

March 2020



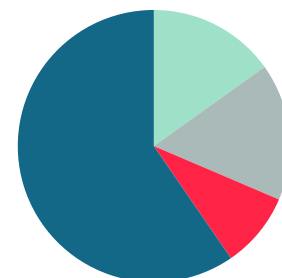
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 14, 2020 for MLS Technology Inc.

Compared Metrics	2019	March 2020	+/-%
Closed Listings	1,489	1,354	-9.07%
Pending Listings	1,544	1,459	-5.51%
New Listings	2,339	2,249	-3.85%
Median List Price	154,805	165,900	7.17%
Median Sale Price	151,000	165,000	9.27%
Median Percent of Selling Price to List Price	99.70%	100.00%	0.30%
Median Days on Market to Sale	29.00	21.00	-27.59%
End of Month Inventory	7,683	5,334	-30.57%
Months Supply of Inventory	5.54	3.66	-33.85%



■ Closed (15.13%)
■ Pending (16.30%)
■ Other OffMarket (8.99%)
■ Active (59.58%)

Absorption: Last 12 months, an Average of **1,457** Sales/Month
Active Inventory as of March 31, 2020 = **5,334**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **30.57%** to 5,334 existing homes available for sale. Over the last 12 months this area has had an average of 1,457 closed sales per month. This represents an unsold inventory index of **3.66** 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 **9.27%** in March 2020 to \$165,000 versus the previous year at \$151,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 8.00 days or **27.59%** in March 2020 compared to last year's same month at **29.00** DOM.

Sales Success for March 2020 is Positive

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

There were 2,249 New Listings in March 2020, down **3.85%** from last year at 2,339. Furthermore, there were 1,354 Closed Listings this month versus last year at 1,489, a **-9.07%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, down from previous year's, March 2019, at **63.7%**, a **5.43%** downswing. 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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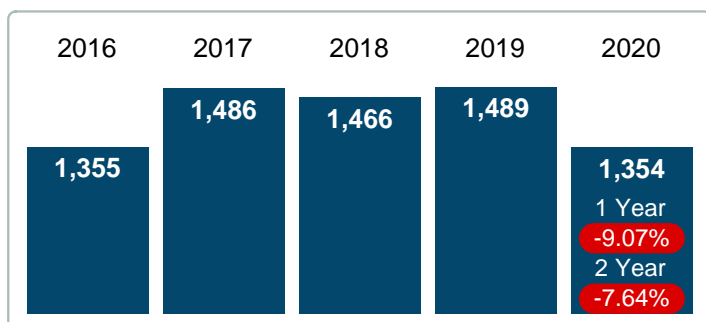
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



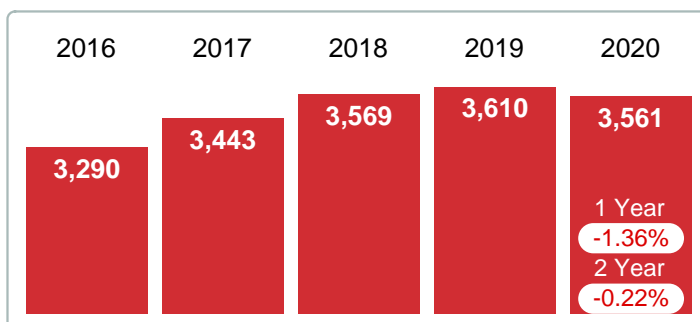
CLOSED LISTINGS

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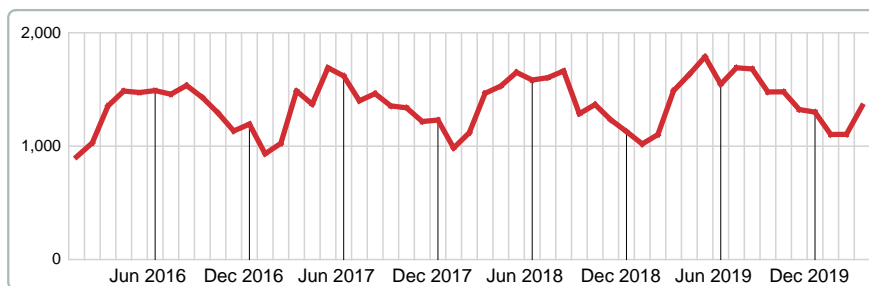
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

