

October 2020



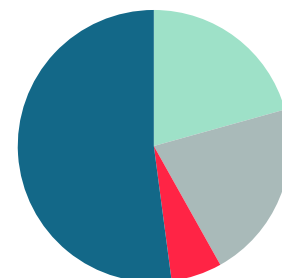
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	1,496	1,755	17.31%
Pending Listings	1,331	1,799	35.16%
New Listings	2,337	2,120	-9.29%
Median List Price	160,000	200,000	25.00%
Median Sale Price	160,000	200,000	25.00%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.81%
Median Days on Market to Sale	20.00	8.00	-60.00%
End of Month Inventory	7,375	4,421	-40.05%
Months Supply of Inventory	5.08	3.04	-40.25%



■ Closed (20.68%)
■ Pending (21.20%)
■ Other OffMarket (6.03%)
■ Active (52.09%)

Absorption: Last 12 months, an Average of **1,456** Sales/Month
Active Inventory as of October 31, 2020 = **4,421**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **40.05%** to 4,421 existing homes available for sale. Over the last 12 months this area has had an average of 1,456 closed sales per month. This represents an unsold inventory index of **3.04** 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 **25.00%** in October 2020 to \$200,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 12.00 days or **60.00%** in October 2020 compared to last year's same month at **20.00** DOM.

Sales Success for October 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 2,120 New Listings in October 2020, down **9.29%** from last year at 2,337. Furthermore, there were 1,755 Closed Listings this month versus last year at 1,496, a **17.31%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, October 2019, at **64.0%**, a **29.32%** 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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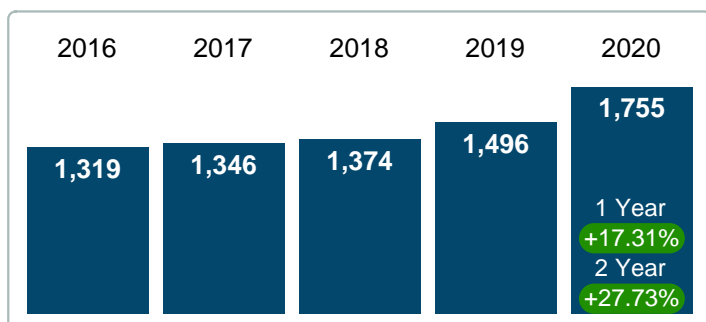
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



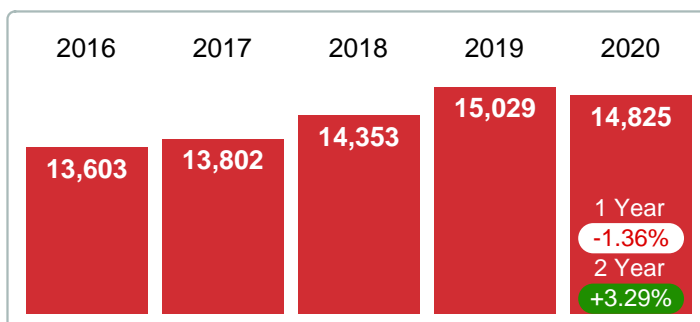
CLOSED LISTINGS

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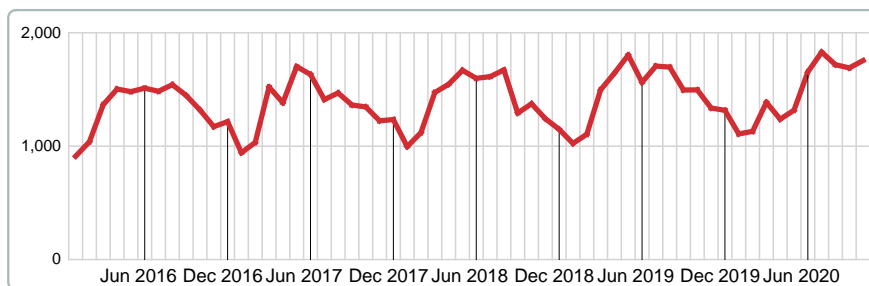
OCTOBER



YEAR TO DATE (YTD)

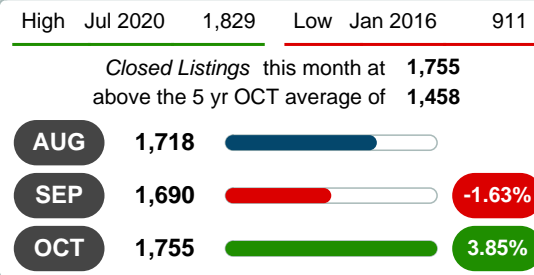


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,458



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	160	9.12%	16.5	111	44	4	1
\$75,001 - \$125,000	180	10.26%	6.0	64	105	9	2
\$125,001 - \$150,000	162	9.23%	4.0	24	129	9	0
\$150,001 - \$225,000	520	29.63%	6.0	33	356	121	10
\$225,001 - \$300,000	324	18.46%	11.0	18	159	136	11
\$300,001 - \$400,000	226	12.88%	13.5	12	73	125	16
\$400,001 and up	183	10.43%	32.0	10	33	100	40
Total Closed Units	1,755			272	899	504	80
Total Closed Volume	415,610,379	100%	8.0	36.31M	180.33M	163.00M	35.97M
Median Closed Price	\$200,000			\$93,500	\$179,000	\$283,750	\$404,750

