

September 2020



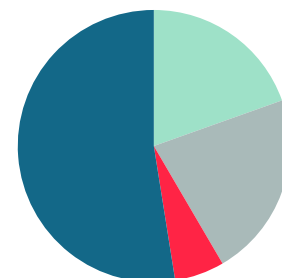
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	1,494	1,683	12.65%
Pending Listings	1,343	1,895	41.10%
New Listings	2,128	2,212	3.95%
Average List Price	192,073	244,171	27.12%
Average Sale Price	185,839	238,508	28.34%
Average Percent of Selling Price to List Price	97.21%	98.70%	1.53%
Average Days on Market to Sale	38.59	28.78	-25.43%
End of Month Inventory	7,406	4,519	-38.98%
Months Supply of Inventory	5.14	3.15	-38.65%



■ Closed (19.56%)
■ Pending (22.02%)
■ Other OffMarket (5.91%)
■ Active (52.51%)

Absorption: Last 12 months, an Average of **1,434** Sales/Month
Active Inventory as of September 30, 2020 = **4,519**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.98%** to 4,519 existing homes available for sale. Over the last 12 months this area has had an average of 1,434 closed sales per month. This represents an unsold inventory index of **3.15** 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 **28.34%** in September 2020 to \$238,508 versus the previous year at \$185,839.

Average Days on Market Shortens

The average number of **28.78** days that homes spent on the market before selling decreased by 9.81 days or **25.43%** in September 2020 compared to last year's same month at **38.59** DOM.

Sales Success for September 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 2,212 New Listings in September 2020, up **3.95%** from last year at 2,128. Furthermore, there were 1,683 Closed Listings this month versus last year at 1,494, a **12.65%** increase.

Closed versus Listed trends yielded a **76.1%** ratio, up from previous year's, September 2019, at **70.2%**, a **8.37%** upswing. This will certainly create pressure on a decreasing Month's

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Real Estate is Local

Supply of Inventory (MSI) in the months to come.

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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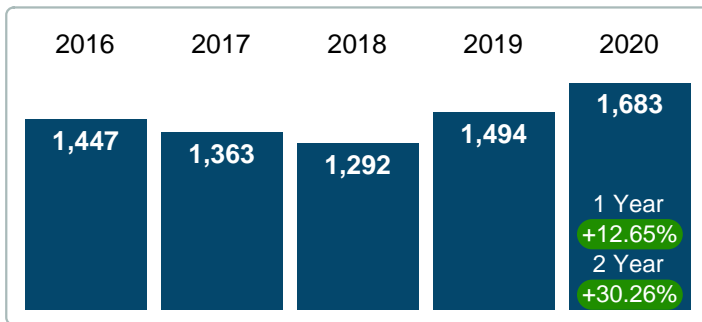
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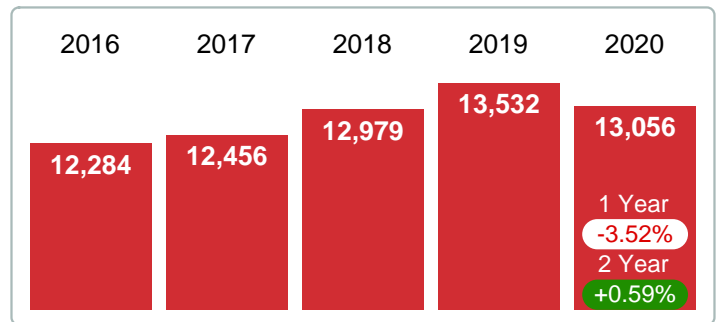
CLOSED LISTINGS

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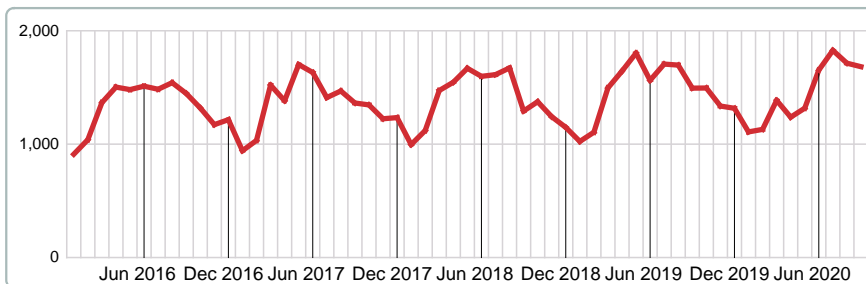
SEPTEMBER



YEAR TO DATE (YTD)

