

July 2020



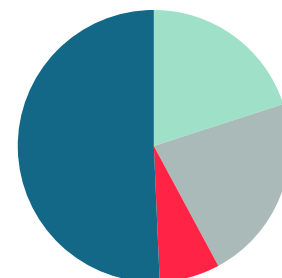
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	1,706	1,815	6.39%
Pending Listings	1,591	2,006	26.08%
New Listings	2,539	2,349	-7.48%
Average List Price	198,189	230,365	16.23%
Average Sale Price	193,175	226,103	17.05%
Average Percent of Selling Price to List Price	97.96%	98.16%	0.21%
Average Days on Market to Sale	36.34	32.22	-11.33%
End of Month Inventory	7,805	4,596	-41.11%
Months Supply of Inventory	5.49	3.25	-40.80%



■ Closed (20.02%)
■ Pending (22.12%)
■ Other OffMarket (7.17%)
■ Active (50.69%)

Absorption: Last 12 months, an Average of **1,415** Sales/Month
Active Inventory as of July 31, 2020 = **4,596**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **41.11%** to 4,596 existing homes available for sale. Over the last 12 months this area has had an average of 1,415 closed sales per month. This represents an unsold inventory index of **3.25** 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 **17.05%** in July 2020 to \$226,103 versus the previous year at \$193,175.

Average Days on Market Shortens

The average number of **32.22** days that homes spent on the market before selling decreased by 4.12 days or **11.33%** in July 2020 compared to last year's same month at **36.34** DOM.

Sales Success for July 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 2,349 New Listings in July 2020, down **7.48%** from last year at 2,539. Furthermore, there were 1,815 Closed Listings this month versus last year at 1,706, a **6.39%** increase.

Closed versus Listed trends yielded a **77.3%** ratio, up from previous year's, July 2019, at **67.2%**, a **14.99%** 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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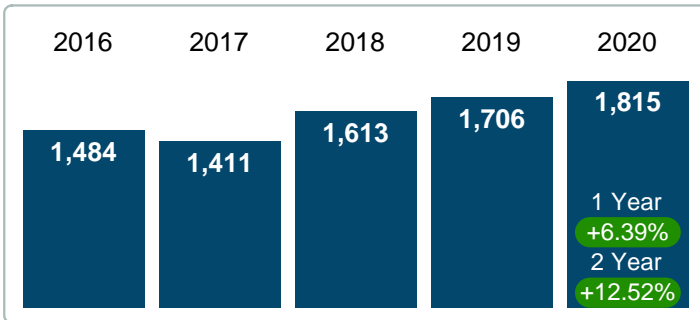
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



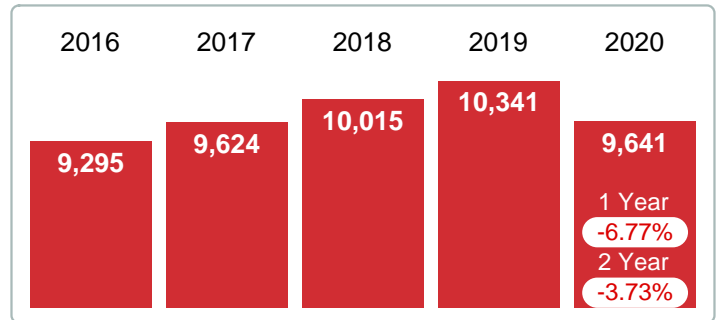
CLOSED LISTINGS

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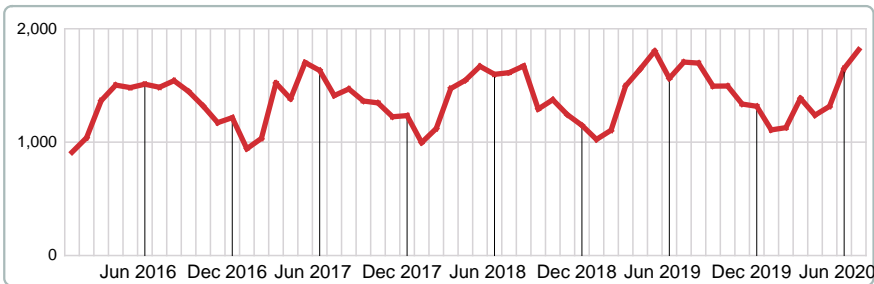
JULY



YEAR TO DATE (YTD)