October 2020



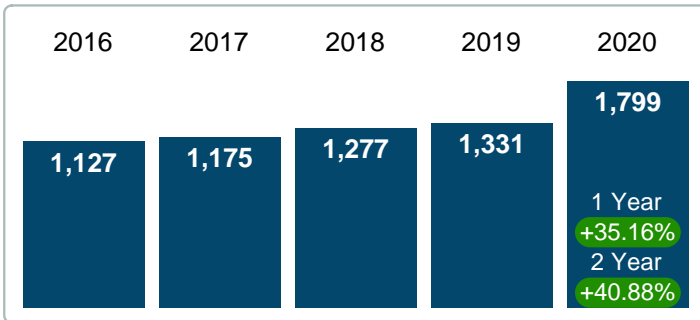
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



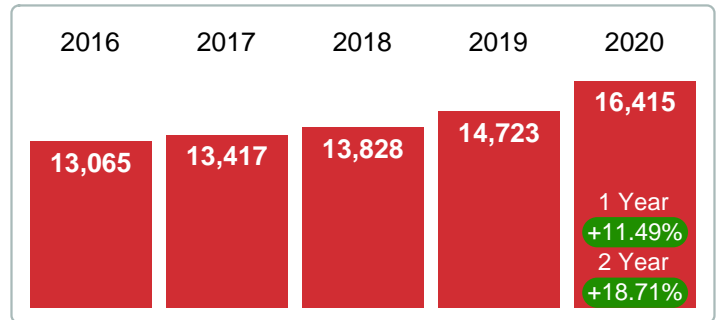
PENDING LISTINGS

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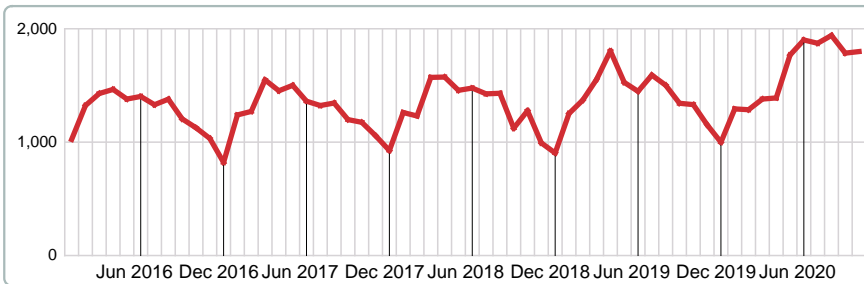
OCTOBER



YEAR TO DATE (YTD)

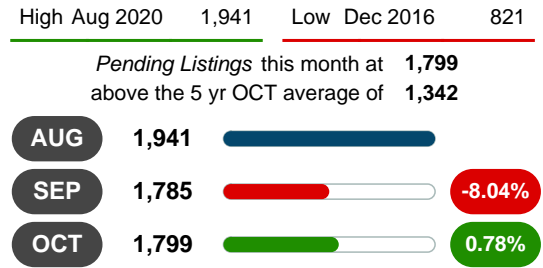


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,342



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	152	8.45%	20.5	85	50	17	0
\$50,001 - \$100,000	192	10.67%	12.5	93	82	16	1
\$100,001 - \$150,000	275	15.29%	7.0	47	206	21	1
\$150,001 - \$225,000	478	26.57%	8.0	36	334	98	10
\$225,001 - \$300,000	292	16.23%	12.0	25	129	120	18
\$300,001 - \$400,000	205	11.40%	19.0	9	68	108	20
\$400,001 and up	205	11.40%	19.0	21	39	106	39
Total Pending Units	1,799			316	908	486	89
Total Pending Volume	428,300,180	100%	12.0	53.81M	175.82M	155.78M	42.89M
Median Listing Price	\$195,000			\$89,900	\$177,000	\$289,000	\$369,000