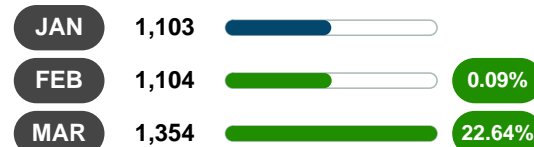


3 MONTHS

5 year MAR AVG = 1,430

High May 2019 1,788 Low Jan 2016 906

Closed Listings this month at 1,354 below the 5 yr MAR average of 1,430



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	305	22.53%	27.0	142	139	24	0
\$75,001-\$125,000	179	13.22%	15.0	39	128	12	0
\$125,001-\$175,000	264	19.50%	9.5	29	204	29	2
\$175,001-\$250,000	293	21.64%	18.0	20	150	115	8
\$250,001-\$350,000	174	12.85%	38.5	6	65	88	15
\$350,001 and up	139	10.27%	38.0	9	18	92	20
Total Closed Units	1,354			245	704	360	45
Total Closed Volume	260,101,585	100%	21.0	36.63M	104.14M	99.20M	20.12M
Median Closed Price	\$165,000			\$64,800	\$149,000	\$250,750	\$347,000

March 2020



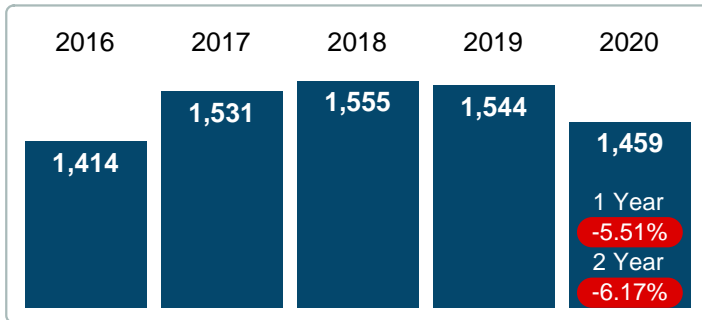
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



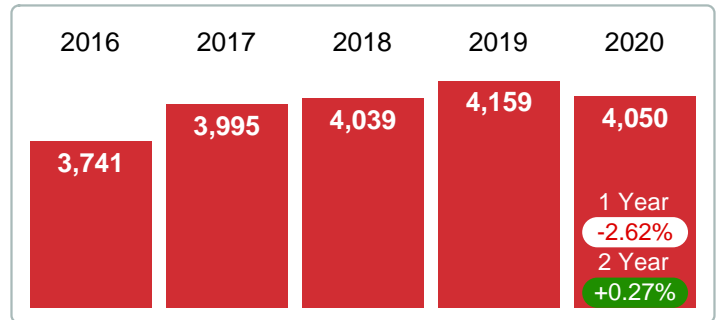
PENDING LISTINGS

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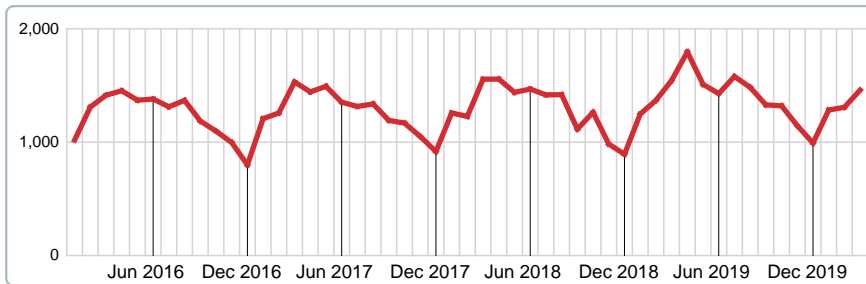
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,501

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at 1,459 below the 5 yr MAR average of 1,501



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	134	9.18%	38.0	75	51	8	0
\$50,001 - \$100,000	152	10.42%	23.0	67	78	6	1
\$100,001 - \$125,000	103	7.06%	11.0	15	73	15	0
\$125,001 - \$200,000	486	33.31%	12.0	40	350	92	4
\$200,001 - \$250,000	195	13.37%	15.0	10	100	79	6
\$250,001 - \$350,000	224	15.35%	20.5	14	89	101	20
\$350,001 and up	165	11.31%	30.0	11	25	101	28
Total Pending Units	1,459			232	766	402	59
Total Pending Volume	301,496,849	100%	17.0	31.00M	131.83M	114.42M	24.24M
Median Listing Price	\$177,000			\$83,400	\$159,900	\$251,414	\$349,900

March 2020



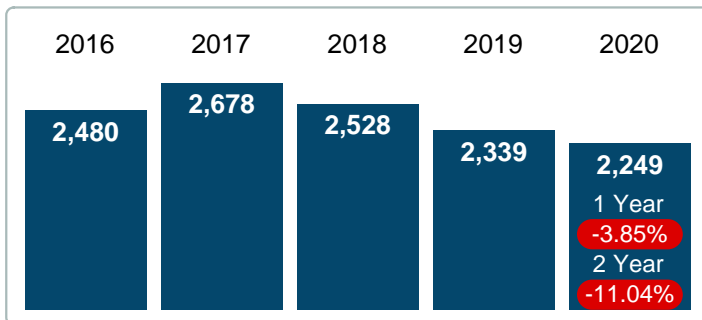
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