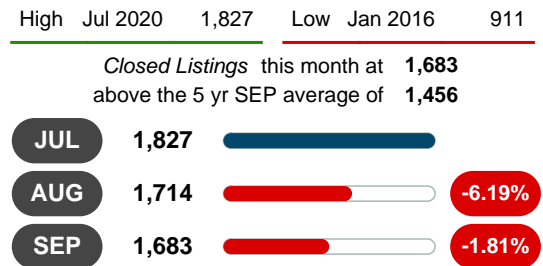


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,456



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	157	9.33%	43.5	112	36	6	3
\$75,001 - \$125,000	175	10.40%	20.4	61	99	15	0
\$125,001 - \$150,000	133	7.90%	16.0	25	95	12	1
\$150,001 - \$225,000	518	30.78%	20.5	42	355	119	2
\$225,001 - \$300,000	318	18.89%	27.7	14	133	145	26
\$300,001 - \$400,000	206	12.24%	40.5	10	65	116	15
\$400,001 and up	176	10.46%	46.2	13	25	96	42
Total Closed Units	1,683			277	808	509	89
Total Closed Volume	401,409,801	100%	28.8	43.20M	159.86M	157.29M	41.06M
Average Closed Price	\$238,508			\$155,957	\$197,849	\$309,017	\$461,330

September 2020



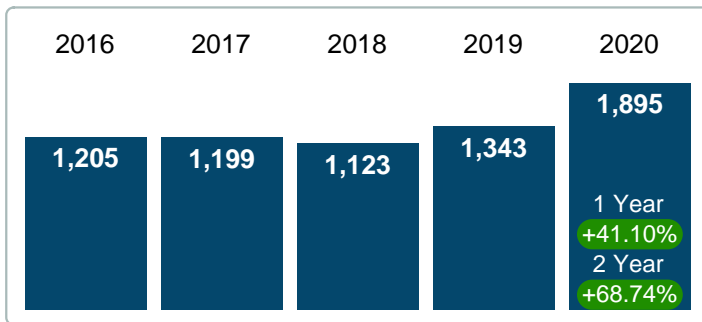
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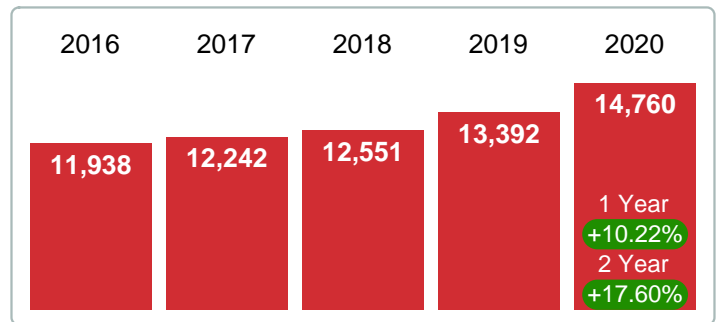
PENDING LISTINGS

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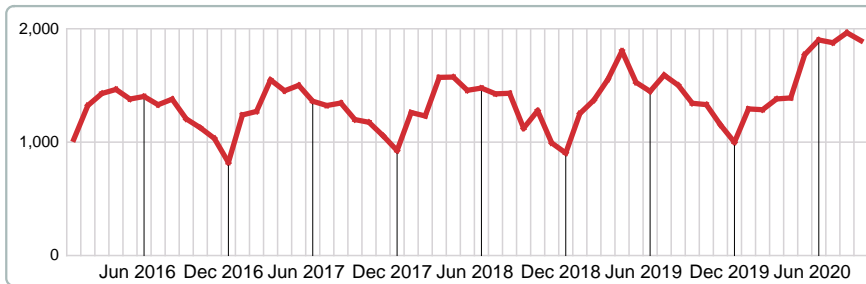
SEPTEMBER



YEAR TO DATE (YTD)

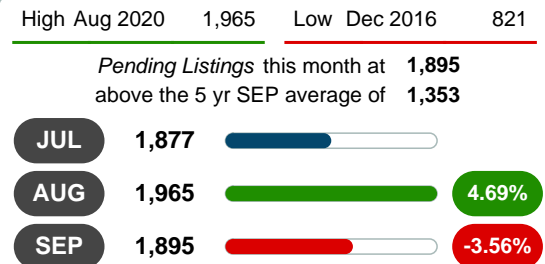


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,353



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	137	7.23%	39.5	64	59	13	1
\$50,001 - \$125,000	289	15.25%	31.8	125	142	19	3
\$125,001 - \$150,000	190	10.03%	23.1	38	135	17	0
\$150,001 - \$225,000	517	27.28%	23.3	44	348	117	8
\$225,001 - \$300,000	329	17.36%	30.0	20	154	146	9
\$300,001 - \$400,000	223	11.77%	41.2	13	81	118	11
\$400,001 and up	210	11.08%	50.3	13	39	117	41
Total Pending Units	1,895			317	958	547	73
Total Pending Volume	447,098,823	100%	22.1	44.14M	188.94M	177.68M	36.35M
Average Listing Price	\$227,190			\$139,239	\$197,219	\$324,821	\$497,908

