

May 2020



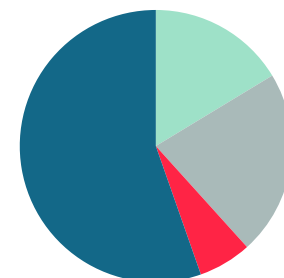
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,788	1,424	-20.36%
Pending Listings	1,510	1,916	26.89%
New Listings	2,461	2,160	-12.23%
Median List Price	166,580	175,000	5.05%
Median Sale Price	163,909	175,000	6.77%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	19.00	14.00	-26.32%
End of Month Inventory	7,788	4,827	-38.02%
Months Supply of Inventory	5.53	3.45	-37.69%



■ Closed (16.33%)
■ Pending (21.98%)
■ Other OffMarket (6.32%)
■ Active (55.37%)

Absorption: Last 12 months, an Average of **1,401** Sales/Month
Active Inventory as of May 31, 2020 = **4,827**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **38.02%** to 4,827 existing homes available for sale. Over the last 12 months this area has had an average of 1,401 closed sales per month. This represents an unsold inventory index of **3.45** 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 **6.77%** in May 2020 to \$175,000 versus the previous year at \$163,909.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 5.00 days or **26.32%** in May 2020 compared to last year's same month at **19.00** DOM.

Sales Success for May 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 2,160 New Listings in May 2020, down **12.23%** from last year at 2,461. Furthermore, there were 1,424 Closed Listings this month versus last year at 1,788, a **-20.36%** decrease.

Closed versus Listed trends yielded a **65.9%** ratio, down from previous year's, May 2019, at **72.7%**, a **9.26%** 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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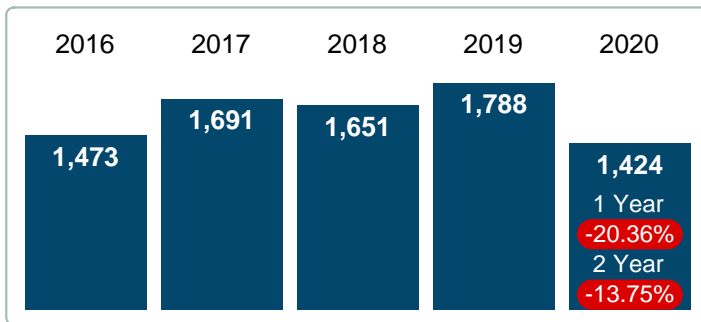
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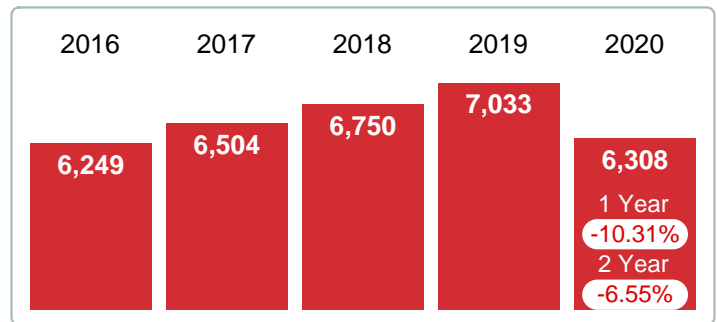
CLOSED LISTINGS

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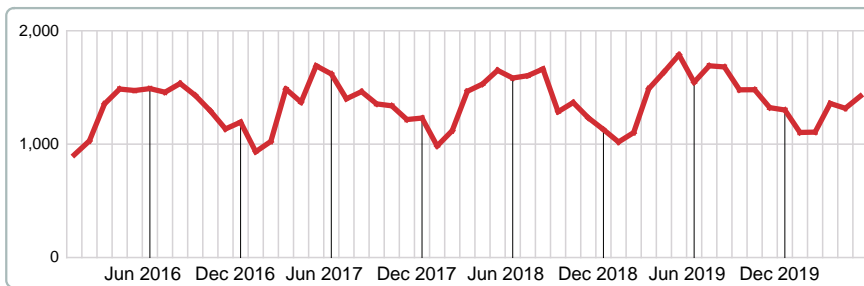
MAY



YEAR TO DATE (YTD)