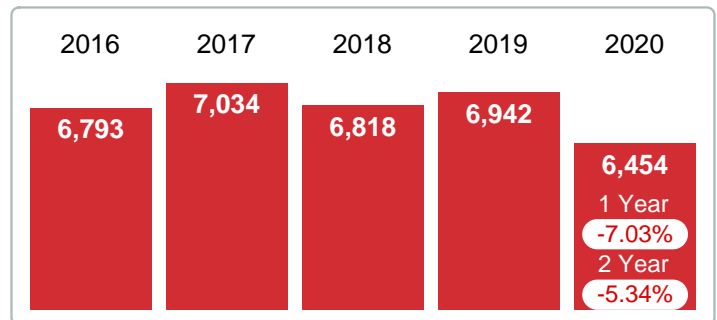
NEW LISTINGS

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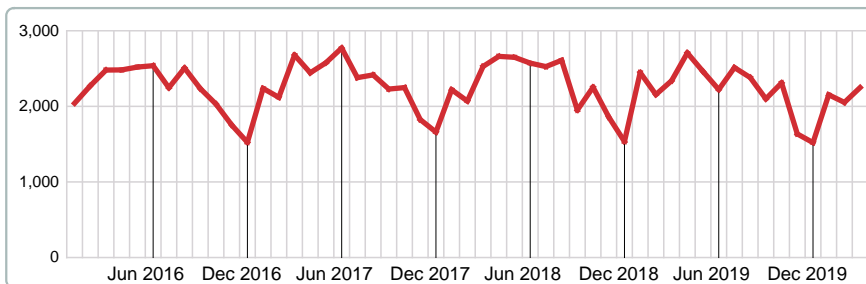
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,455

High Jun 2017 2,771 Low Dec 2019 1,520

New Listings this month at **2,249**
 below the 5 yr MAR average of **2,455**



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	151	6.71%	66	74	10	1
\$25,001 - \$100,000	336	14.94%	208	109	18	1
\$100,001 - \$150,000	347	15.43%	90	220	35	2
\$150,001 - \$225,000	524	23.30%	58	315	144	7
\$225,001 - \$300,000	328	14.58%	28	137	146	17
\$300,001 - \$475,000	331	14.72%	26	89	158	58
\$475,001 and up	232	10.32%	55	27	91	59
Total New Listed Units	2,249		531	971	602	145
Total New Listed Volume	584,779,295	100%	116.04M	180.05M	198.79M	89.89M
Median New Listed Listing Price	\$189,000		\$99,900	\$165,000	\$275,000	\$429,000

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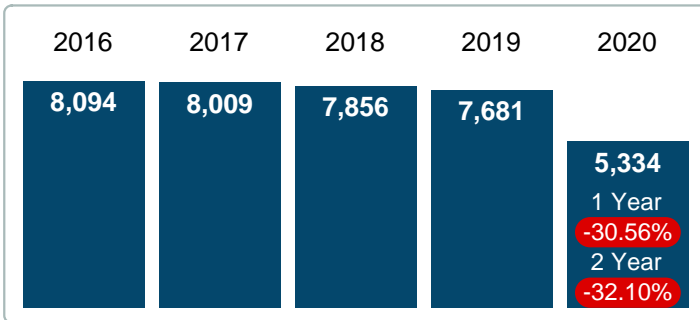
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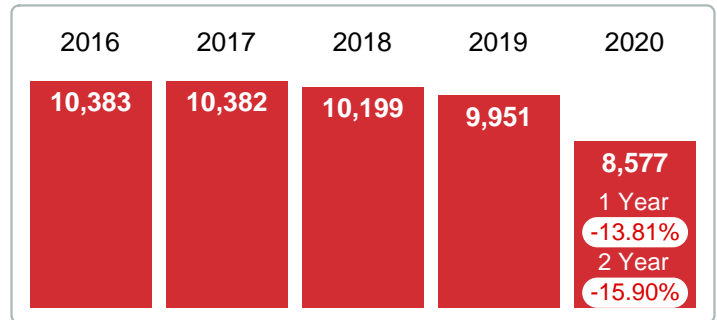
ACTIVE INVENTORY

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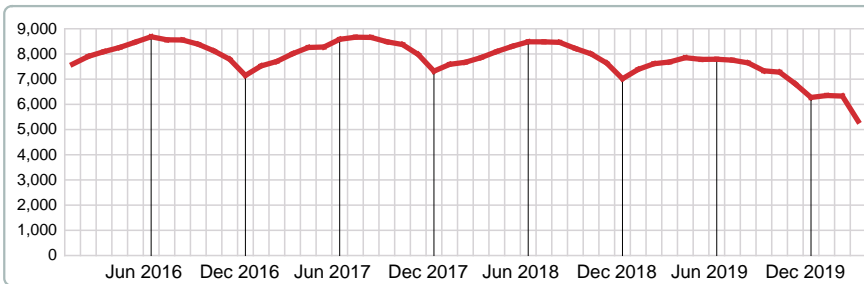
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

