%	1.73	6.84	1.25	1.30	1.57
\$275,001-\$400,000	662	14.90%	3.48	16.25	3.61	2.62	2.48
\$400,001-\$725,000	593	13.35%	6.65	29.38	5.97	5.38	4.82
\$725,001 and up	459	10.33%	26.48	92.69	21.14	13.75	16.70
Market Supply of Inventory (MSI)	3.14	100%	3.14	7.65	1.82	2.56	4.52
Total Active Inventory by Units	4,443			1,845	1,332	973	293

# August 2020



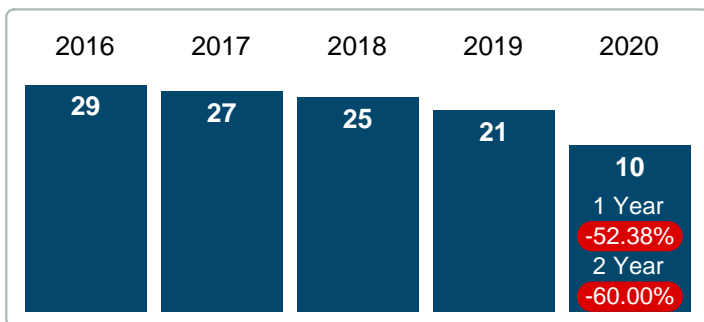
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



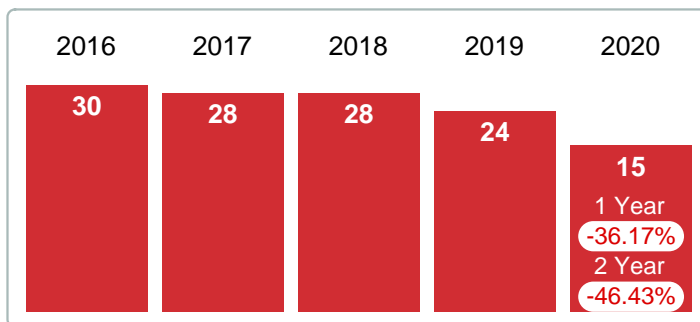
## MEDIAN DAYS ON MARKET TO SALE

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

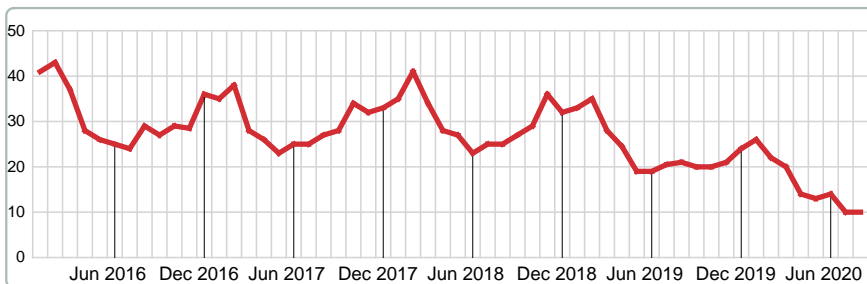
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

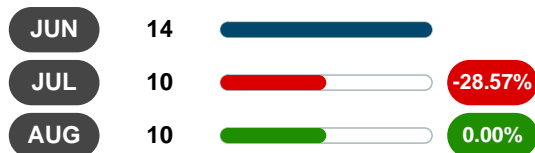


### 3 MONTHS

5 year AUG AVG = 22

High Feb 2016 43 Low Aug 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr AUG average of 22



### 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	9.60%	21	22	14	31	60
\$75,001 - \$125,000	11.06%	6	7	5	12	19
\$125,001 - \$150,000	8.60%	4	15	4	6	0
\$150,001 - \$225,000	29.37%	5	21	4	10	25
\$225,001 - \$300,000	18.43%	13	16	10	15	38
\$300,001 - \$400,000	11.94%	17	10	25	14	22
\$400,001 and up	11.00%	40	80	37	22	71
Median Closed DOM		10	19	6	13	47
Total Closed Units	100%	1,709	285	805	497	122
Total Closed Volume		405,961,597	35.21M	158.02M	160.39M	52.34M



# August 2020



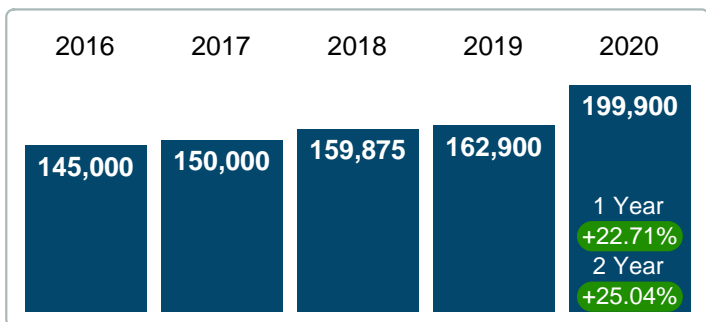
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