September 2020



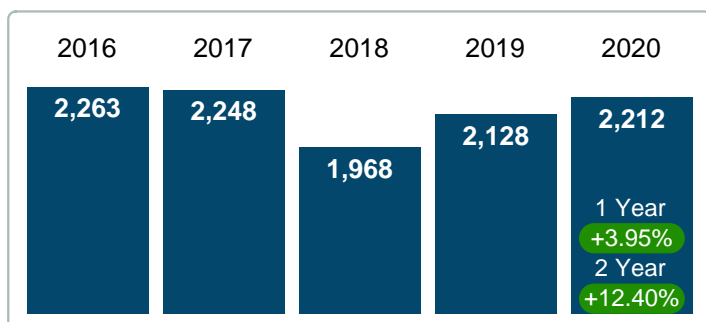
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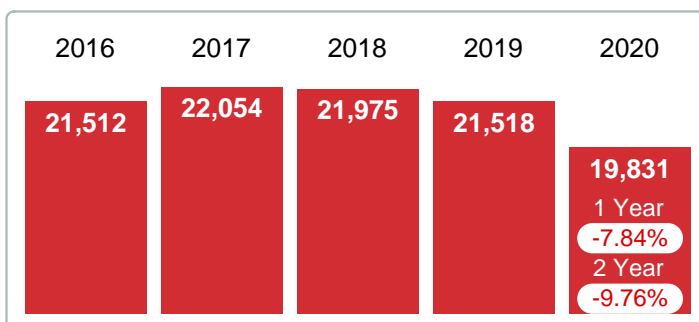
NEW LISTINGS

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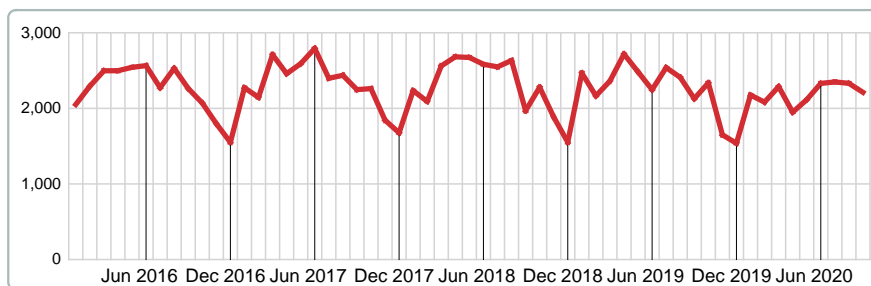
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

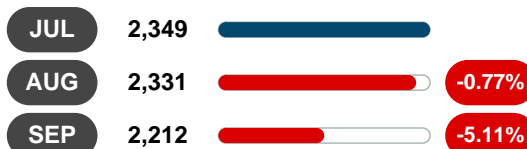


3 MONTHS

5 year SEP AVG = 2,164

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

New Listings this month at **2,212**
above the 5 yr SEP average of **2,164**



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	200	9.04%	68	106	26	0
\$25,001 - \$75,000	226	10.22%	130	83	12	1
\$75,001 - \$125,000	229	10.35%	94	121	14	0
\$125,001 - \$225,000	683	30.88%	103	471	100	9
\$225,001 - \$300,000	313	14.15%	39	118	142	14
\$300,001 - \$425,000	313	14.15%	26	95	158	34
\$425,001 and up	248	11.21%	54	38	98	58
Total New Listed Units	2,212		514	1,032	550	116
Total New Listed Volume	550,180,671	100%	97.00M	184.65M	189.51M	79.02M
Average New Listed Listing Price	\$239,849		\$188,712	\$178,929	\$344,558	\$681,217

September 2020



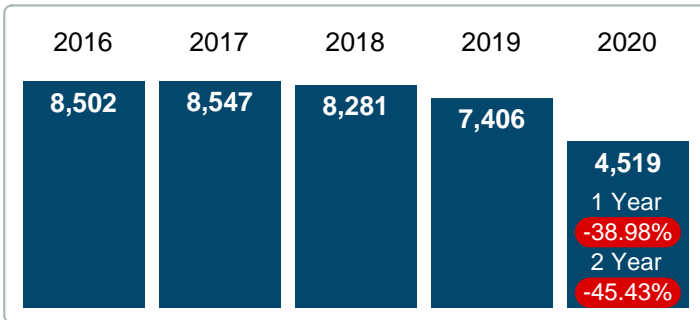
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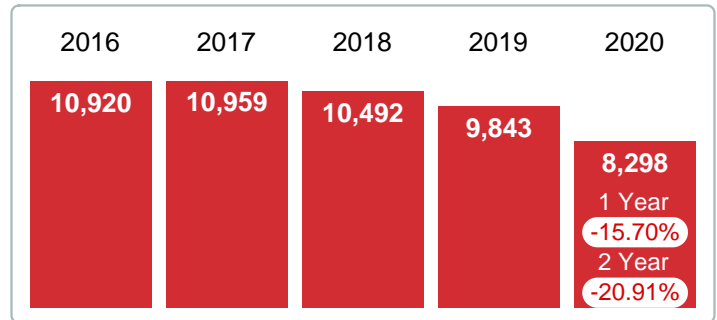
ACTIVE INVENTORY