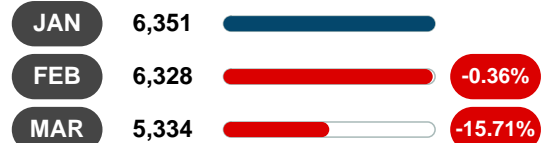


3 MONTHS

5 year MAR AVG = 7,395

High Jun 2016 8,683 Low Mar 2020 5,334

Inventory this month at 5,334 below the 5 yr MAR average of 7,395



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	419	7.86%	60.0	278	113	20	8
\$25,001 - \$75,000	704	13.20%	67.5	570	107	26	1
\$75,001 - \$125,000	643	12.05%	71.0	383	215	40	5
\$125,001 - \$250,000	1,419	26.60%	42.0	426	666	303	24
\$250,001 - \$375,000	837	15.69%	50.0	145	281	343	68
\$375,001 - \$625,000	765	14.34%	59.0	136	139	361	129
\$625,001 and up	547	10.25%	69.0	227	36	146	138
Total Active Inventory by Units		5,334		2,165	1,557	1,239	373
Total Active Inventory by Volume		1,699,534,455	100%	624.48M	335.79M	486.00M	253.26M
Median Active Inventory Listing Price		\$199,900		\$110,000	\$179,900	\$330,000	\$484,900

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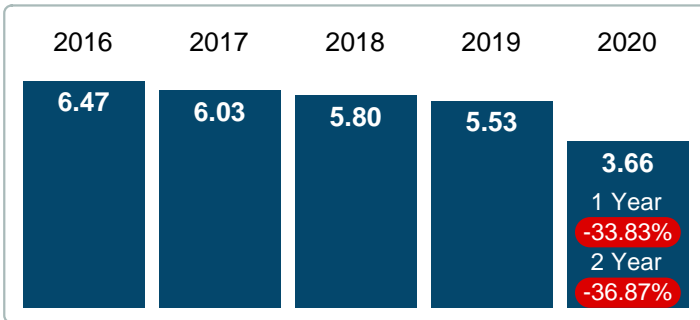
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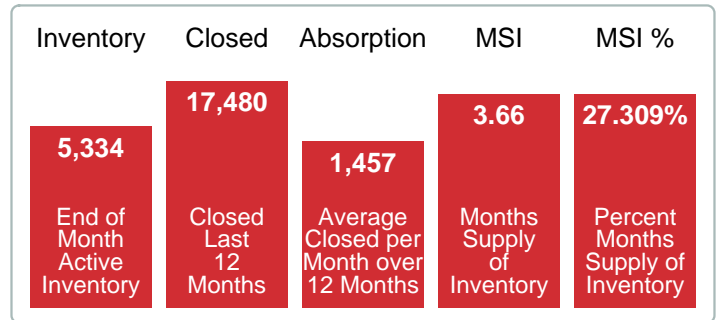
MONTHS SUPPLY of INVENTORY (MSI)

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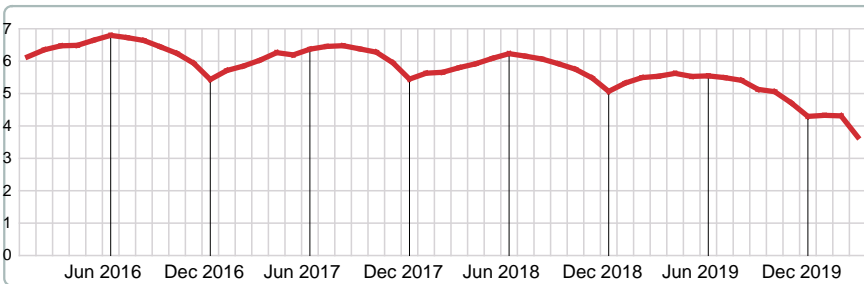
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

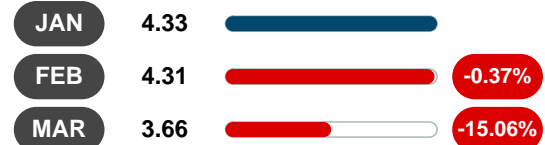


3 MONTHS

5 year MAR AVG = 5.50

High Jun 2016 6.80 Low Mar 2020 3.66

Months Supply this month at 3.66 below the 5 yr MAR average of 5.50



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	419	7.86%	2.46	5.00	1.30	0.79	3.43
\$25,001 - \$75,000	704	13.20%	5.19	7.54	2.04	3.76	1.71
\$75,001 - \$125,000	643	12.05%	3.23	7.82	1.60	2.73	4.29
\$125,001 - \$250,000	1,419	26.60%	2.24	8.04	1.64	1.89	1.87
\$250,001 - \$375,000	837	15.69%	4.12	15.68	4.14	3.17	3.83
\$375,001 - \$625,000	765	14.34%	8.48	27.20	7.41	7.23	7.82
\$625,001 and up	547	10.25%	21.45	75.67	11.08	12.70	17.81
Market Supply of Inventory (MSI)			3.66	8.65	2.02	3.28	6.33
Total Active Inventory by Units		100%	5,334	2,165	1,557	1,239	373