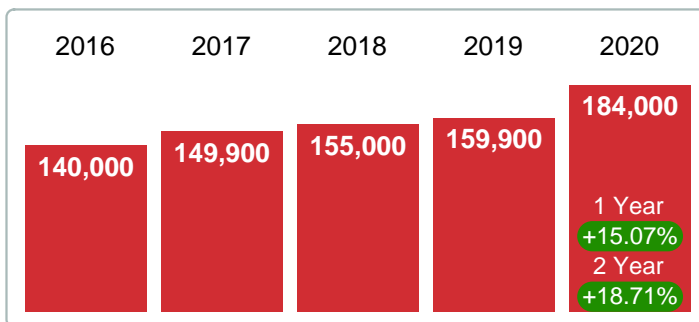
## MEDIAN LIST PRICE AT CLOSING

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

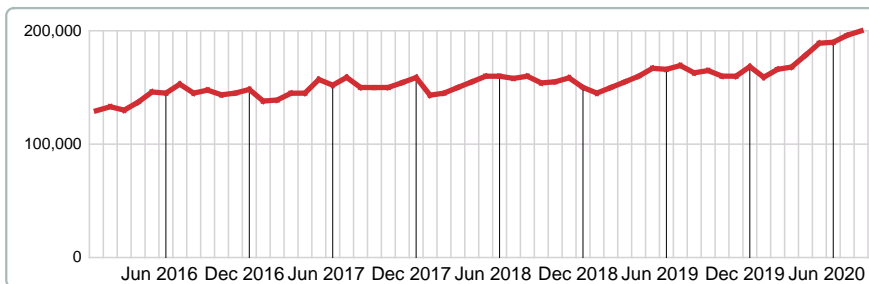
### AUGUST



### YEAR TO DATE (YTD)

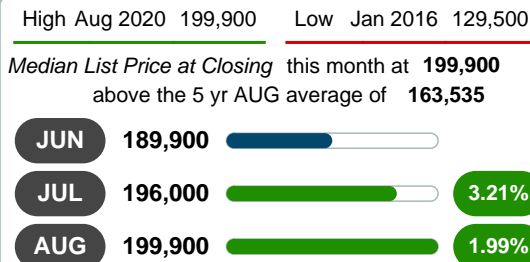


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 163,535



### 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	9.13%	46,500	39,999	63,900	62,000	60,300
\$75,001 - \$125,000	11.00%	107,500	95,000	112,000	104,700	89,000
\$125,001 - \$150,000	8.60%	137,500	140,000	137,000	135,000	0
\$150,001 - \$225,000	29.43%	184,900	175,000	179,900	192,900	199,500
\$225,001 - \$300,000	19.02%	260,000	265,000	257,899	259,900	279,750
\$300,001 - \$400,000	11.76%	350,000	350,000	349,900	350,000	355,650
\$400,001 and up	11.06%	525,000	695,000	520,000	520,000	535,000
Median List Price		199,900	90,000	179,000	278,000	367,000
Total Closed Units	100%	1,709	285	805	497	122
Total Closed Volume		414,175,845	37.79M	159.86M	162.52M	54.00M



# August 2020



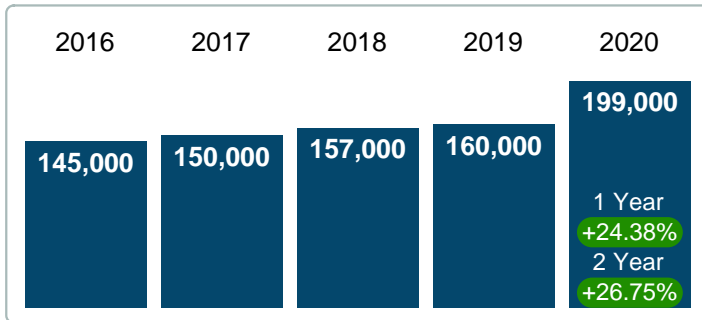
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