October 2020



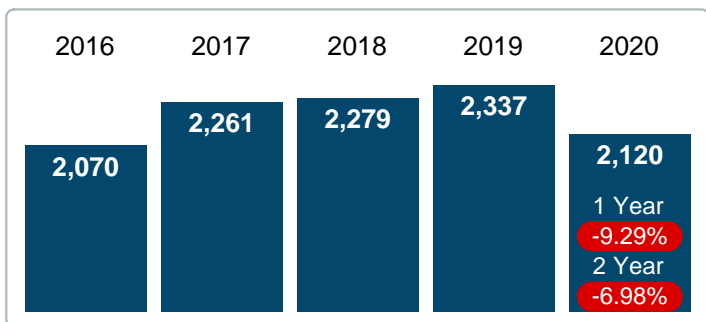
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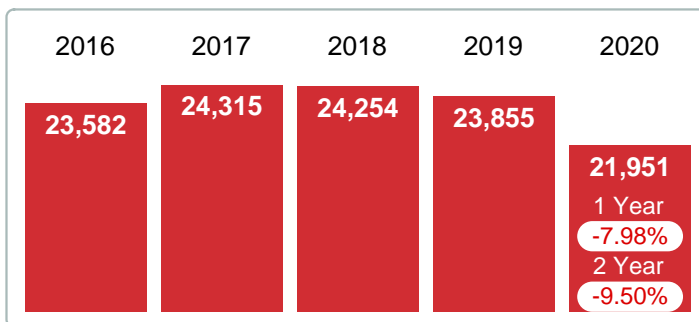
NEW LISTINGS

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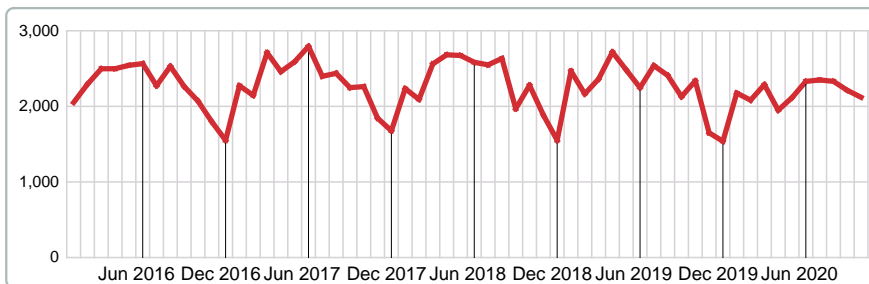
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

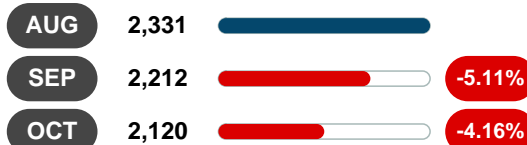


3 MONTHS

5 year OCT AVG = 2,213

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

New Listings this month at 2,120 below the 5 yr OCT average of 2,213



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	194	9.15%	75	92	25	2
\$25,001 - \$100,000	271	12.78%	163	91	16	1
\$100,001 - \$150,000	310	14.62%	84	205	19	2
\$150,001 - \$225,000	495	23.35%	62	340	87	6
\$225,001 - \$325,000	381	17.97%	36	154	169	22
\$325,001 - \$475,000	256	12.08%	19	65	150	22
\$475,001 and up	213	10.05%	52	32	72	57
Total New Listed Units	2,120		491	979	538	112
Total New Listed Volume	568,372,893	100%	112.75M	189.25M	186.98M	79.39M
Median New Listed Listing Price	\$194,000		\$109,900	\$170,000	\$293,029	\$482,450

October 2020



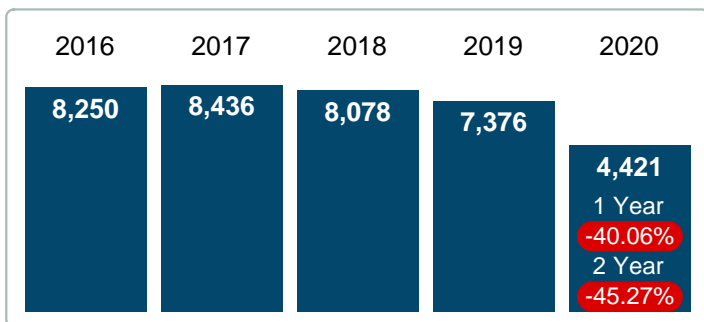
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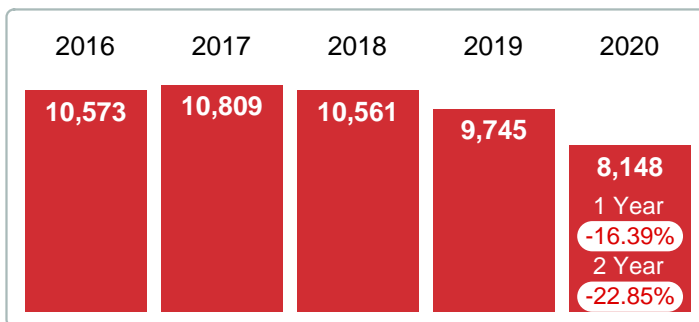
ACTIVE INVENTORY