March 2020



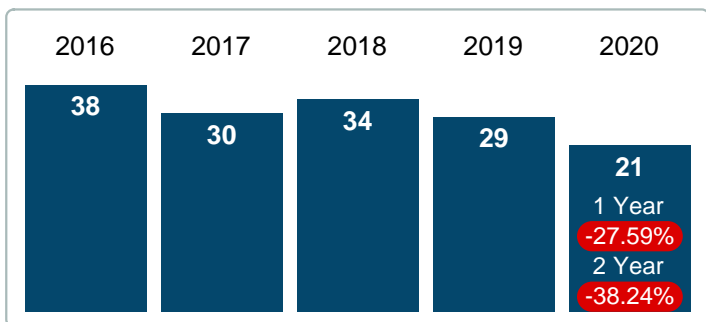
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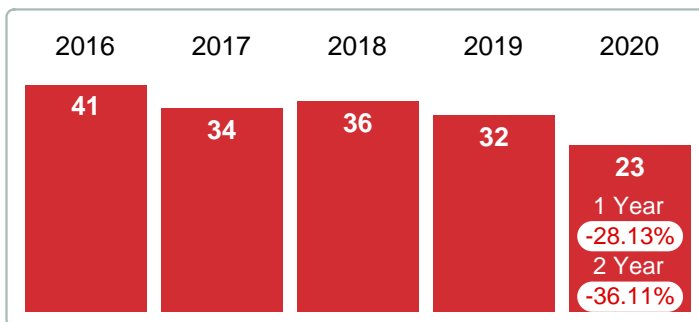
MEDIAN DAYS ON MARKET TO SALE

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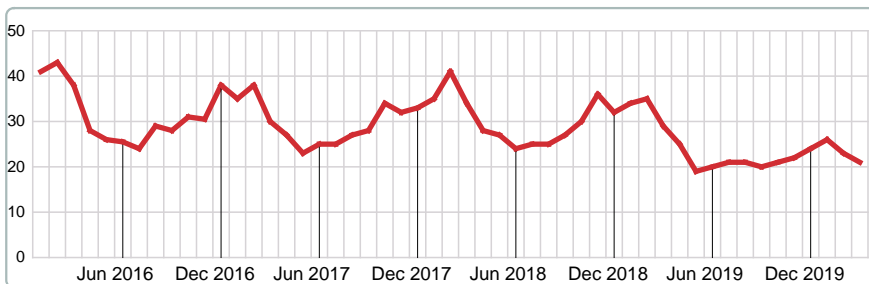
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

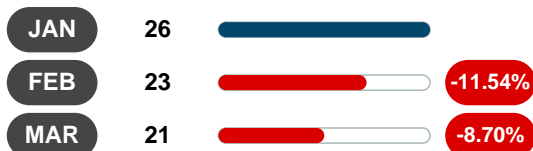


3 MONTHS

5 year MAR AVG = 30

High Feb 2016 43 Low May 2019 19

Median Days on Market to Sale this month at 21 below the 5 yr MAR average of 30



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%	69	0	0	0	0
\$1-\$75,000	305	22.53%	27	33	26	31	0
\$75,001-\$125,000	179	13.22%	15	22	13	25	0
\$125,001-\$175,000	264	19.50%	10	30	7	11	28
\$175,001-\$250,000	293	21.64%	18	12	16	21	25
\$250,001-\$350,000	174	12.85%	39	125	43	27	63
\$350,001 and up	139	10.27%	38	63	48	35	54
Median Closed DOM			21	30	16	27	51
Total Closed Units		100%	21.0	245	704	360	45
Total Closed Volume				36.63M	104.14M	99.20M	20.12M