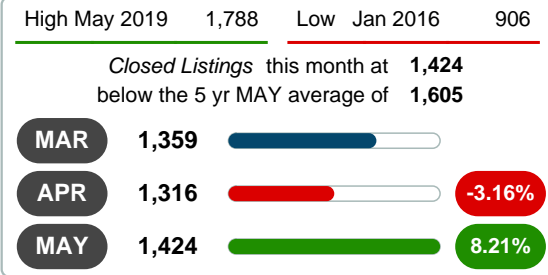


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,605



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	265	18.61%	21.0	110	125	26	4
\$75,001-\$150,000	274	19.24%	8.0	59	192	23	0
\$150,001-\$200,000	331	23.24%	9.0	25	224	78	4
\$200,001-\$250,000	211	14.82%	15.0	5	110	93	3
\$250,001-\$350,000	185	12.99%	20.0	7	68	97	13
\$350,001 and up	158	11.10%	38.0	10	32	90	26
Total Closed Units	1,424			216	751	407	50
Total Closed Volume	276,664,620	100%	14.0	23.62M	125.32M	107.58M	20.15M
Median Closed Price	\$175,000			\$75,000	\$164,000	\$244,700	\$363,450

May 2020



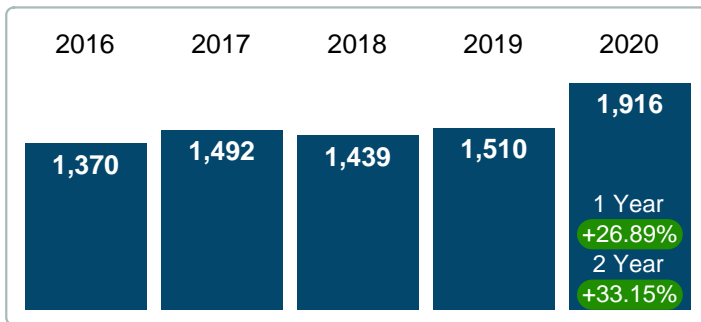
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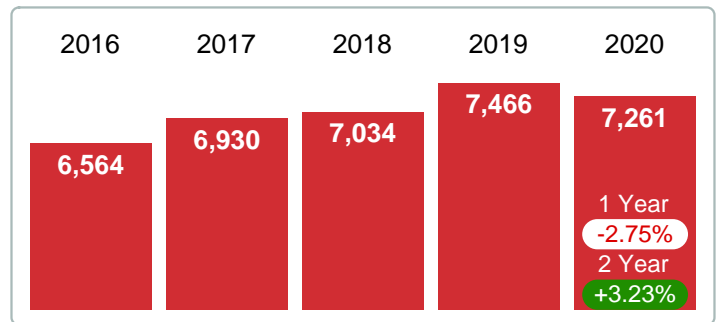
PENDING LISTINGS

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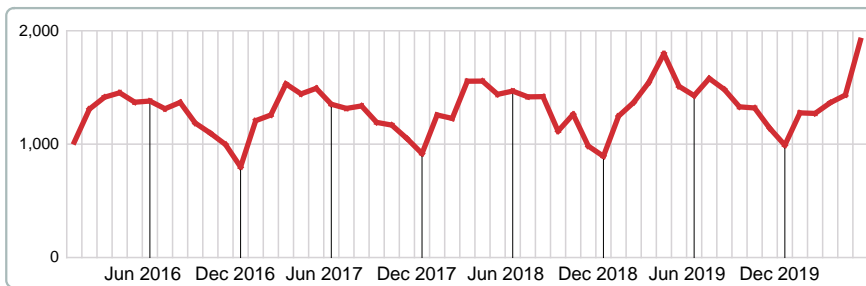
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,545

High May 2020 1,916 Low Dec 2016 799

Pending Listings this month at 1,916 above the 5 yr MAY average of 1,545



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	170	8.87%	25.0	101	63	4	2
\$50,001 - \$100,000	174	9.08%	18.0	78	84	11	1
\$100,001 - \$150,000	329	17.17%	10.0	78	222	27	2
\$150,001 - \$200,000	399	20.82%	7.0	32	281	83	3
\$200,001 - \$275,000	358	18.68%	12.5	27	175	146	10
\$275,001 - \$375,000	266	13.88%	22.0	11	89	138	28
\$375,001 and up	220	11.48%	51.0	9	34	130	47
Total Pending Units	1,916			336	948	539	93
Total Pending Volume	424,072,407	100%	15.0	46.39M	171.04M	166.99M	39.66M
Median Listing Price	\$185,900			\$93,450	\$169,900	\$275,000	\$388,000

May 2020



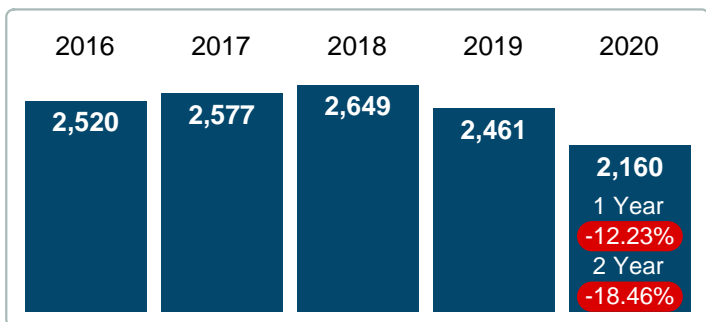
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