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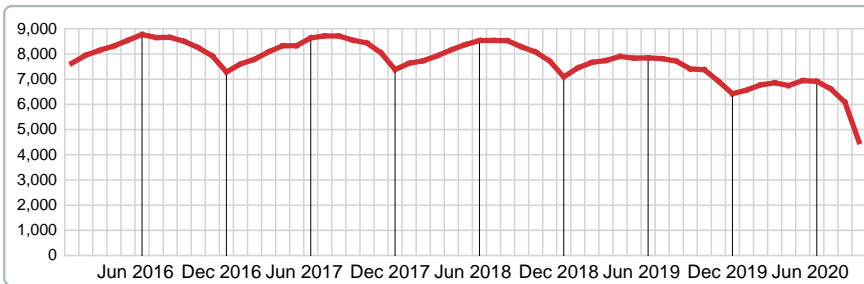
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

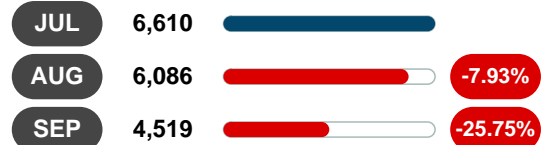


3 MONTHS

5 year SEP AVG = 7,451

High Jun 2016 8,770 Low Sep 2020 4,519

Inventory this month at 4,519
below the 5 yr SEP average of 7,451



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	998	22.08%	108.7	569	334	81	14
\$50,001-\$125,000	670	14.83%	76.4	419	210	38	3
\$125,001-\$275,000	1,179	26.09%	68.6	390	547	216	26
\$275,001-\$375,000	547	12.10%	67.7	114	152	229	52
\$375,001-\$725,000	679	15.03%	82.1	167	117	273	122
\$725,001 and up	446	9.87%	105.8	219	33	97	97
Total Active Inventory by Units			4,519	1,878	1,393	934	314
Total Active Inventory by Volume			1,479,982,920	614.79M	267.92M	372.10M	225.18M
Average Active Inventory Listing Price			\$327,502	\$327,362	\$192,331	\$398,392	\$717,138

September 2020



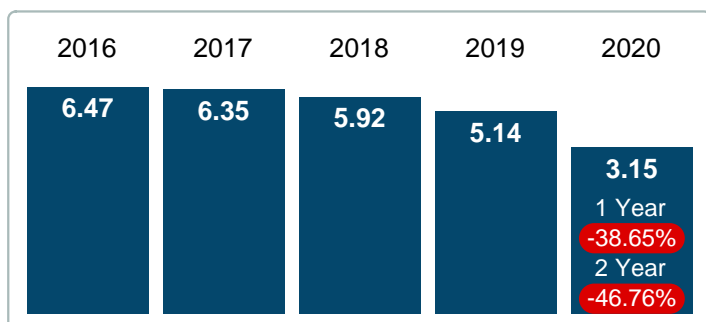
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



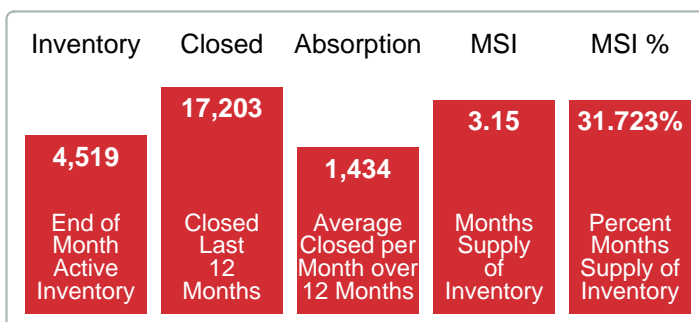
MONTHS SUPPLY of INVENTORY (MSI)

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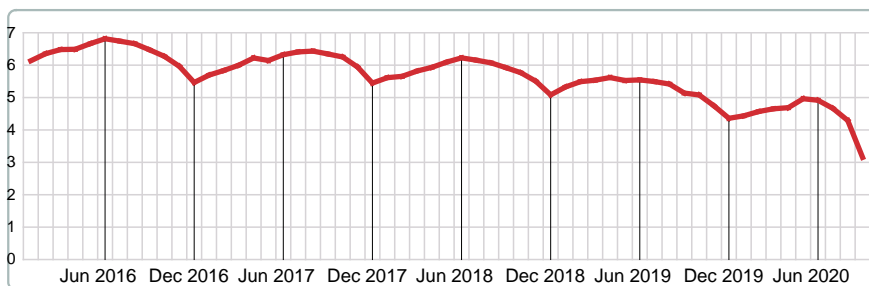
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