March 2020



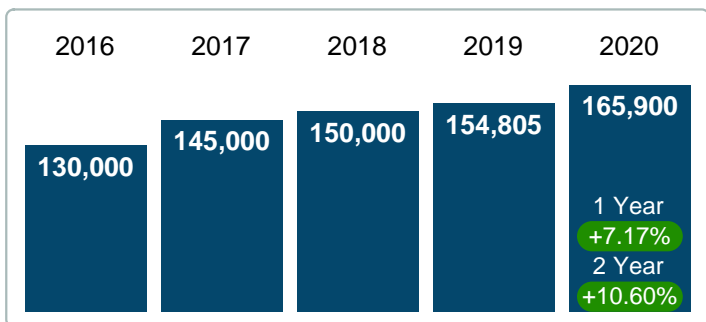
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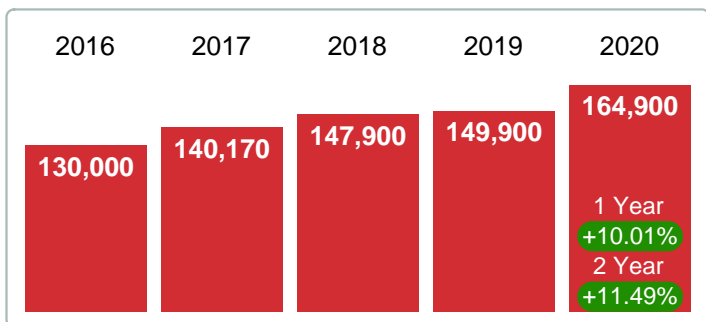
MEDIAN LIST PRICE AT CLOSING

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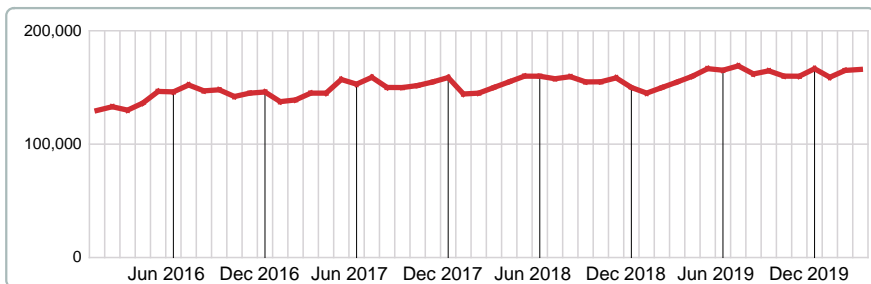
MARCH



YEAR TO DATE (YTD)

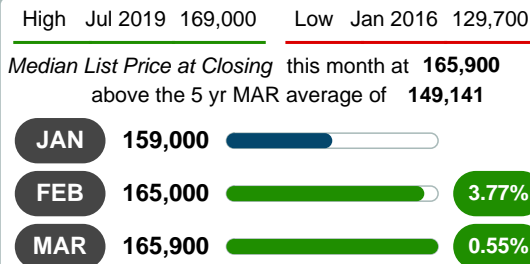


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 149,141



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%	38	0	0	0	0
\$1-\$75,000	297	21.94%	6,000	30,000	1,350	1,495	0
\$75,001-\$125,000	180	13.29%	105,000	95,000	108,000	107,000	0
\$125,001-\$175,000	260	19.20%	153,700	145,000	152,700	164,950	159,500
\$175,001-\$250,000	297	21.94%	209,900	199,700	200,000	215,000	214,950
\$250,001-\$350,000	177	13.07%	287,500	277,500	279,500	289,950	320,000
\$350,001 and up	143	10.56%	425,000	695,000	435,000	400,000	625,000
Median List Price			165,900	69,000	149,900	259,250	350,000
Total Closed Units		100%	1,354	245	704	360	45
Total Closed Volume			266,156,643	38.20M	105.76M	101.26M	20.94M

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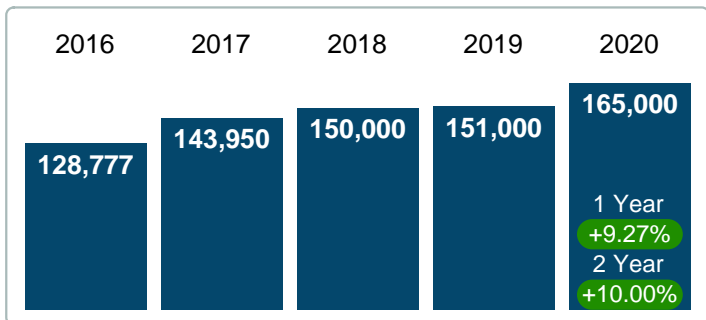
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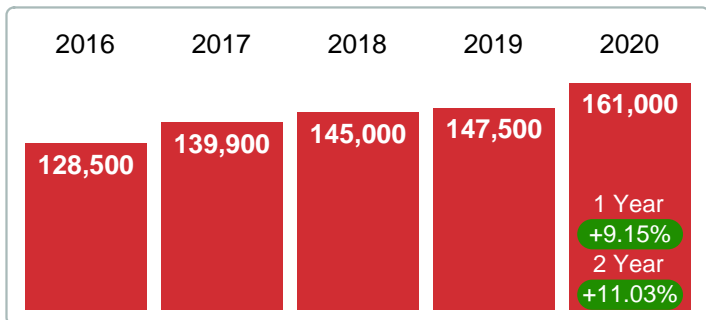
MEDIAN SOLD PRICE AT CLOSING