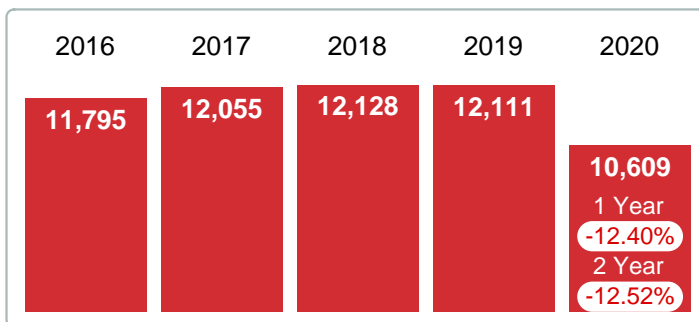
NEW LISTINGS

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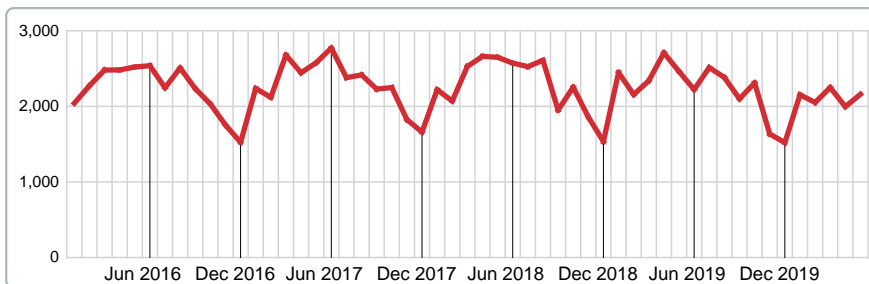
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,473

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

New Listings this month at **2,160**
 below the 5 yr MAY average of **2,473**



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	159	7.36%	60	68	28	3
\$25,001 - \$100,000	275	12.73%	181	84	9	1
\$100,001 - \$150,000	313	14.49%	83	202	27	1
\$150,001 - \$225,000	557	25.79%	57	354	136	10
\$225,001 - \$300,000	329	15.23%	33	138	145	13
\$300,001 - \$525,000	307	14.21%	23	70	168	46
\$525,001 and up	220	10.19%	45	42	76	57
Total New Listed Units	2,160		482	958	589	131
Total New Listed Volume	597,566,465	100%	119.15M	201.28M	197.94M	79.20M
Median New Listed Listing Price	\$195,000		\$101,850	\$174,900	\$279,900	\$474,500

May 2020



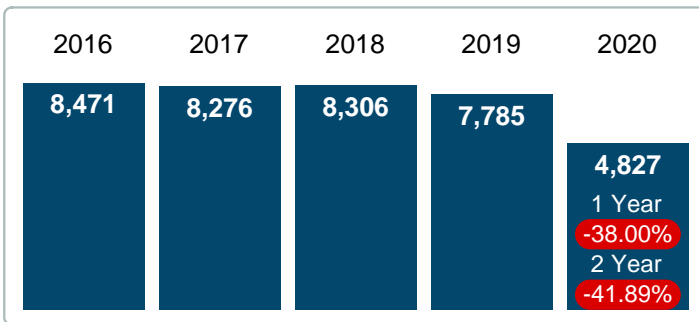
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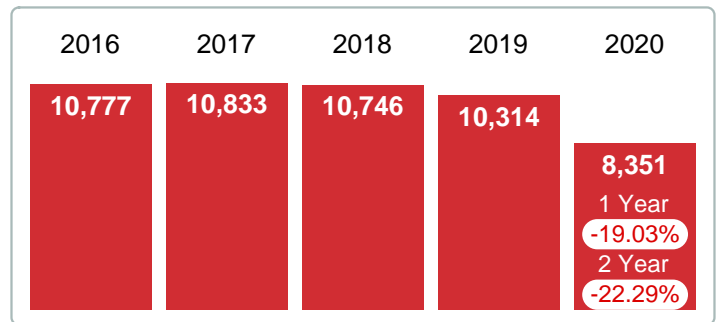
ACTIVE INVENTORY

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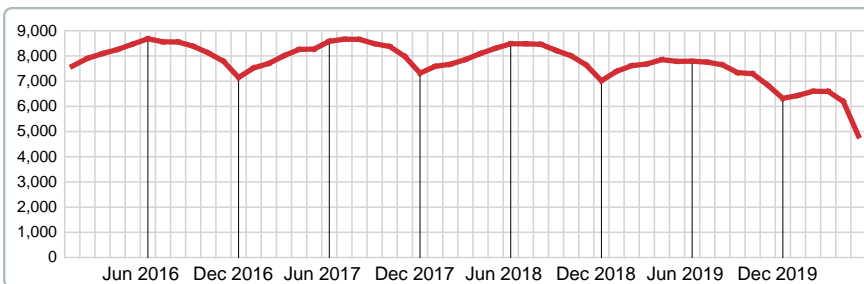
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7,533