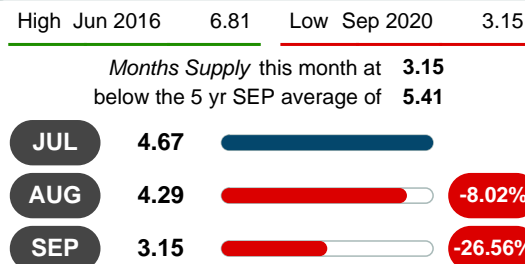


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.41



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	998	22.08%	6.28	6.81	5.48	6.08	12.92
\$50,001-\$125,000	670	14.83%	2.73	4.88	1.50	2.12	2.00
\$125,001-\$275,000	1,179	26.09%	1.66	6.71	1.22	1.12	1.78
\$275,001-\$375,000	547	12.10%	3.17	14.55	2.68	2.51	3.04
\$375,001-\$725,000	679	15.03%	5.37	28.23	5.05	3.81	4.72
\$725,001 and up	446	9.87%	24.44	87.60	19.80	12.52	15.32
Market Supply of Inventory (MSI)	3.15			7.70	1.91	2.37	4.73
Total Active Inventory by Units	4,519	100%	3.15	1,878	1,393	934	314

September 2020



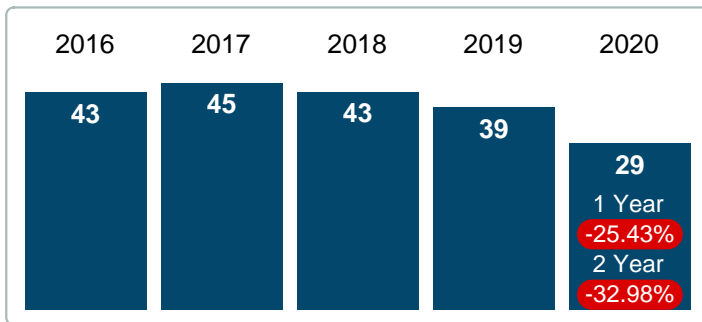
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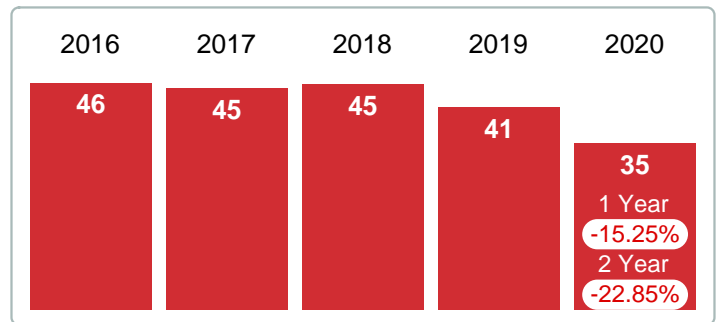
AVERAGE DAYS ON MARKET TO SALE

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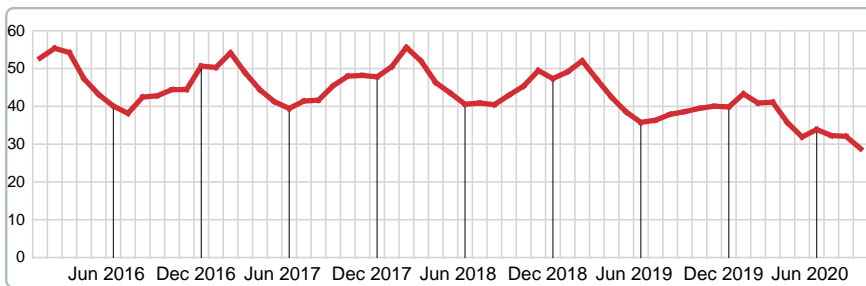
SEPTEMBER



YEAR TO DATE (YTD)

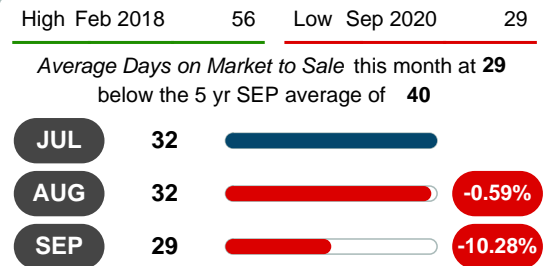


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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
\$75,000 and less	157	9.33%	43	46	39	36	29
\$75,001 - \$125,000	175	10.40%	20	31	15	13	0
\$125,001 - \$150,000	133	7.90%	16	35	12	10	6
\$150,001 - \$225,000	518	30.78%	20	48	16	25	58
\$225,001 - \$300,000	318	18.89%	28	49	26	26	35
\$300,001 - \$400,000	206	12.24%	41	76	37	40	39
\$400,001 and up	176	10.46%	46	54	26	46	55
Average Closed DOM			29	43	20	32	45
Total Closed Units		100%	29	277	808	509	89
Total Closed Volume			401,409,801	43.20M	159.86M	157.29M	41.06M