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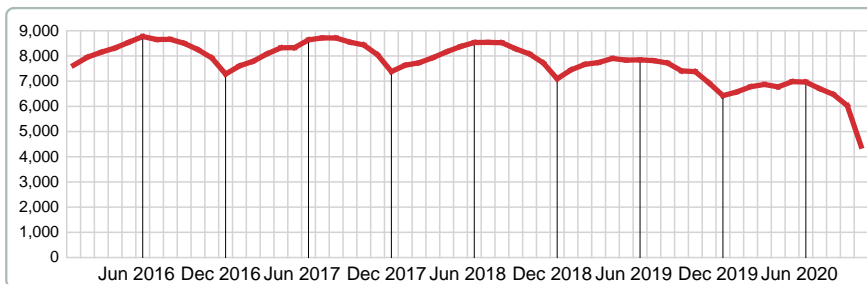
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

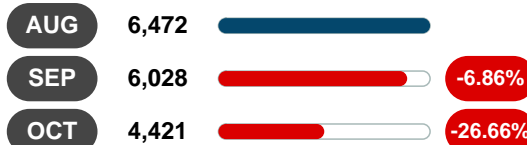


3 MONTHS

5 year OCT AVG = 7,312

High Jun 2016 8,771 Low Oct 2020 4,421

Inventory this month at 4,421 below the 5 yr OCT average of 7,312



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%	19.0	0	0	0	0
\$1-\$25,000	769	17.39%	93.0	310	361	83	15
\$25,001-\$125,000	903	20.43%	67.0	650	210	38	5
\$125,001-\$250,000	991	22.42%	43.0	333	486	153	19
\$250,001-\$375,000	657	14.86%	52.0	142	192	268	55
\$375,001-\$725,000	655	14.82%	72.0	170	106	266	113
\$725,001 and up	446	10.09%	99.5	220	38	90	98
Total Active Inventory by Units		4,421		1,825	1,393	898	305
Total Active Inventory by Volume		1,460,446,772	100%	608.80M	261.80M	358.62M	231.22M
Median Active Inventory Listing Price		\$189,000		\$117,950	\$150,000	\$331,250	\$529,000

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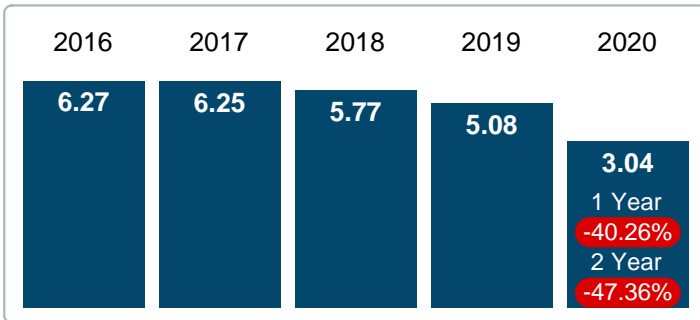
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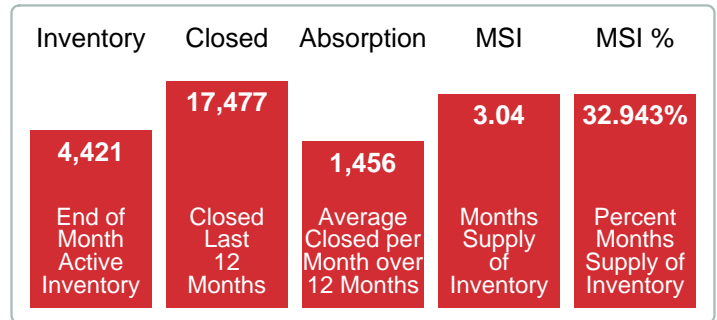
MONTHS SUPPLY of INVENTORY (MSI)

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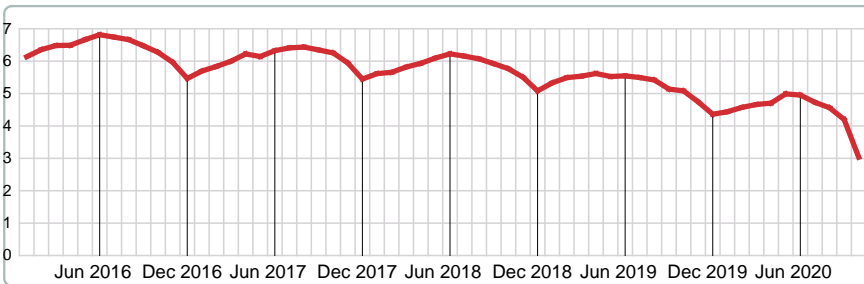
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