High Jun 2016 8,683 Low May 2020 4,827

Inventory this month at **4,827**
below the 5 yr MAY average of **7,533**



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	325	6.73%	86.0	228	74	18	5
\$25,001 - \$75,000	654	13.55%	87.0	549	85	19	1
\$75,001 - \$150,000	847	17.55%	71.0	502	276	60	9
\$150,001 - \$275,000	1,121	23.22%	50.0	292	495	303	31
\$275,001 - \$400,000	783	16.22%	62.0	134	244	330	75
\$400,001 - \$700,000	615	12.74%	67.0	126	99	263	127
\$700,001 and up	482	9.99%	85.5	211	39	110	122
Total Active Inventory by Units	4,827			2,042	1,312	1,103	370
Total Active Inventory by Volume	1,635,926,104	100%	68.0	610.35M	321.87M	448.40M	255.30M
Median Active Inventory Listing Price	\$209,900			\$117,978	\$190,250	\$340,000	\$516,950

May 2020



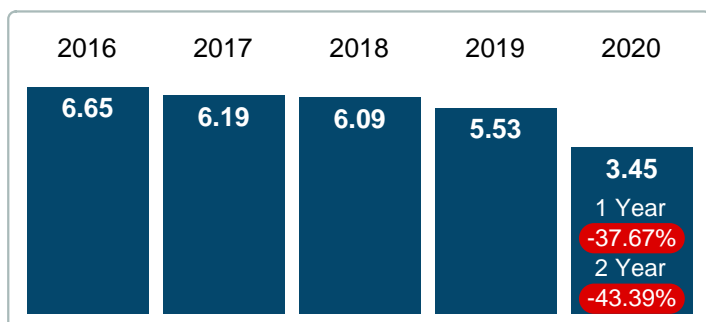
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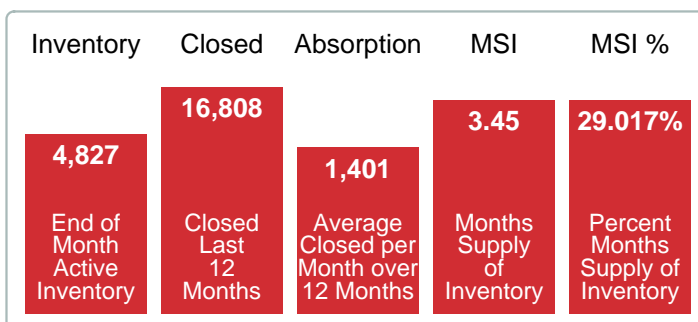
MONTHS SUPPLY of INVENTORY (MSI)

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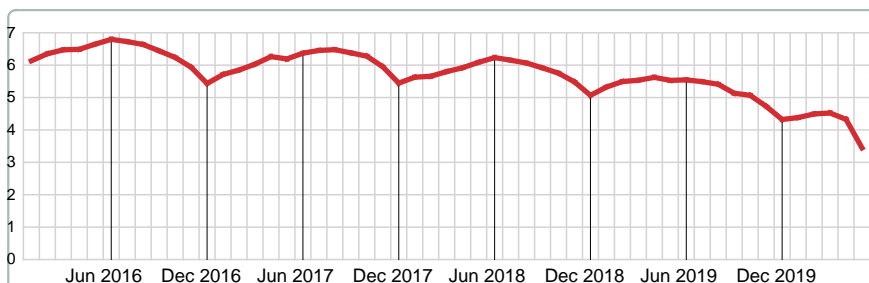
MSI FOR MAY



INDICATORS FOR MAY 2020

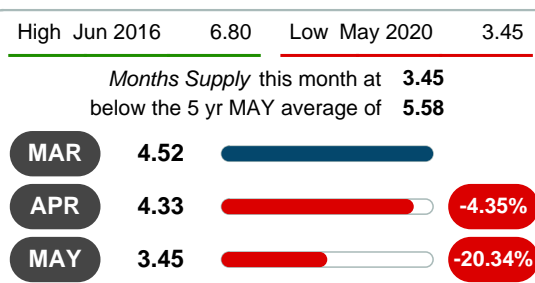


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.58



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	325	6.73%	1.97	4.42	0.84	0.78	2.14
\$25,001 - \$75,000	654	13.55%	5.17	7.79	1.75	2.75	2.00
\$75,001 - \$150,000	847	17.55%	2.60	7.84	1.20	2.03	4.00
\$150,001 - \$275,000	1,121	23.22%	2.12	8.07	1.57	1.84	2.35
\$275,001 - \$400,000	783	16.22%	4.75	17.87	5.10	3.50	4.95
\$400,001 - \$700,000	615	12.74%	8.46	27.49	6.67	6.98	8.15
\$700,001 and up	482	9.99%	27.67	76.73	18.72	14.83	23.61
Market Supply of Inventory (MSI)			3.45	8.61	1.76	3.04	6.83
Total Active Inventory by Units		100%	3.45	2,042	1,312	1,103	370