September 2020



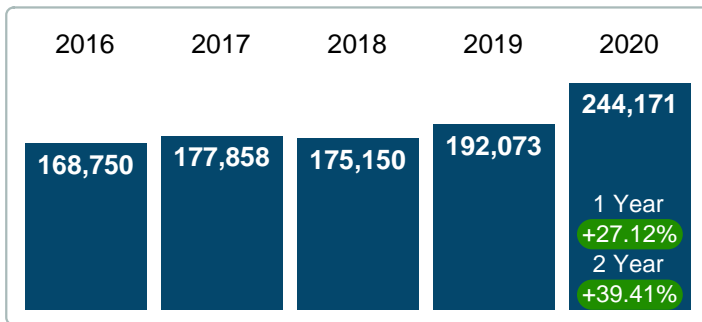
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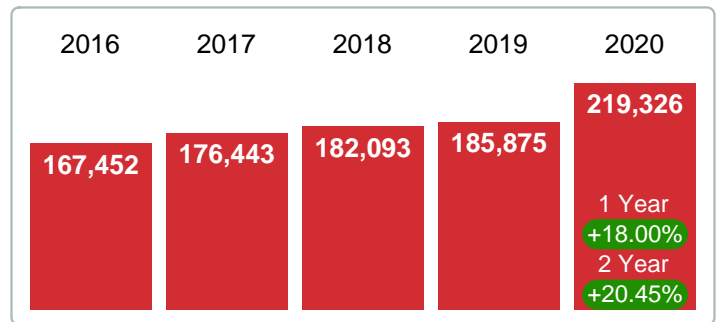
AVERAGE LIST PRICE AT CLOSING

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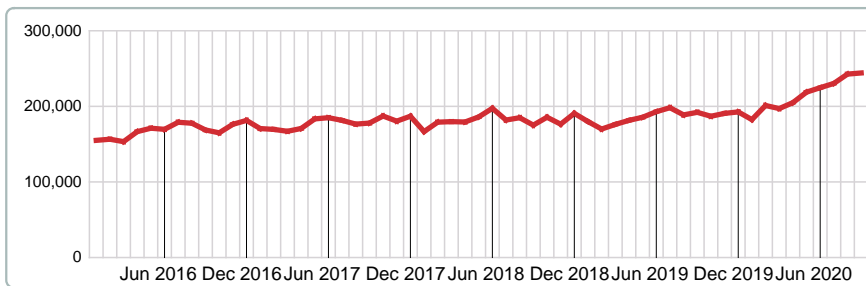
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

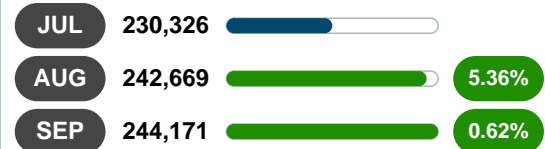


3 MONTHS

5 year SEP AVG = 191,600

High Sep 2020 244,171 Low Mar 2016 153,323

Average List Price at Closing this month at **244,171**
above the 5 yr SEP average of **191,600**



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
\$75,000 and less	151	8.97%	47,907	48,632	55,985	43,467	39,333
\$75,001 - \$125,000	184	10.93%	104,267	101,665	107,366	102,940	0
\$125,001 - \$150,000	127	7.55%	140,224	143,060	140,892	138,142	124,900
\$150,001 - \$225,000	507	30.12%	186,225	186,875	184,626	196,324	206,250
\$225,001 - \$300,000	329	19.55%	260,452	277,659	258,404	262,715	263,908
\$300,001 - \$400,000	204	12.12%	350,039	378,530	349,043	353,438	340,708
\$400,001 and up	181	10.75%	636,468	1,272,622	503,823	558,518	720,593
Average List Price			244,171	170,723	199,533	313,429	481,938
Total Closed Units		100%	244,171	277	808	509	89
Total Closed Volume			410,940,569	47.29M	161.22M	159.54M	42.89M

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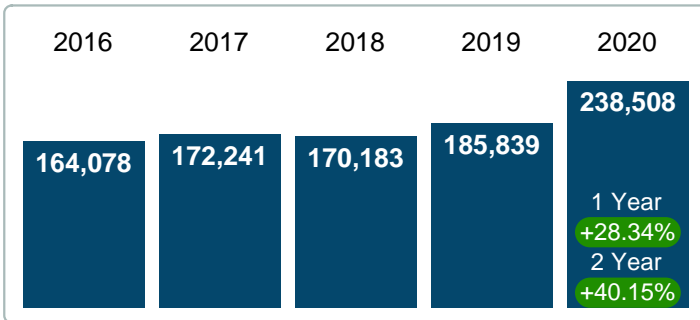
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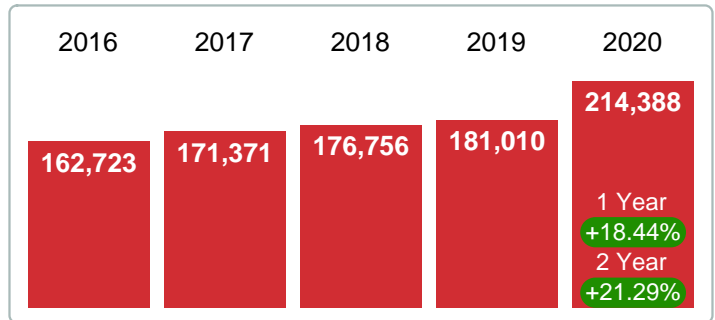
AVERAGE SOLD PRICE AT CLOSING