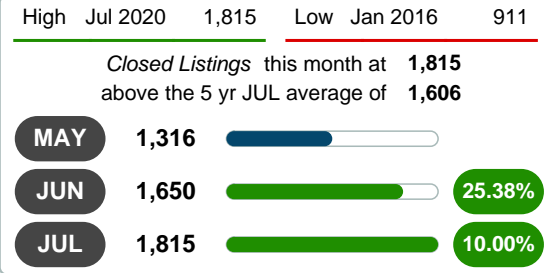


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,606



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	111	6.12%	50.1	86	21	4	0
\$50,001 - \$100,000	191	10.52%	33.8	83	94	12	2
\$100,001 - \$150,000	279	15.37%	20.8	52	197	26	4
\$150,001 - \$225,000	533	29.37%	24.9	39	353	129	12
\$225,001 - \$275,000	239	13.17%	27.8	13	98	119	9
\$275,001 - \$375,000	243	13.39%	38.9	7	84	131	21
\$375,001 and up	219	12.07%	51.7	3	36	114	66
Total Closed Units	1,815			283	883	535	114
Total Closed Volume	410,377,512	100%	32.2	30.33M	166.58M	159.88M	53.58M
Average Closed Price	\$226,103			\$107,188	\$188,655	\$298,837	\$470,029

July 2020



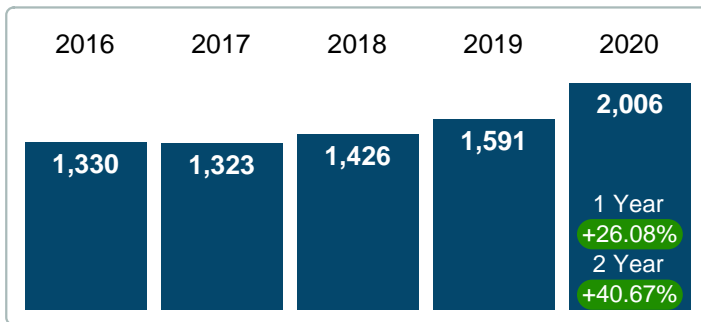
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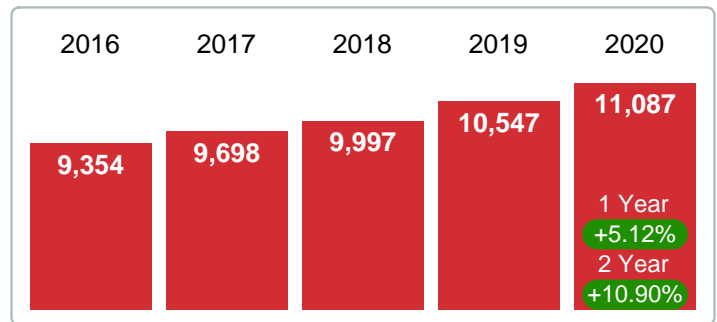
PENDING LISTINGS

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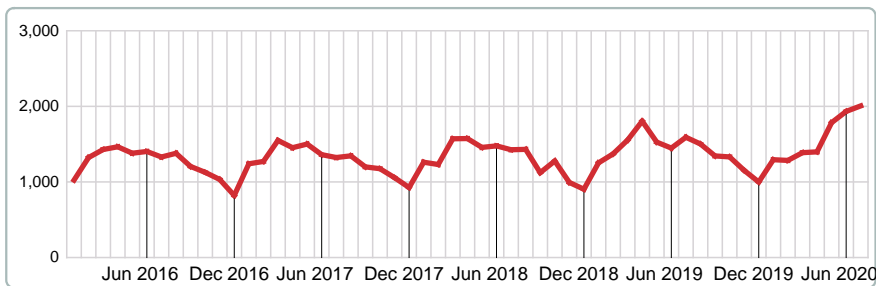
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,535

High Jul 2020 2,006 Low Dec 2016 821

Pending Listings this month at **2,006**
above the 5 yr JUL average of **1,535**



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	173	8.62%	41.5	99	53	18	3
\$50,001 - \$100,000	187	9.32%	39.0	100	72	14	1
\$100,001 - \$150,000	295	14.71%	24.5	62	209	22	2
\$150,001 - \$225,000	526	26.22%	23.3	36	356	125	9
\$225,001 - \$300,000	370	18.44%	34.4	19	168	162	21
\$300,001 - \$400,000	236	11.76%	52.0	10	78	122	26
\$400,001 and up	219	10.92%	56.8	14	29	115	61
Total Pending Units	2,006			340	965	578	123
Total Pending Volume	468,403,891	100%	34.6	45.66M	186.07M	181.59M	55.09M
Average Listing Price	\$209,626			\$134,286	\$192,815	\$314,173	\$447,870