May 2020



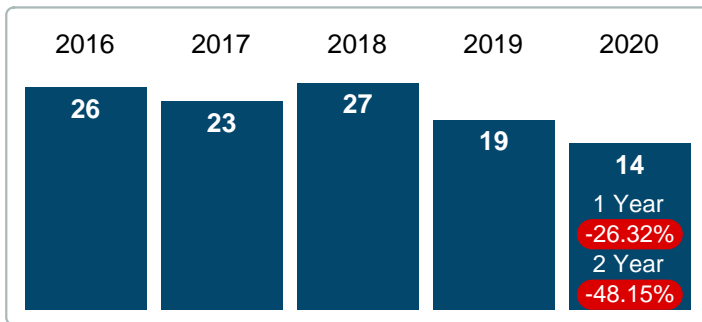
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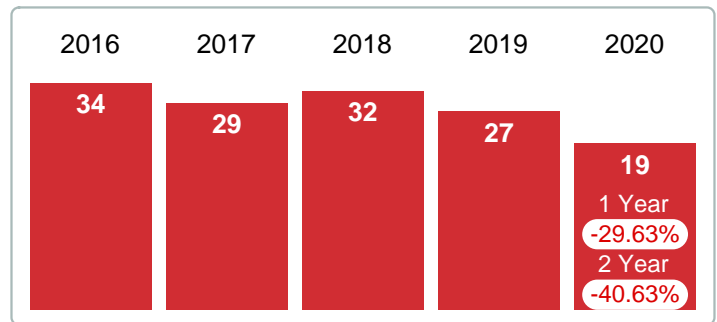
MEDIAN DAYS ON MARKET TO SALE

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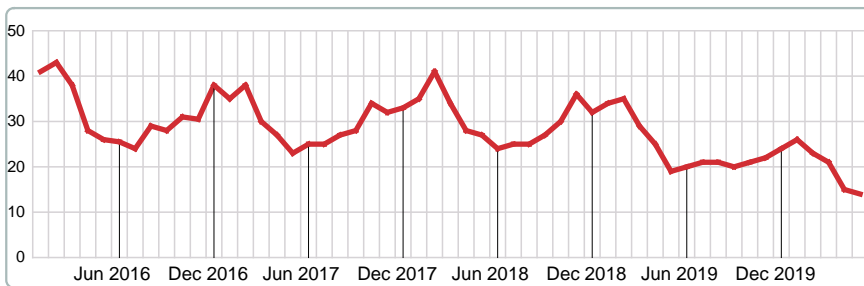
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

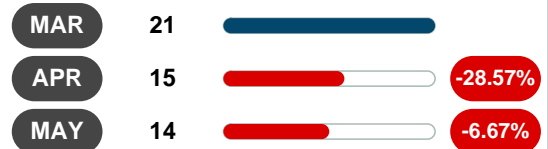


3 MONTHS

5 year MAY AVG = 22

High Feb 2016 43 Low May 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr MAY 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
\$0 and less	0	0.00%	86	0	0	0	0
\$1-\$75,000	265	18.61%	21	27	15	15	51
\$75,001-\$150,000	274	19.24%	8	13	7	13	0
\$150,001-\$200,000	331	23.24%	9	11	8	13	12
\$200,001-\$250,000	211	14.82%	15	39	8	22	8
\$250,001-\$350,000	185	12.99%	20	9	22	21	17
\$350,001 and up	158	11.10%	38	31	21	44	42
Median Closed DOM			14	21	10	21	24
Total Closed Units		100%	14.0	216	751	407	50
Total Closed Volume				23.62M	125.32M	107.58M	20.15M