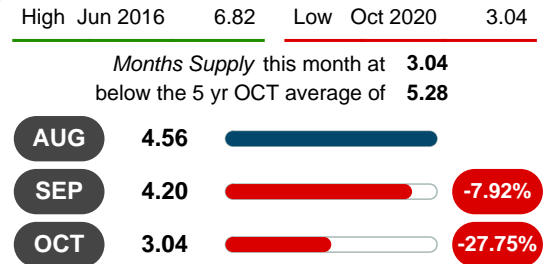


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.28



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-\$25,000	769	17.39%	9.05	8.29	9.28	10.06	36.00
\$25,001-\$125,000	903	20.43%	2.97	4.98	1.39	1.86	2.73
\$125,001-\$250,000	991	22.42%	1.50	5.94	1.13	0.94	1.73
\$250,001-\$375,000	657	14.86%	2.60	11.75	2.10	2.09	2.53
\$375,001-\$725,000	655	14.82%	4.86	25.19	4.27	3.50	4.19
\$725,001 and up	446	10.09%	22.58	88.00	24.00	10.29	14.17
Market Supply of Inventory (MSI)			3.04	7.44	1.89	2.22	4.43
Total Active Inventory by Units		100%	3.04	1,825	1,393	898	305

October 2020



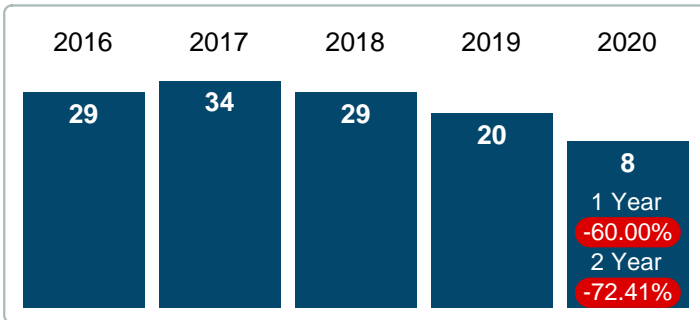
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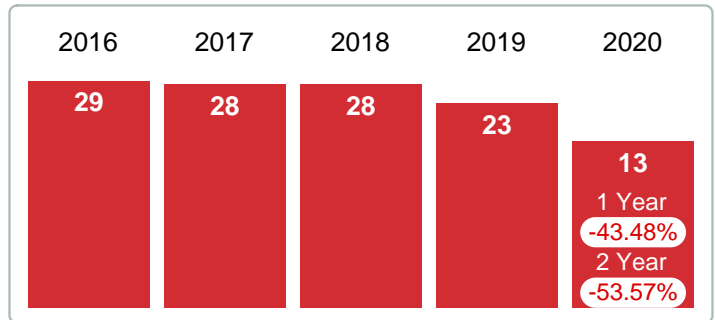
MEDIAN DAYS ON MARKET TO SALE

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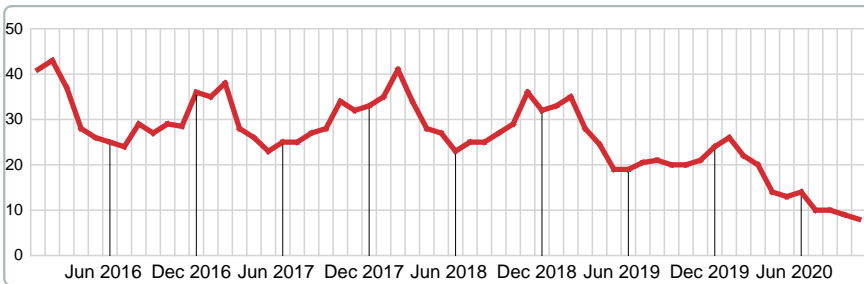
OCTOBER



YEAR TO DATE (YTD)

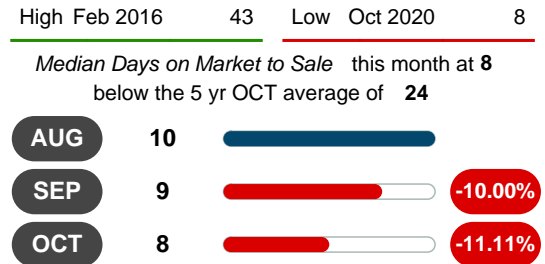


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 24



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	9.12%	17	22	10	18	7
\$75,001 - \$125,000	10.26%	6	7	6	6	38
\$125,001 - \$150,000	9.23%	4	5	4	7	0
\$150,001 - \$225,000	29.63%	6	7	5	7	7
\$225,001 - \$300,000	18.46%	11	31	9	9	28
\$300,001 - \$400,000	12.88%	14	25	10	13	15
\$400,001 and up	10.43%	32	7	12	46	34
Median Closed DOM		8	15	6	12	24
Total Closed Units	100%	8.0	272	899	504	80
Total Closed Volume		415,610,379	36.31M	180.33M	163.00M	35.97M