July 2020



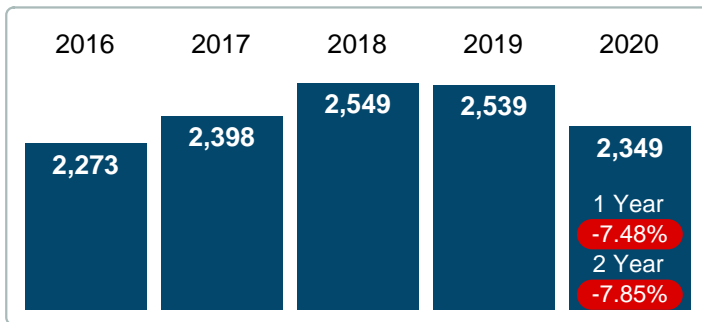
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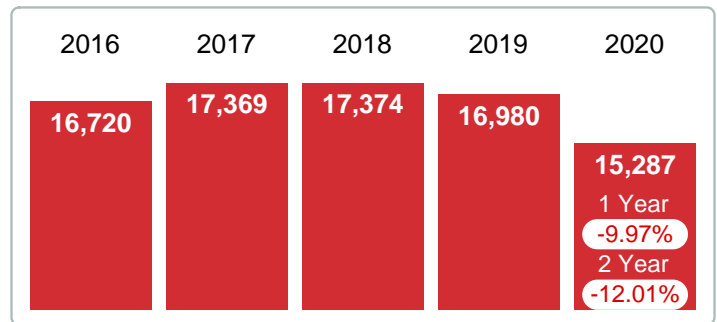
NEW LISTINGS

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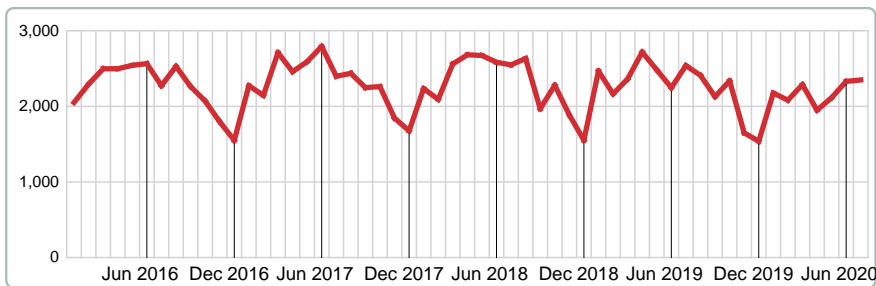
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

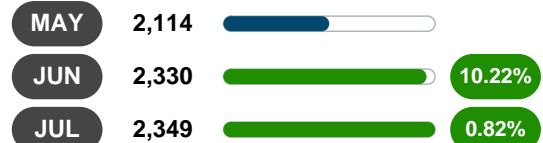


3 MONTHS

5 year JUL AVG = 2,422

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

New Listings this month at **2,349**
below the 5 yr JUL average of **2,422**



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	172	7.32%	70	76	22	4
\$25,001 - \$100,000	349	14.86%	250	84	14	1
\$100,001 - \$150,000	285	12.13%	57	204	23	1
\$150,001 - \$225,000	569	24.22%	52	398	114	5
\$225,001 - \$325,000	444	18.90%	42	188	186	28
\$325,001 - \$475,000	293	12.47%	25	75	158	35
\$475,001 and up	237	10.09%	50	33	97	57
Total New Listed Units	2,349		546	1,058	614	131
Total New Listed Volume	610,599,579	100%	116.37M	206.41M	207.48M	80.33M
Average New Listed Listing Price	\$243,270		\$213,141	\$195,098	\$337,912	\$613,232

July 2020



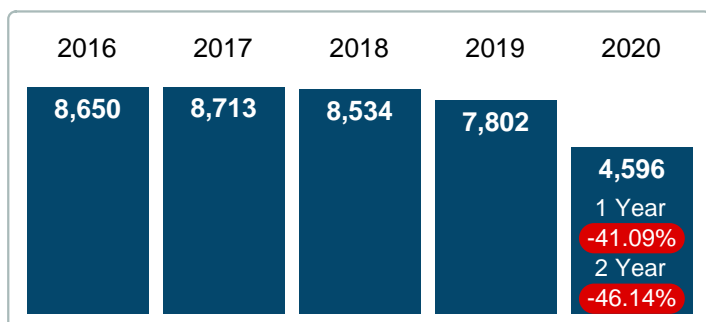
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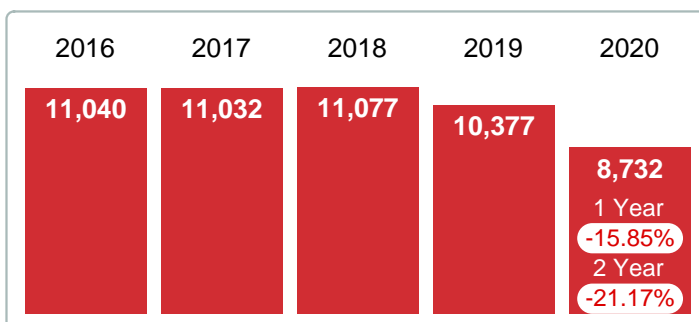
ACTIVE INVENTORY

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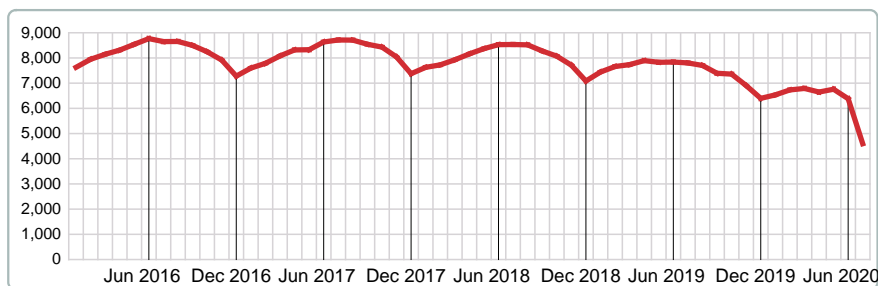
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