May 2020



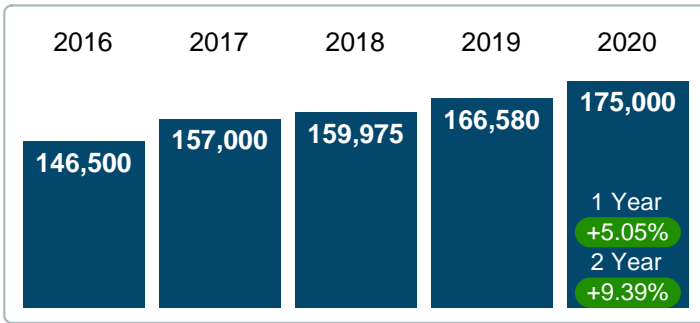
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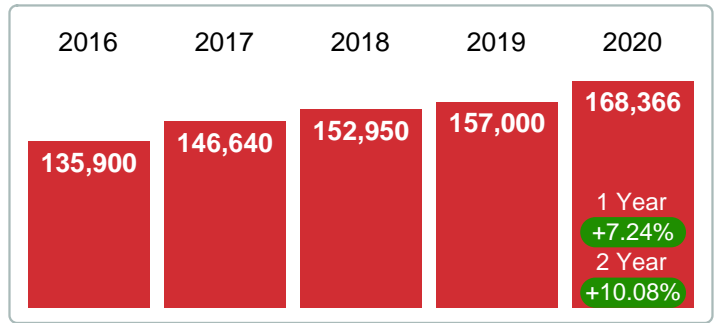
MEDIAN LIST PRICE AT CLOSING

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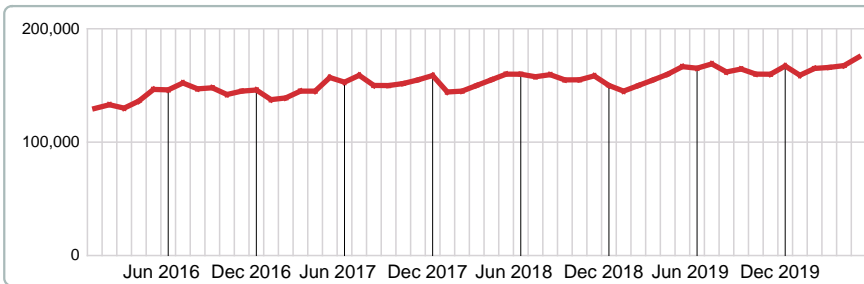
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161,011

High May 2020 175,000 Low Jan 2016 129,700
 Median List Price at Closing this month at **175,000**
 above the 5 yr MAY average of **161,011**

MAR	165,900	<div style="width: 80%;"></div>
APR	167,500	<div style="width: 85%;"></div> 0.96%
MAY	175,000	<div style="width: 95%;"></div> 4.48%

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	259	18.19%	1,995	27,500	1,400	1,585	3,398
\$75,001-\$150,000	275	19.31%	124,000	111,500	125,000	120,000	0
\$150,001-\$200,000	333	23.38%	174,985	175,000	172,000	180,250	179,000
\$200,001-\$250,000	208	14.61%	224,900	215,000	223,601	224,900	244,950
\$250,001-\$350,000	188	13.20%	289,850	287,075	285,000	289,950	316,900
\$350,001 and up	161	11.31%	449,900	610,000	450,000	419,814	485,000
Median List Price			175,000	79,900	164,900	245,000	359,450
Total Closed Units		100%	1,424	216	751	407	50
Total Closed Volume			281,304,483	24.53M	126.96M	109.05M	20.76M

May 2020



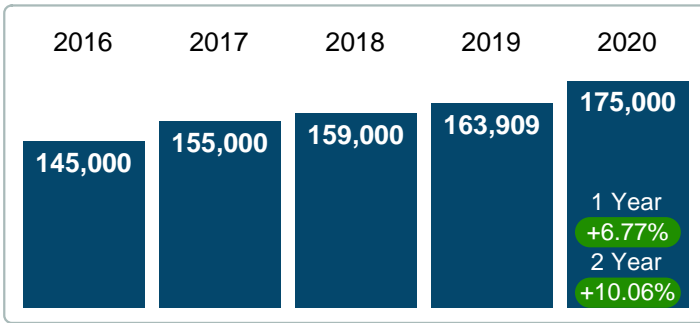
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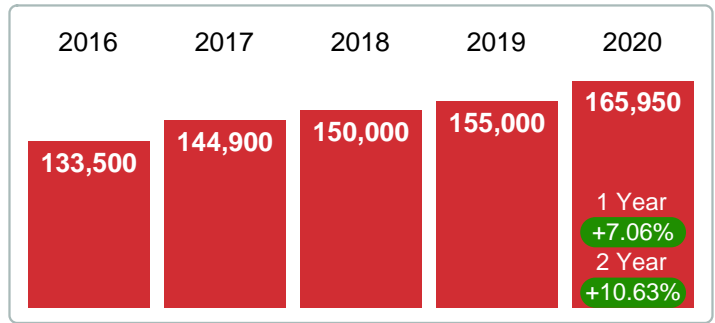
MEDIAN SOLD PRICE AT CLOSING