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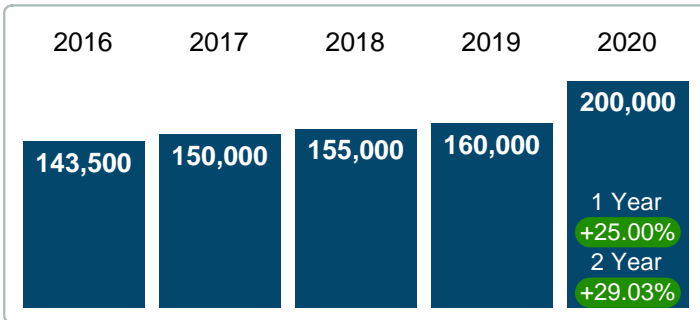
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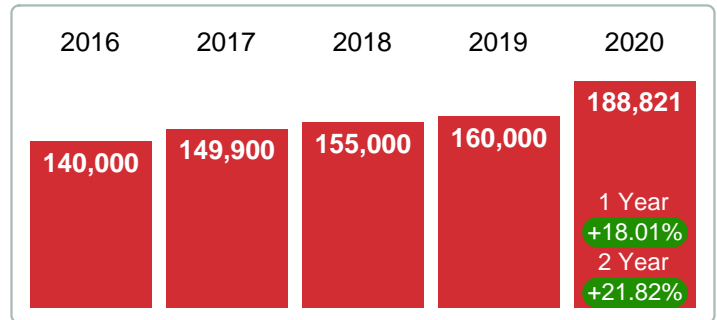
MEDIAN LIST PRICE AT CLOSING

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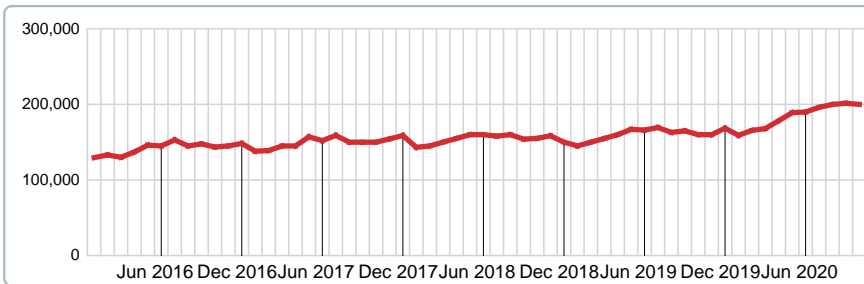
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

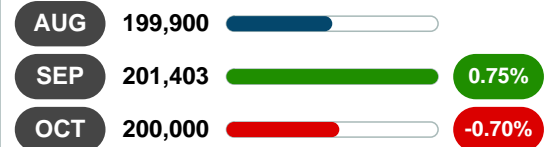


3 MONTHS

5 year OCT AVG = 161,700

High Sep 2020 201,403 Low Jan 2016 129,500

Median List Price at Closing this month at **200,000**
above the 5 yr OCT average of **161,700**



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	8.49%	50,000	49,250	56,750	40,000	30,000
\$75,001 - \$125,000	10.48%	100,000	97,000	104,500	101,450	124,900
\$125,001 - \$150,000	9.80%	140,000	137,900	140,000	143,700	0
\$150,001 - \$225,000	29.46%	184,900	184,900	180,000	204,000	189,900
\$225,001 - \$300,000	17.95%	256,070	250,000	252,150	259,000	285,000
\$300,001 - \$400,000	12.88%	349,250	365,000	348,250	347,000	339,000
\$400,001 and up	10.94%	513,450	565,000	519,000	502,450	529,900
Median List Price		200,000	95,500	179,900	286,000	408,750
Total Closed Units		1,755	272	899	504	80
Total Closed Volume		424,115,928	38.76M	182.61M	165.87M	36.88M

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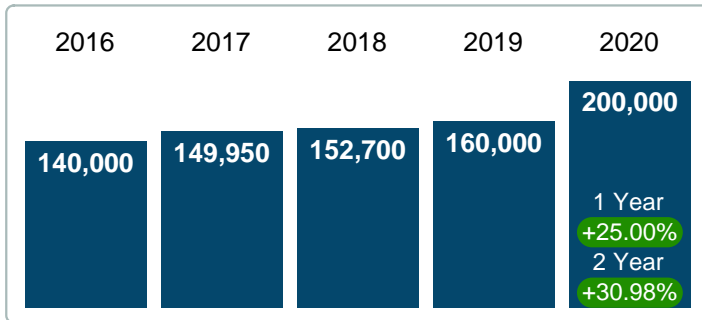
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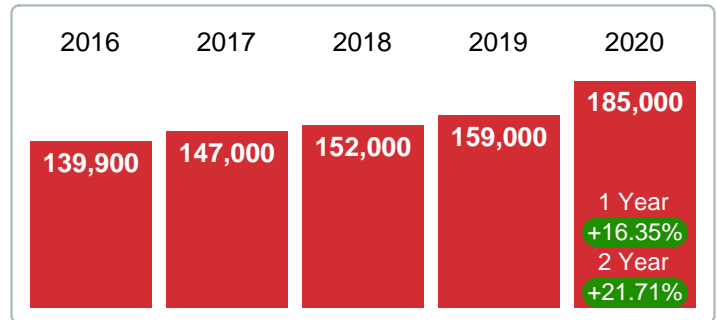
MEDIAN SOLD PRICE AT CLOSING