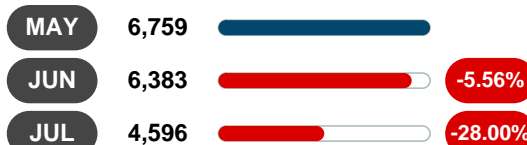


3 MONTHS

5 year JUL AVG = 7,659

High Jun 2016 8,767 Low Jul 2020 4,596

Inventory this month at **4,596**
below the 5 yr JUL average of **7,659**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$50,000	859	18.69%	94.4	553	235	61	10			
\$50,001-\$125,000	658	14.32%	88.2	472	162	21	3			
\$125,001-\$275,000	1,258	27.37%	68.6	414	570	247	27			
\$275,001-\$400,000	746	16.23%	68.2	140	230	301	75			
\$400,001-\$700,000	612	13.32%	80.7	131	97	270	114			
\$700,001 and up	463	10.07%	99.8	211	38	101	113			
Total Active Inventory by Units				4,596		1,921	1,332	1,001	342	
Total Active Inventory by Volume				1,545,547,899	100%	80.9	595.78M	300.27M	406.28M	243.22M
Average Active Inventory Listing Price				\$336,281			\$310,141	\$225,428	\$405,875	\$711,156

July 2020



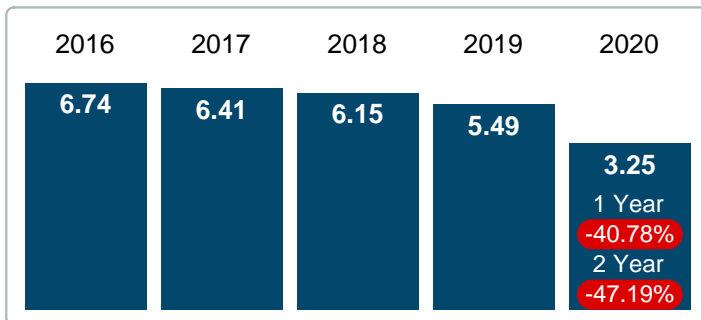
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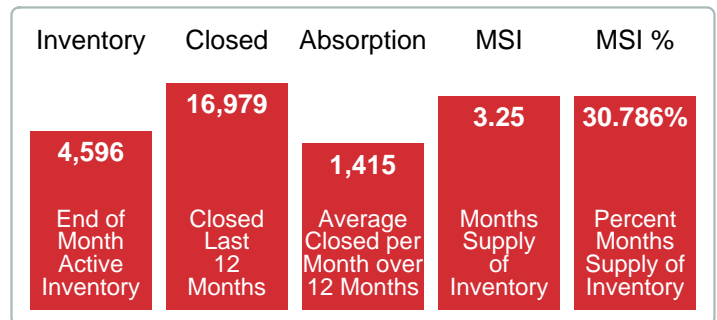
MONTHS SUPPLY of INVENTORY (MSI)

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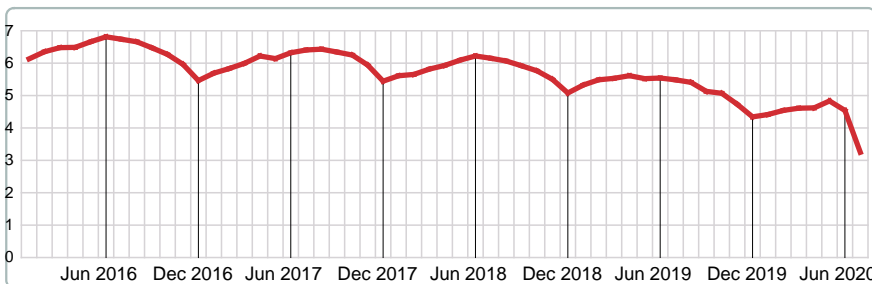
MSI FOR JULY



INDICATORS FOR JULY 2020

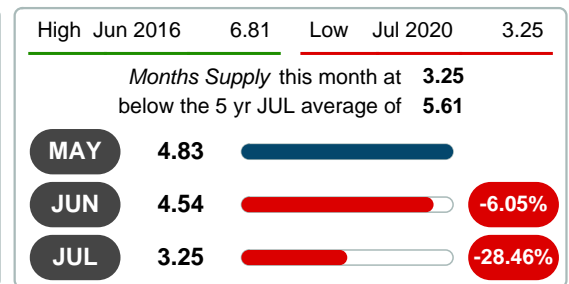


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.61



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	859	18.69%	4.75	6.47	3.07	3.49	7.06
\$50,001-\$125,000	658	14.32%	2.57	5.65	1.06	1.15	2.00
\$125,001-\$275,000	1,258	27.37%	1.80	7.35	1.30	1.31	1.85
\$275,001-\$400,000	746	16.23%	4.12	17.68	4.33	2.93	4.35
\$400,001-\$700,000	612	13.32%	7.65	28.58	6.16	6.64	6.00
\$700,001 and up	463	10.07%	24.69	76.73	19.00	12.24	19.65
Market Supply of Inventory (MSI)			3.25	7.99	1.80	2.66	5.75
Total Active Inventory by Units		100%	3.25	1,921	1,332	1,001	342