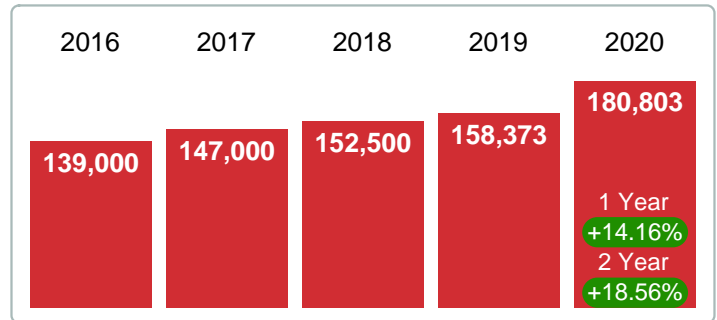
## MEDIAN SOLD PRICE AT CLOSING

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

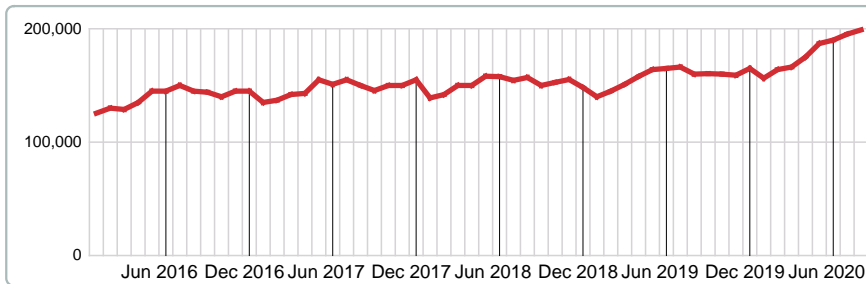
### AUGUST



### YEAR TO DATE (YTD)

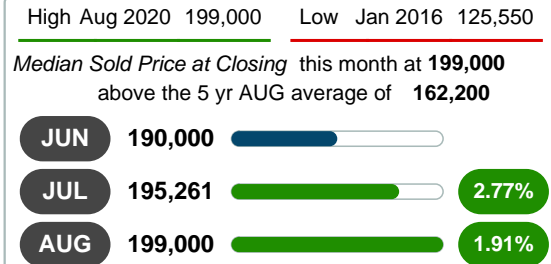


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 162,200



### 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	9.60%	43,938	38,250	60,000	63,000	55,852
\$75,001 - \$125,000	11.06%	107,000	95,000	109,000	104,908	94,000
\$125,001 - \$150,000	8.60%	137,500	135,000	137,800	135,950	0
\$150,001 - \$225,000	29.37%	183,705	171,800	180,000	193,406	190,000
\$225,001 - \$300,000	18.43%	258,000	254,500	256,200	253,000	279,000
\$300,001 - \$400,000	11.94%	349,450	339,000	340,500	350,000	352,500
\$400,001 and up	11.00%	520,000	612,500	515,000	506,075	530,000
Median Sold Price		199,000	85,000	178,300	277,997	360,500
Total Closed Units	100%	1,709	285	805	497	122
Total Closed Volume		405,961,597	35.21M	158.02M	160.39M	52.34M

# August 2020



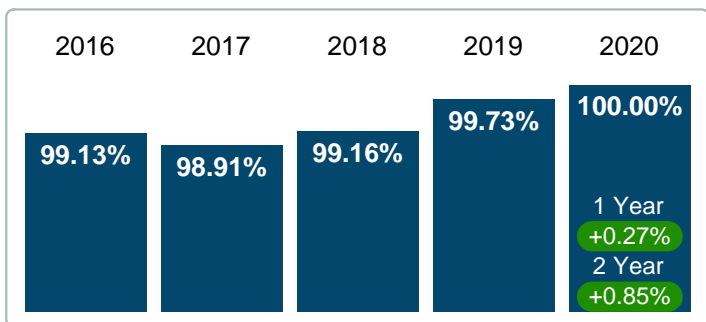
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



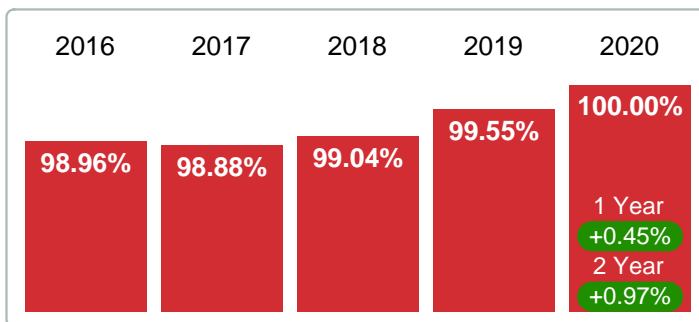
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

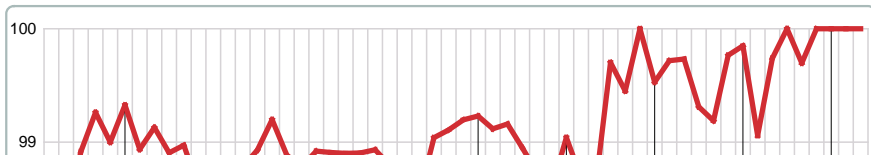
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99.39%

High Aug 2020 100.00% Low Feb 2016 98.27%

Median Sold/List Ratio this month at 100.00% above the 5 yr AUG average of 99.39%