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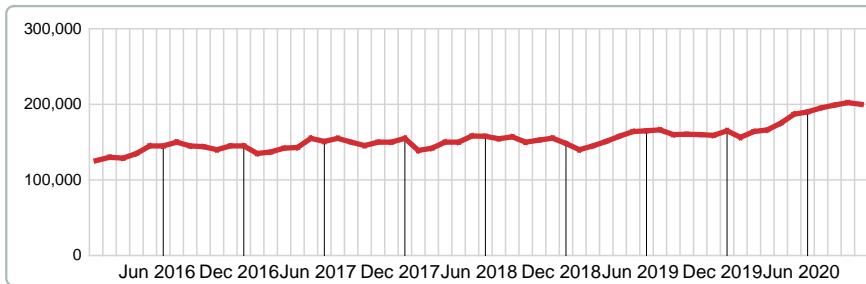
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

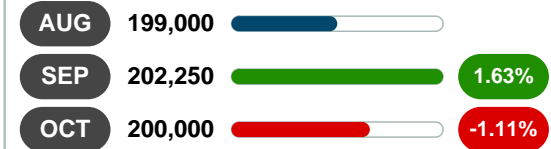


3 MONTHS

5 year OCT AVG = 160,530

High Sep 2020 202,250 Low Jan 2016 125,550

Median Sold Price at Closing this month at **200,000** above the 5 yr OCT average of **160,530**



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	160	9.12%	49,750	45,000	55,000	37,500	30,000
\$75,001 - \$125,000	180	10.26%	104,750	100,000	105,000	105,000	112,450
\$125,001 - \$150,000	162	9.23%	140,000	142,500	140,000	139,500	0
\$150,001 - \$225,000	520	29.63%	183,000	177,000	180,000	200,000	197,500
\$225,001 - \$300,000	324	18.46%	255,000	244,543	255,000	257,000	265,000
\$300,001 - \$400,000	226	12.88%	345,000	360,000	344,000	345,000	332,500
\$400,001 and up	183	10.43%	505,000	607,500	490,000	499,450	516,250
Median Sold Price			200,000	93,500	179,000	283,750	404,750
Total Closed Units		100%	200,000	272	899	504	80
Total Closed Volume			415,610,379	36.31M	180.33M	163.00M	35.97M

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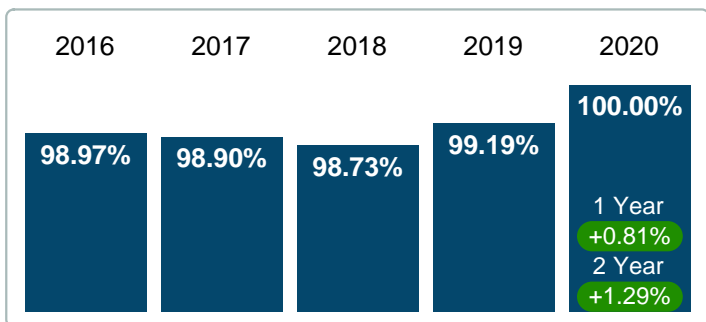
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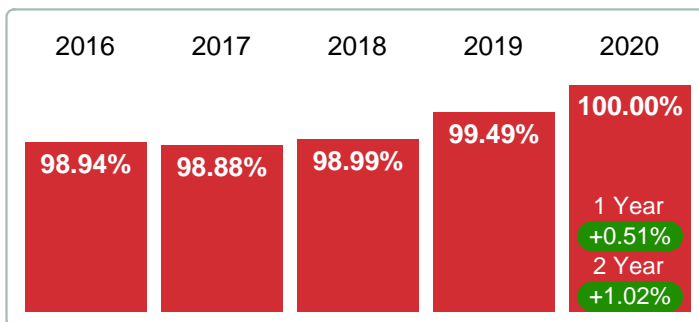
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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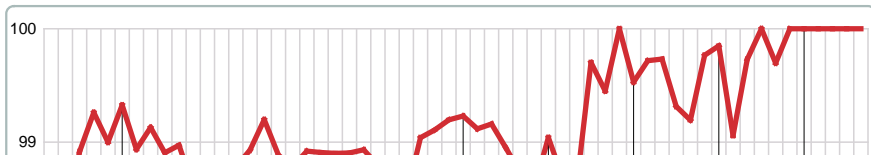
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.16%