July 2020



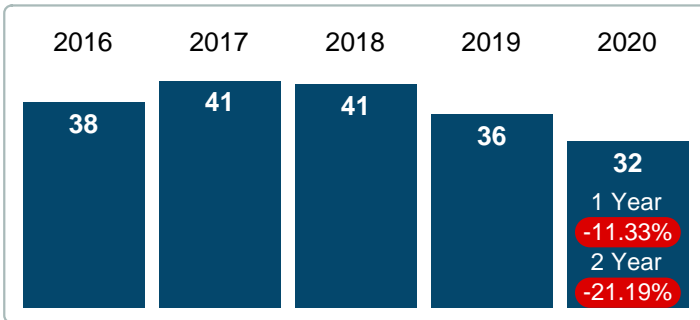
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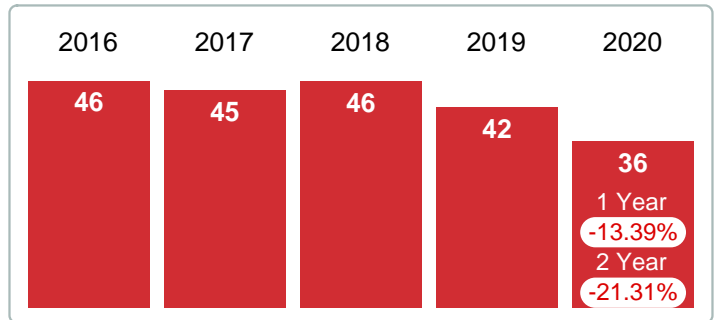
AVERAGE DAYS ON MARKET TO SALE

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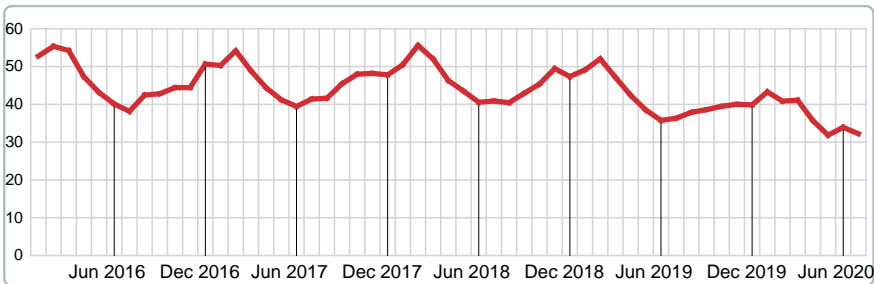
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

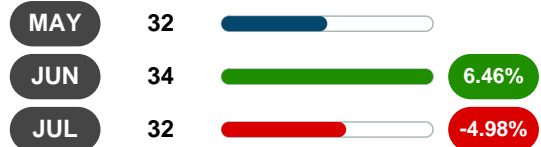


3 MONTHS

5 year JUL AVG = 38

High Feb 2018 56 Low May 2020 32

Average Days on Market to Sale this month at 32 below the 5 yr JUL average of 38



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	6.12%	50	55	29	56	0
\$50,001 - \$100,000	10.52%	34	40	25	46	112
\$100,001 - \$150,000	15.37%	21	39	15	29	26
\$150,001 - \$225,000	29.37%	25	54	21	26	24
\$225,001 - \$275,000	13.17%	28	44	24	29	23
\$275,001 - \$375,000	13.39%	39	30	39	40	34
\$375,001 and up	12.07%	52	70	63	50	48
Average Closed DOM		32	46	24	36	41
Total Closed Units	100%	1,815	283	883	535	114
Total Closed Volume		410,377,512	30.33M	166.58M	159.88M	53.58M