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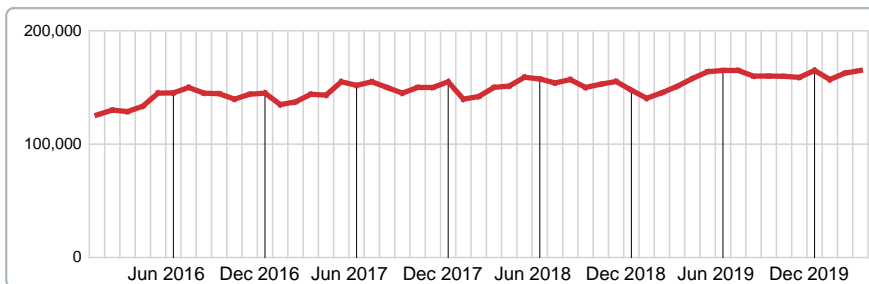
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

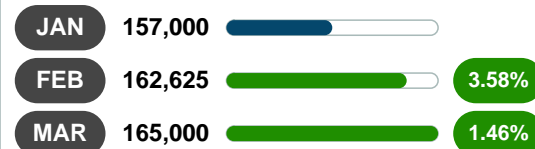


3 MONTHS

5 year MAR AVG = 147,745

High Mar 2020 165,000 Low Jan 2016 125,775

Median Sold Price at Closing this month at **165,000** above the 5 yr MAR average of **147,745**



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%	425,000	0	0	0	0
\$1-\$75,000	305	22.53%	8,000	28,500	1,350	1,495	0
\$75,001-\$125,000	179	13.22%	105,000	100,000	106,500	109,125	0
\$125,001-\$175,000	264	19.50%	152,962	144,000	152,250	165,000	155,500
\$175,001-\$250,000	293	21.64%	208,000	202,500	200,000	218,000	206,750
\$250,001-\$350,000	174	12.85%	285,000	288,750	273,000	290,000	321,500
\$350,001 and up	139	10.27%	424,000	675,000	411,250	402,971	610,000
Median Sold Price	165,000			64,800	149,000	250,750	347,000
Total Closed Units	1,354	100%	165,000	245	704	360	45
Total Closed Volume	260,101,585			36.63M	104.14M	99.20M	20.12M

March 2020



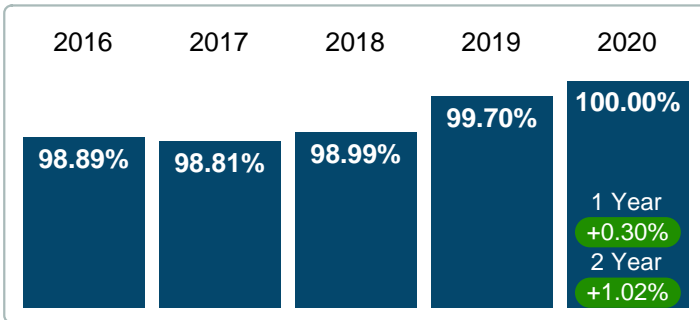
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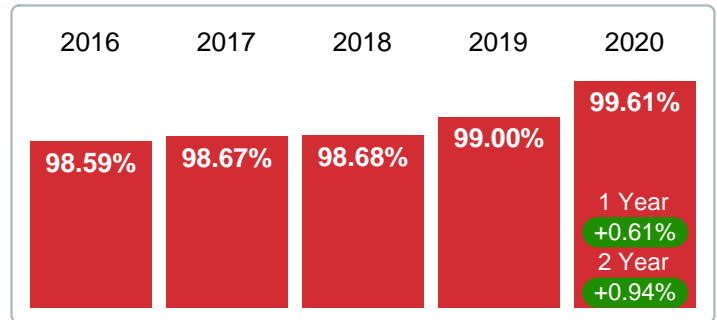
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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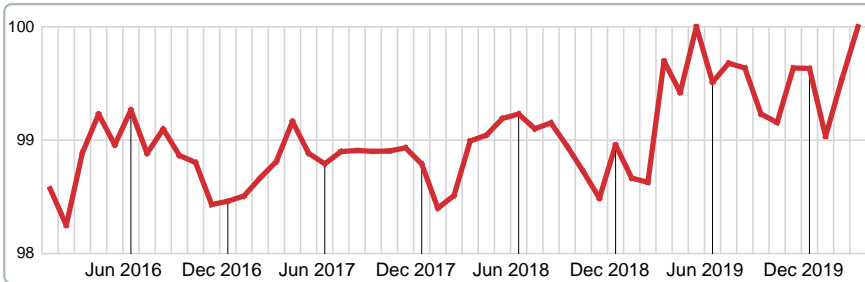
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