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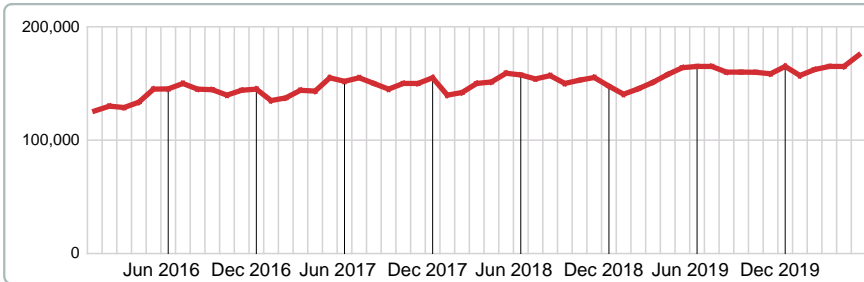
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

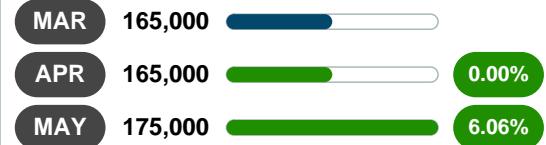


3 MONTHS

5 year MAY AVG = 159,582

High May 2020 175,000 Low Jan 2016 125,775

Median Sold Price at Closing this month at **175,000** above the 5 yr MAY average of **159,582**



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%	449,900	0	0	0	0
\$1-\$75,000	265	18.61%	2,200	27,750	1,435	1,548	3,898
\$75,001-\$150,000	274	19.24%	122,500	111,500	126,950	122,000	0
\$150,001-\$200,000	331	23.24%	175,000	171,000	171,933	179,950	177,000
\$200,001-\$250,000	211	14.82%	220,000	225,000	219,950	220,900	245,000
\$250,001-\$350,000	185	12.99%	287,900	279,378	282,750	289,500	307,500
\$350,001 and up	158	11.10%	432,150	592,500	458,770	420,000	484,779
Median Sold Price			175,000	75,000	164,000	244,700	363,450
Total Closed Units		100%	1,424	216	751	407	50
Total Closed Volume			276,664,620	23.62M	125.32M	107.58M	20.15M

May 2020



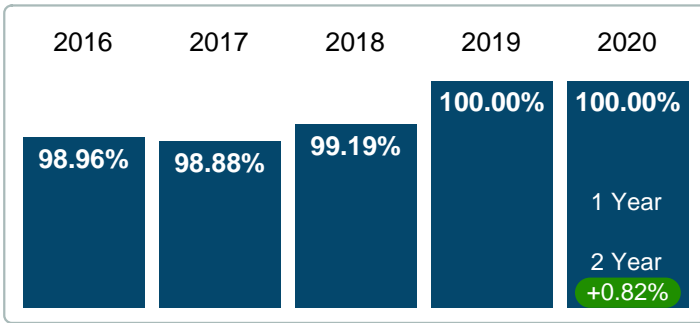
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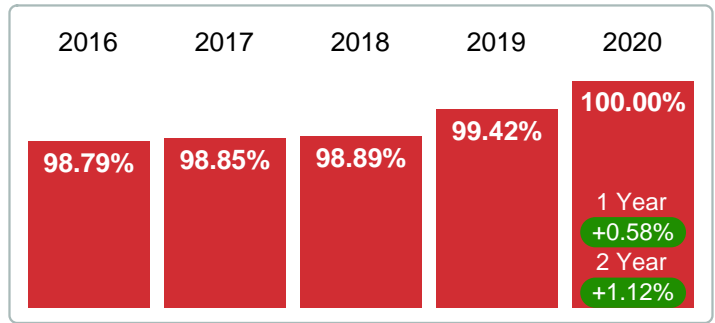
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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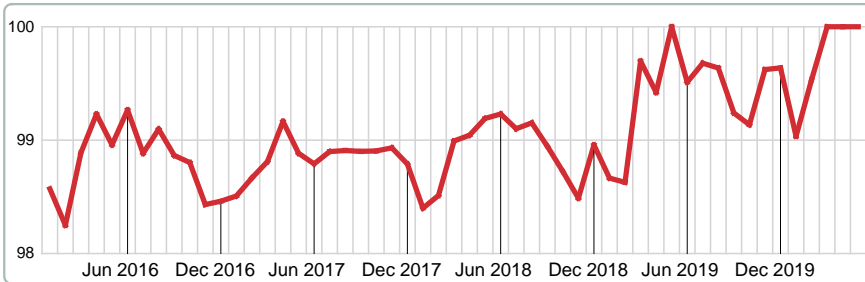
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