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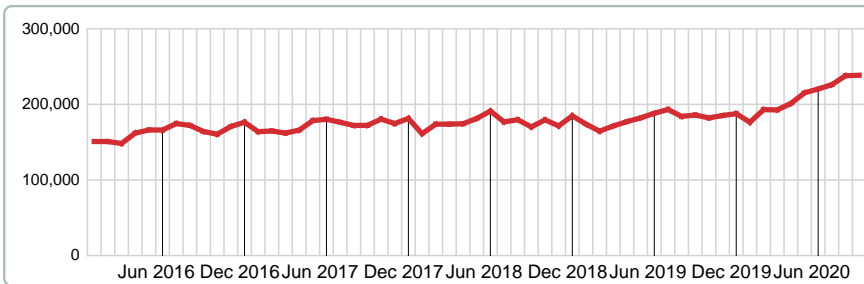
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

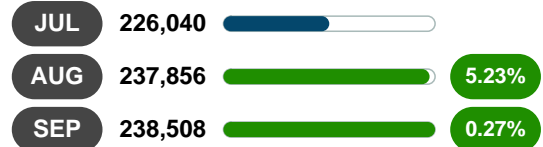


3 MONTHS

5 year SEP AVG = 186,170

High Sep 2020 238,508 Low Mar 2016 148,268

Average Sold Price at Closing this month at **238,508** above the 5 yr SEP average of **186,170**



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
\$75,000 and less	9.33%	46,733	44,842	53,779	41,283	43,667
\$75,001 - \$125,000	10.40%	101,873	97,285	104,966	100,110	0
\$125,001 - \$150,000	7.90%	139,150	140,084	138,764	140,688	134,000
\$150,001 - \$225,000	30.78%	186,290	181,139	184,162	194,230	199,750
\$225,001 - \$300,000	18.89%	260,026	267,626	257,029	261,724	261,798
\$300,001 - \$400,000	12.24%	347,503	349,220	345,630	349,421	339,641
\$400,001 and up	10.46%	607,761	1,068,821	492,928	544,330	678,392
Average Sold Price		238,508	155,957	197,849	309,017	461,330
Total Closed Units	100%	238,508	277	808	509	89
Total Closed Volume		401,409,801	43.20M	159.86M	157.29M	41.06M

September 2020



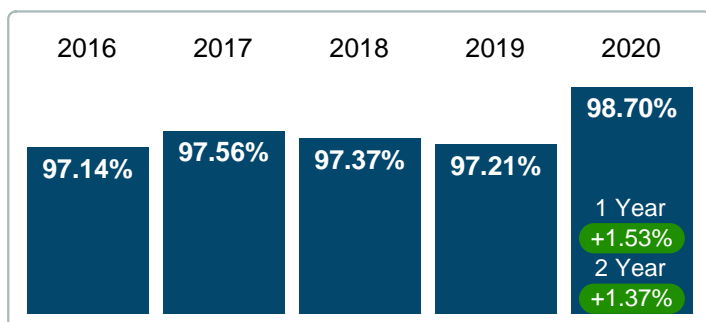
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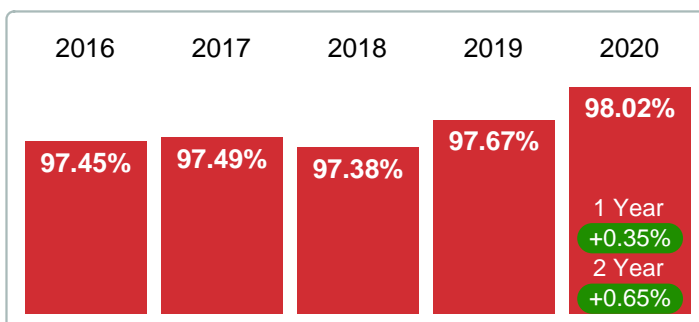
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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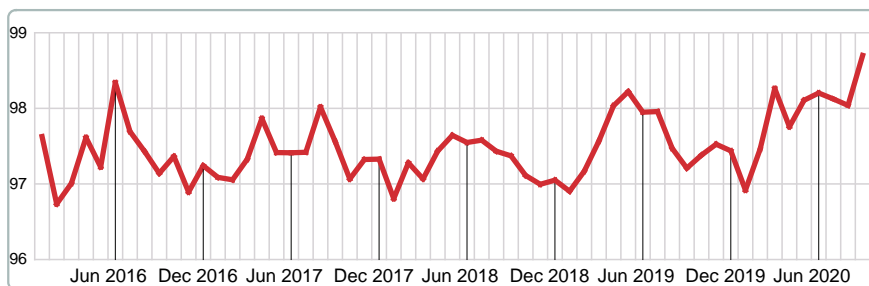
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