July 2020



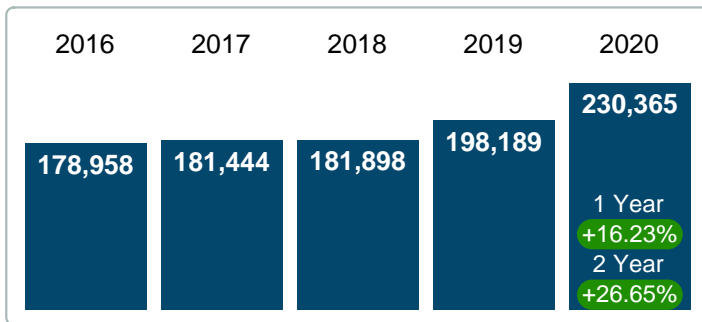
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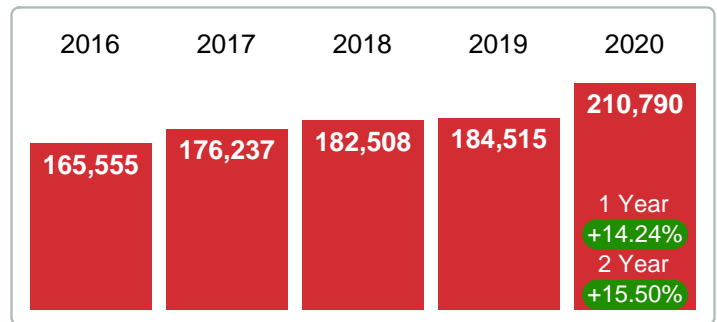
AVERAGE LIST PRICE AT CLOSING

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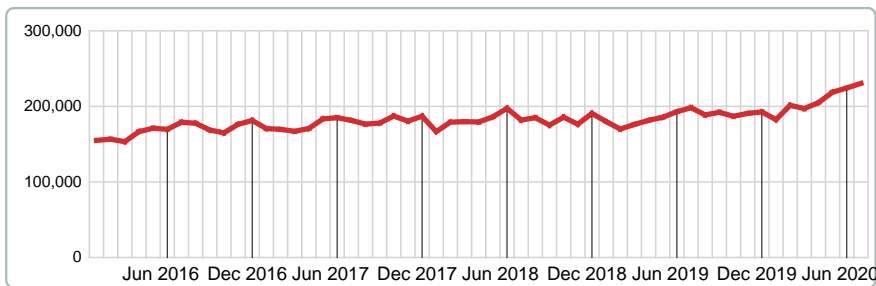
JULY



YEAR TO DATE (YTD)

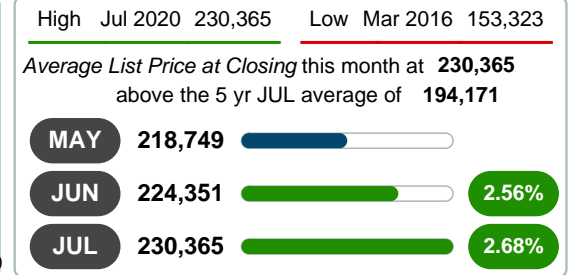


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 194,171



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	102	5.62%	29,322	30,234	39,871	19,225	0
\$50,001 - \$100,000	195	10.74%	80,251	82,010	84,007	86,117	87,000
\$100,001 - \$150,000	279	15.37%	129,575	129,177	130,642	131,181	136,525
\$150,001 - \$225,000	526	28.98%	188,114	204,061	184,695	198,178	191,758
\$225,001 - \$275,000	250	13.77%	250,070	256,500	249,210	251,102	239,233
\$275,001 - \$375,000	240	13.22%	320,145	305,500	314,868	326,078	321,786
\$375,001 and up	223	12.29%	560,635	738,247	494,644	521,674	665,304
Average List Price		230,365		112,262	190,653	303,092	489,841
Total Closed Units		1,815	100%	283	883	535	114
Total Closed Volume		418,112,946		31.77M	168.35M	162.15M	55.84M

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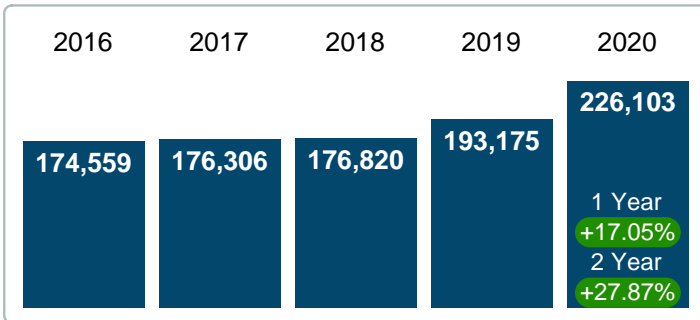
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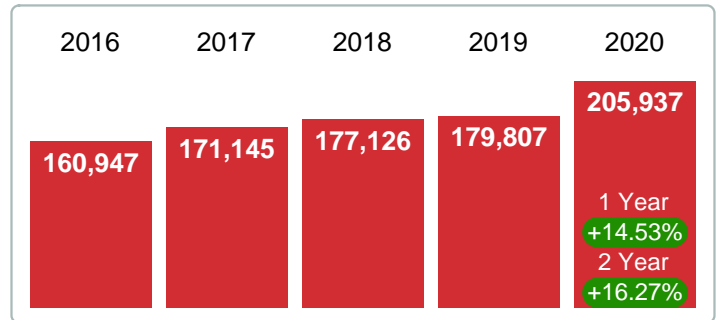
AVERAGE SOLD PRICE AT CLOSING