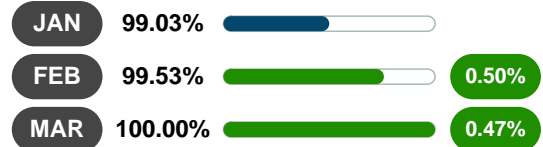


3 MONTHS

5 year MAR AVG = 99.28%

High Mar 2020 100.00% Low Feb 2016 98.25%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **99.28%**



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%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	305	22.53%	100.00%	97.20%	100.00%	100.00%	0.00%
\$75,001-\$125,000	179	13.22%	100.00%	100.00%	100.00%	99.53%	0.00%
\$125,001-\$175,000	264	19.50%	100.00%	99.31%	100.00%	100.00%	97.41%
\$175,001-\$250,000	293	21.64%	100.00%	98.71%	100.00%	100.00%	100.00%
\$250,001-\$350,000	174	12.85%	98.59%	92.80%	99.27%	98.52%	98.37%
\$350,001 and up	139	10.27%	97.78%	97.12%	97.93%	98.11%	96.09%
Median Sold/List Ratio		100.00%		98.51%	100.00%	98.97%	97.88%
Total Closed Units		1,354	100%	245	704	360	45
Total Closed Volume		260,101,585		36.63M	104.14M	99.20M	20.12M

March 2020



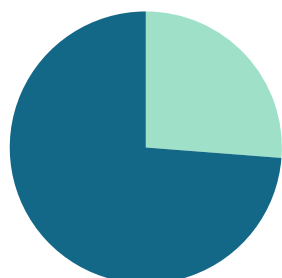
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Apr 14, 2020 for MLS Technology Inc.

INVENTORY

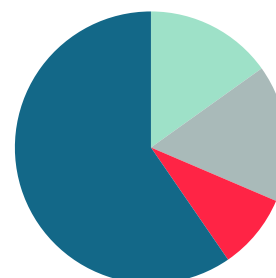


Inventory
 New Listings
2,249 = 26.22%
 Start Inventory
6,328
 Total Inventory Units
8,577
 Volume
\$2,428,544,423

Market Activity

Closed Sales
1,354 = 15.13%
 Pending Sales
1,459 = 16.30%
 Other Off Market
805 = 8.99%
 Active Inventory
5,334 = 59.58%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,489	1,354	-9.07%	3,610	3,561	-1.36%
Pending Sales	1,544	1,459	-5.51%	4,159	4,050	-2.62%
New Listings	2,339	2,249	-3.85%	6,942	6,454	-7.03%
Median List Price	154,805	165,900	7.17%	149,900	164,900	10.01%
Median Sale Price	151,000	165,000	9.27%	147,500	161,000	9.15%
Median Percent of Selling Price to List Price	99.70%	100.00%	0.30%	99.00%	99.61%	0.61%
Median Days on Market to Sale	29.00	21.00	-27.59%	32.00	23.00	-28.13%
Monthly Inventory	7,683	5,334	-30.57%	7,683	5,334	-30.57%
Months Supply of Inventory	5.54	3.66	-33.85%	5.54	3.66	-33.85%

Absorption: Last 12 months, an Average of **1,457** Sales/Month

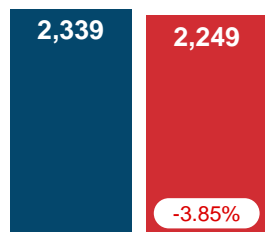
Inventory on March 31, 2020 = **5,334**

2019 **2020**

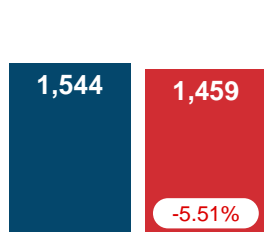
MARCH MARKET

MEDIAN PRICES

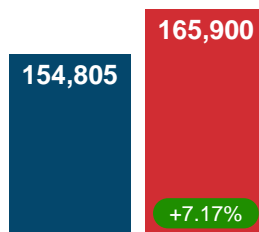
New Listings



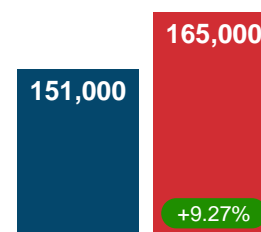
Pending Listings



List Price



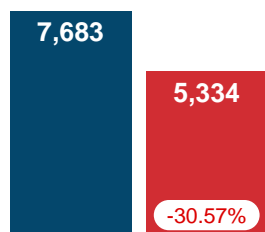
Sale Price



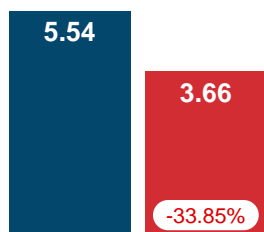
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

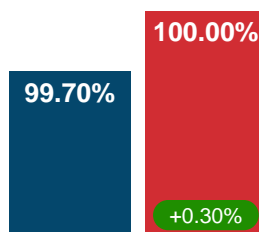
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