High Oct 2020 100.00% Low Feb 2016 98.27%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **99.16%**

AUG 100.00%
SEP 100.00%
OCT 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	160	9.12%	95.08%	95.45%	93.92%	91.46%	100.00%
\$75,001 - \$125,000	180	10.26%	100.00%	100.00%	100.00%	98.26%	81.27%
\$125,001 - \$150,000	162	9.23%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	520	29.63%	100.00%	100.00%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	324	18.46%	100.00%	98.55%	100.00%	100.00%	99.67%
\$300,001 - \$400,000	226	12.88%	99.77%	92.96%	100.00%	100.00%	98.59%
\$400,001 and up	183	10.43%	98.53%	94.87%	98.80%	98.43%	98.69%
Median Sold/List Ratio		100.00%		98.14%	100.00%	100.00%	98.91%
Total Closed Units		1,755	100%	272	899	504	80
Total Closed Volume		415,610,379		36.31M	180.33M	163.00M	35.97M

October 2020



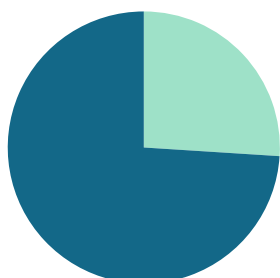
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

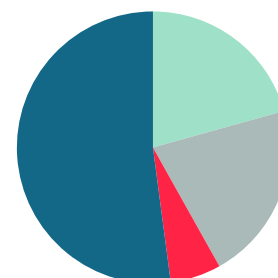


Inventory
 New Listings
2,120 = 26.01%
 Start Inventory
6,030
 Total Inventory Units
8,150
 Volume
\$2,404,163,260

Market Activity

Closed Sales
1,755 = 20.68%
 Pending Sales
1,799 = 21.20%
 Other Off Market
512 = 6.03%
 Active Inventory
4,421 = 52.09%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,496	1,755	17.31%	15,029	14,825	-1.36%
Pending Sales	1,331	1,799	35.16%	14,723	16,415	11.49%
New Listings	2,337	2,120	-9.29%	23,855	21,951	-7.98%
Median List Price	160,000	200,000	25.00%	160,000	188,821	18.01%
Median Sale Price	160,000	200,000	25.00%	159,000	185,000	16.35%
Median Percent of Selling Price to List Price	99.19%	100.00%	0.81%	99.49%	100.00%	0.51%
Median Days on Market to Sale	20.00	8.00	-60.00%	23.00	13.00	-43.48%
Monthly Inventory	7,375	4,421	-40.05%	7,375	4,421	-40.05%
Months Supply of Inventory	5.08	3.04	-40.25%	5.08	3.04	-40.25%

Absorption: Last 12 months, an Average of **1,456** Sales/Month

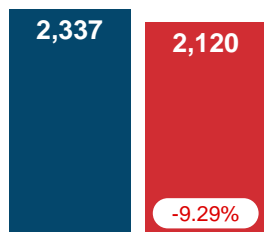
Inventory on October 31, 2020 = **4,421**

2019 **2020**

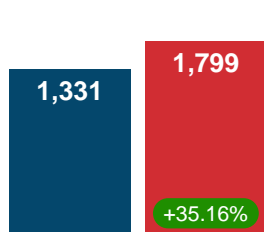
OCTOBER MARKET

MEDIAN PRICES

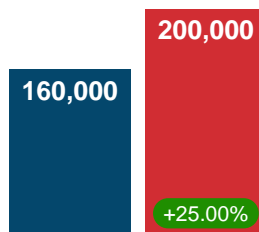
New Listings



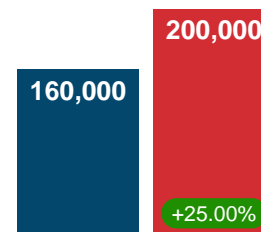
Pending Listings



List Price



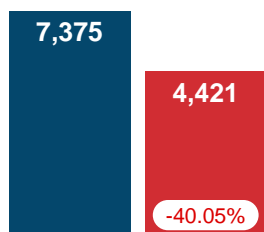
Sale Price



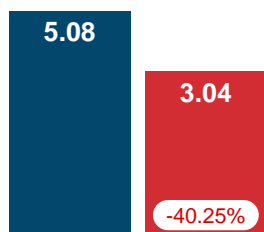
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

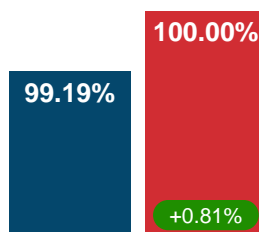
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