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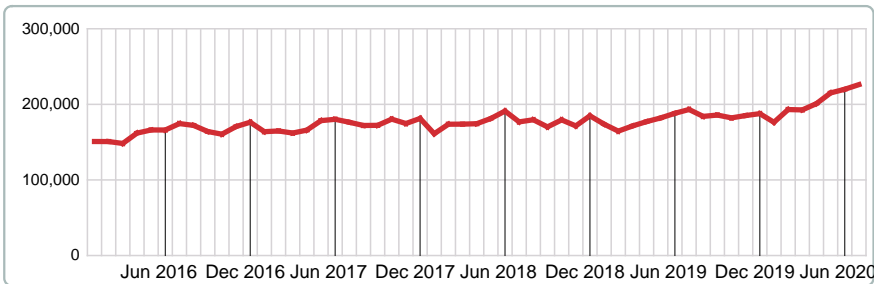
JULY



YEAR TO DATE (YTD)

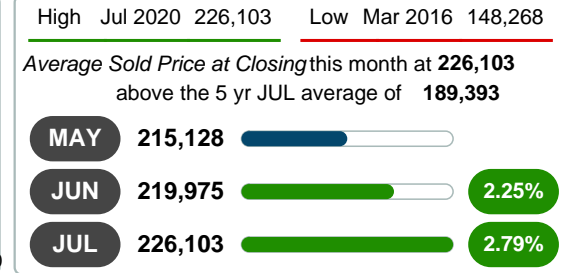


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 189,393



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	6.12%	28,092	27,128	34,490	15,250	0
\$50,001 - \$100,000	10.52%	79,297	78,161	81,078	73,355	78,327
\$100,001 - \$150,000	15.37%	129,095	126,589	129,434	131,162	131,525
\$150,001 - \$225,000	29.37%	187,743	194,112	183,675	196,872	188,585
\$225,001 - \$275,000	13.17%	249,459	250,346	249,061	250,294	241,478
\$275,001 - \$375,000	13.39%	317,215	300,714	312,083	321,448	316,836
\$375,001 and up	12.07%	544,863	667,130	479,942	510,834	633,495
Average Sold Price		226,103	107,188	188,655	298,837	470,029
Total Closed Units	100%	226,103	283	883	535	114
Total Closed Volume		410,377,512	30.33M	166.58M	159.88M	53.58M

July 2020



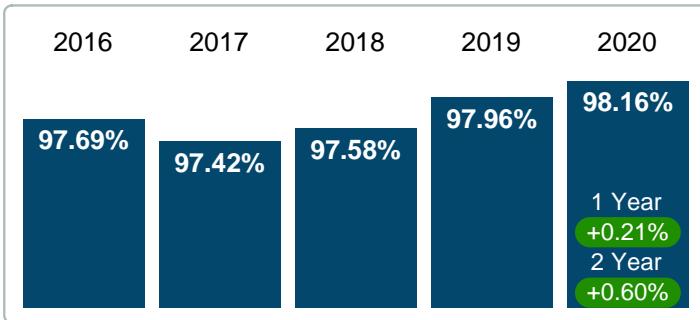
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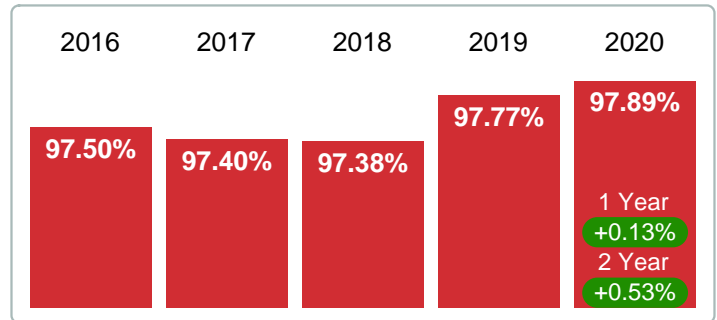
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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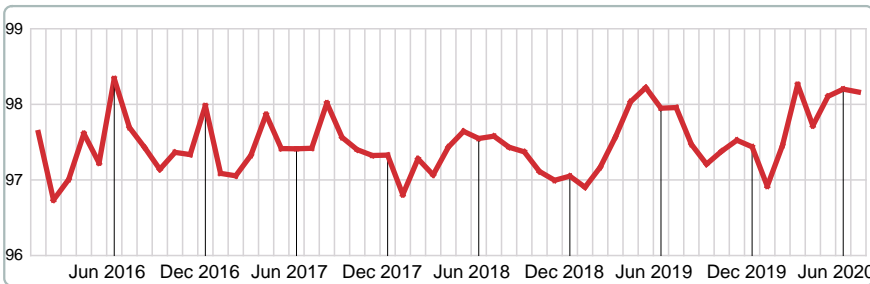
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