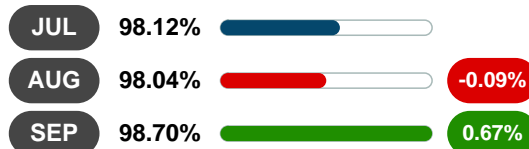


3 MONTHS

5 year SEP AVG = 97.60%

High Sep 2020 98.70% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **98.70%**
above the 5 yr SEP average of **97.60%**



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
\$75,000 and less	157	9.33%	94.93%	92.23%	95.84%	95.72%	183.33%
\$75,001 - \$125,000	175	10.40%	98.61%	95.93%	100.33%	98.13%	0.00%
\$125,001 - \$150,000	133	7.90%	99.02%	98.46%	98.71%	101.96%	107.29%
\$150,001 - \$225,000	518	30.78%	99.86%	97.25%	100.40%	99.21%	96.67%
\$225,001 - \$300,000	318	18.89%	99.52%	96.46%	99.62%	99.77%	99.30%
\$300,001 - \$400,000	206	12.24%	98.77%	93.49%	99.06%	98.94%	99.67%
\$400,001 and up	176	10.46%	96.94%	89.15%	98.05%	98.02%	96.21%
Average Sold/List Ratio		98.70%		94.48%	99.68%	99.08%	100.77%
Total Closed Units		1,683	100%	277	808	509	89
Total Closed Volume		401,409,801		43.20M	159.86M	157.29M	41.06M

September 2020



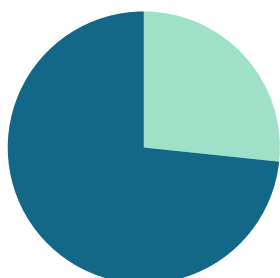
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

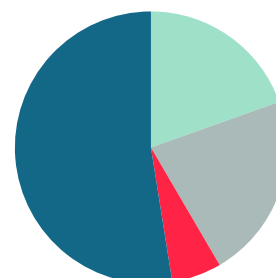


Inventory
 New Listings
2,212 = 26.66%
 Start Inventory
6,085
 Total Inventory Units
8,297
 Volume
\$2,451,650,742

Market Activity

Closed Sales
1,683 = 19.56%
 Pending Sales
1,895 = 22.02%
 Other Off Market
509 = 5.91%
 Active Inventory
4,519 = 52.51%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,494	1,683	12.65%	13,532	13,056	-3.52%
Pending Sales	1,343	1,895	41.10%	13,392	14,760	10.22%
New Listings	2,128	2,212	3.95%	21,518	19,831	-7.84%
Average List Price	192,073	244,171	27.12%	185,875	219,326	18.00%
Average Sale Price	185,839	238,508	28.34%	181,010	214,388	18.44%
Average Percent of Selling Price to List Price	97.21%	98.70%	1.53%	97.67%	98.02%	0.35%
Average Days on Market to Sale	38.59	28.78	-25.43%	41.18	34.90	-15.25%
Monthly Inventory	7,406	4,519	-38.98%	7,406	4,519	-38.98%
Months Supply of Inventory	5.14	3.15	-38.65%	5.14	3.15	-38.65%

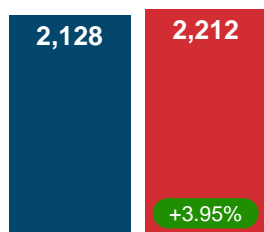
Absorption: Last 12 months, an Average of **1,434** Sales/Month

Inventory on September 30, 2020 = **4,519** 2019 2020

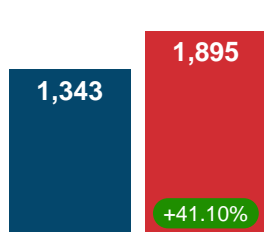
SEPTEMBER MARKET

AVERAGE PRICES

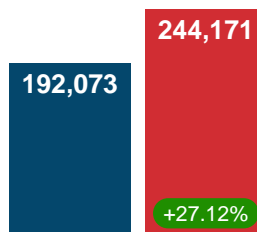
New Listings



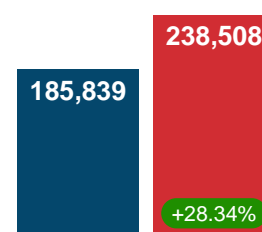
Pending Listings



List Price



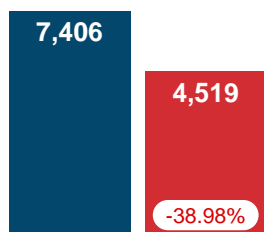
Sale Price



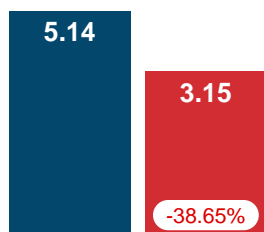
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

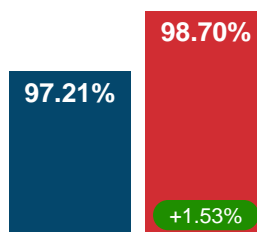
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