JUN 100.00%  
JUL 100.00%  
AUG 100.00%

0.00%  
0.00%

### 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	164	9.60%	95.00%	94.94%	96.46%	97.98%	92.62%
\$75,001 - \$125,000	189	11.06%	98.88%	98.71%	99.13%	97.06%	105.62%
\$125,001 - \$150,000	147	8.60%	100.00%	99.31%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	502	29.37%	100.00%	97.37%	100.00%	100.00%	99.26%
\$225,001 - \$300,000	315	18.43%	100.00%	97.86%	100.00%	100.00%	99.33%
\$300,001 - \$400,000	204	11.94%	100.00%	99.37%	100.00%	100.00%	98.75%
\$400,001 and up	188	11.00%	98.26%	92.65%	98.25%	98.84%	97.75%
Median Sold/List Ratio		100.00%		96.88%	100.00%	100.00%	98.47%
Total Closed Units	1,709	100%	100.00%	285	805	497	122
Total Closed Volume	405,961,597			35.21M	158.02M	160.39M	52.34M

# August 2020



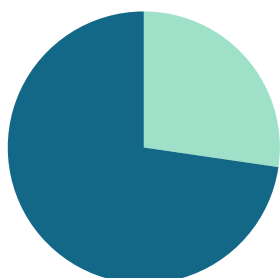
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

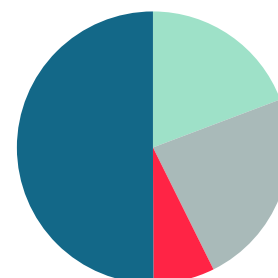


**Inventory**  
 New Listings  
**2,331 = 27.30%**  
 Start Inventory  
**6,206**  
 Total Inventory Units  
**8,537**  
 Volume  
**\$2,551,515,623**

### Market Activity

Closed Sales  
**1,709 = 19.26%**  
 Pending Sales  
**2,077 = 23.40%**  
 Other Off Market  
**646 = 7.28%**  
 Active Inventory  
**4,443 = 50.06%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,697	1,709	0.71%	12,038	11,363	-5.61%
Pending Sales	1,502	2,077	38.28%	12,049	13,020	8.06%
New Listings	2,410	2,331	-3.28%	19,390	17,618	-9.14%
Median List Price	162,900	199,900	22.71%	159,900	184,000	15.07%
Median Sale Price	160,000	199,000	24.38%	158,373	180,803	14.16%
Median Percent of Selling Price to List Price	99.73%	100.00%	0.27%	99.55%	100.00%	0.45%
Median Days on Market to Sale	21.00	10.00	-52.38%	23.50	15.00	-36.17%
Monthly Inventory	7,713	4,443	-42.40%	7,713	4,443	-42.40%
Months Supply of Inventory	5.41	3.14	-42.09%	5.41	3.14	-42.09%

**Absorption:** Last 12 months, an Average of **1,417** Sales/Month

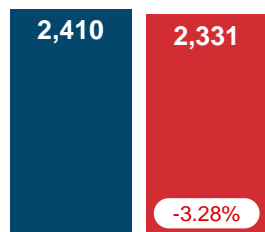
**Inventory** on August 31, 2020 = **4,443**

**2019** **2020**

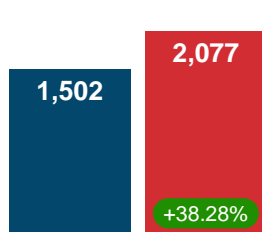
### AUGUST MARKET

### MEDIAN PRICES

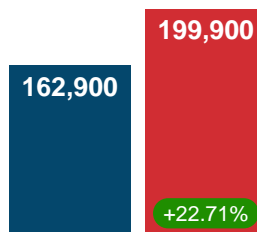
#### New Listings



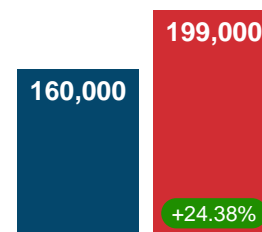
#### Pending Listings



#### List Price



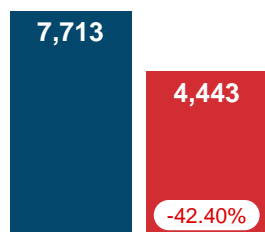
#### Sale Price



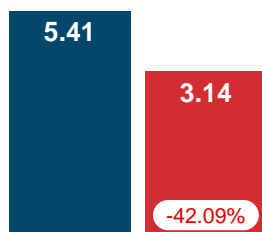
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

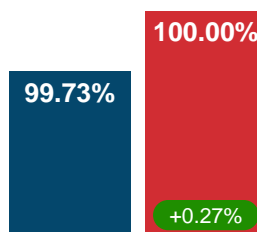
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