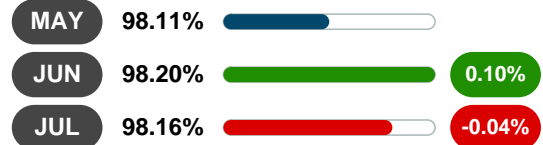


3 MONTHS

5 year JUL AVG = 97.76%

High Jun 2016 98.34% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **98.16%** equal to 5 yr JUL average of **97.76%**



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	111	6.12%	89.40%	89.33%	90.71%	84.09%	0.00%
\$50,001 - \$100,000	191	10.52%	95.86%	95.80%	97.20%	86.72%	89.62%
\$100,001 - \$150,000	279	15.37%	99.25%	98.75%	99.28%	100.45%	96.67%
\$150,001 - \$225,000	533	29.37%	99.41%	95.74%	99.54%	99.94%	102.03%
\$225,001 - \$275,000	239	13.17%	99.78%	97.73%	100.00%	99.73%	100.98%
\$275,001 - \$375,000	243	13.39%	98.85%	98.60%	99.20%	98.67%	98.67%
\$375,001 and up	219	12.07%	97.66%	91.60%	97.23%	98.43%	96.85%
Average Sold/List Ratio		98.20%		94.48%	98.95%	98.87%	97.92%
Total Closed Units		1,815	100%	283	883	535	114
Total Closed Volume		410,377,512		30.33M	166.58M	159.88M	53.58M

July 2020



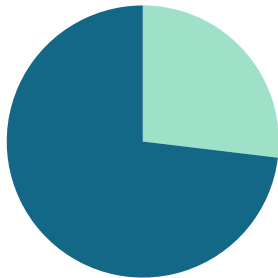
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

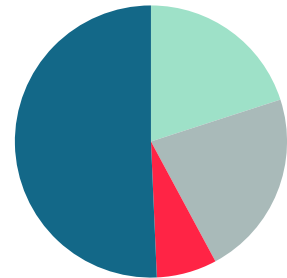


Inventory
 New Listings
2,349 = 26.90%
 Start Inventory
6,384
 Total Inventory Units
8,733
 Volume
\$2,567,359,748

Market Activity

Closed Sales
1,815 = 20.02%
 Pending Sales
2,006 = 22.12%
 Other Off Market
650 = 7.17%
 Active Inventory
4,596 = 50.69%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,706	1,815	6.39%	10,341	9,641	-6.77%
Pending Sales	1,591	2,006	26.08%	10,547	11,087	5.12%
New Listings	2,539	2,349	-7.48%	16,980	15,287	-9.97%
Average List Price	198,189	230,365	16.23%	184,515	210,790	14.24%
Average Sale Price	193,175	226,103	17.05%	179,807	205,937	14.53%
Average Percent of Selling Price to List Price	97.96%	98.16%	0.21%	97.77%	97.89%	0.13%
Average Days on Market to Sale	36.34	32.22	-11.33%	42.10	36.46	-13.39%
Monthly Inventory	7,805	4,596	-41.11%	7,805	4,596	-41.11%
Months Supply of Inventory	5.49	3.25	-40.80%	5.49	3.25	-40.80%

Absorption: Last 12 months, an Average of **1,415** Sales/Month

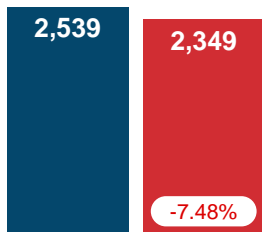
Inventory on July 31, 2020 = **4,596**

2019 **2020**

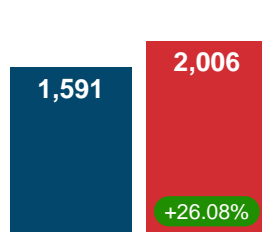
JULY MARKET

AVERAGE PRICES

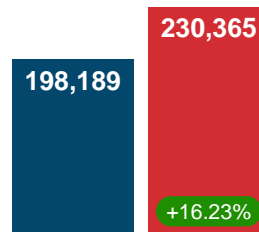
New Listings



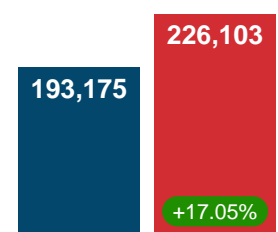
Pending Listings



List Price



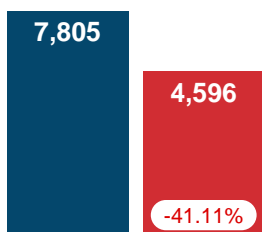
Sale Price



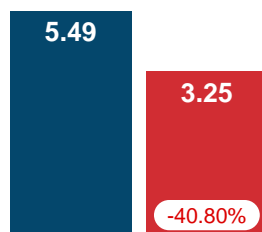
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

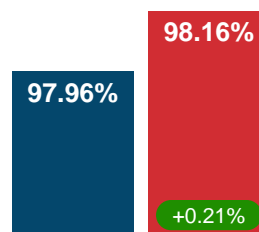
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