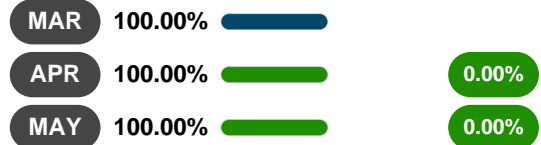


3 MONTHS

5 year MAY AVG = 99.41%

High May 2020 100.00% Low Feb 2016 98.25%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.41%**



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	265	18.61%	100.00%	97.20%	100.00%	100.00%	100.00%
\$75,001-\$150,000	274	19.24%	100.00%	100.00%	100.00%	97.21%	0.00%
\$150,001-\$200,000	331	23.24%	100.00%	99.23%	100.00%	100.00%	97.60%
\$200,001-\$250,000	211	14.82%	100.00%	96.70%	100.00%	100.00%	100.00%
\$250,001-\$350,000	185	12.99%	100.00%	96.46%	99.39%	100.00%	100.00%
\$350,001 and up	158	11.10%	98.41%	97.91%	98.30%	98.52%	97.93%
Median Sold/List Ratio		100.00%		98.19%	100.00%	100.00%	99.87%
Total Closed Units		1,424	100%	216	751	407	50
Total Closed Volume		276,664,620		23.62M	125.32M	107.58M	20.15M

May 2020



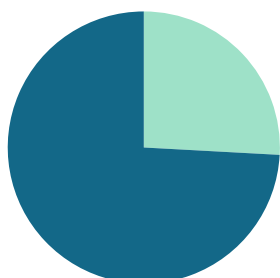
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

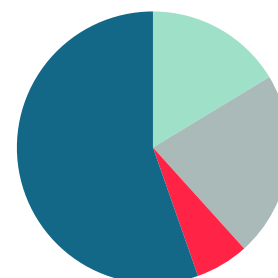


Inventory
 New Listings
2,160 = 25.86%
 Start Inventory
6,192
 Total Inventory Units
8,352
 Volume
\$2,478,118,624

Market Activity

Closed Sales
1,424 = 16.33%
 Pending Sales
1,916 = 21.98%
 Other Off Market
551 = 6.32%
 Active Inventory
4,827 = 55.37%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,788	1,424	-20.36%	7,033	6,308	-10.31%
Pending Sales	1,510	1,916	26.89%	7,466	7,261	-2.75%
New Listings	2,461	2,160	-12.23%	12,111	10,609	-12.40%
Median List Price	166,580	175,000	5.05%	157,000	168,366	7.24%
Median Sale Price	163,909	175,000	6.77%	155,000	165,950	7.06%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.42%	100.00%	0.58%
Median Days on Market to Sale	19.00	14.00	-26.32%	27.00	19.00	-29.63%
Monthly Inventory	7,788	4,827	-38.02%	7,788	4,827	-38.02%
Months Supply of Inventory	5.53	3.45	-37.69%	5.53	3.45	-37.69%

Absorption: Last 12 months, an Average of **1,401** Sales/Month

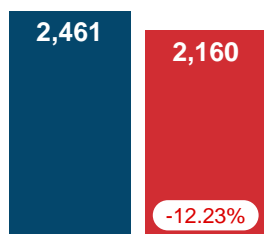
Inventory on May 31, 2020 = 4,827

2019 **2020**

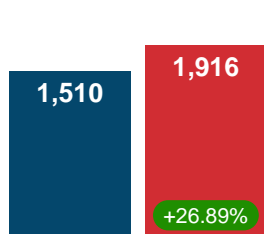
MAY MARKET

MEDIAN PRICES

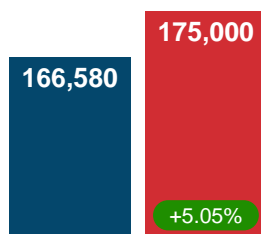
New Listings



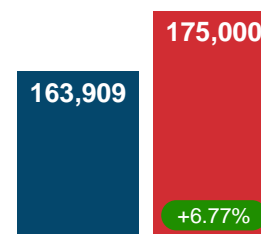
Pending Listings



List Price



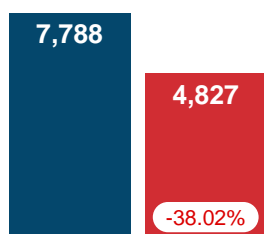
Sale Price



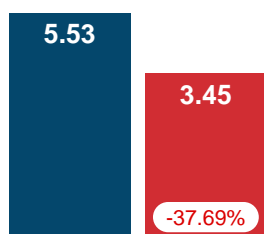
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

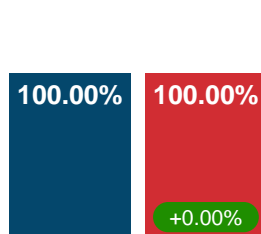
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

