

# September 2020



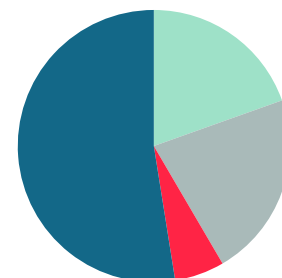
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## 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%
Median List Price	164,900	200,000	21.29%
Median Sale Price	160,428	202,000	25.91%
Median Percent of Selling Price to List Price	99.31%	100.00%	0.69%
Median Days on Market to Sale	20.00	9.00	-55.00%
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.

#### 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 **25.91%** in September 2020 to \$202,000 versus the previous year at \$160,428.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 11.00 days or **55.00%** in September 2020 compared to last year's same month at **20.00** DOM.

#### Sales Success for September 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 2,212 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 Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# September 2020



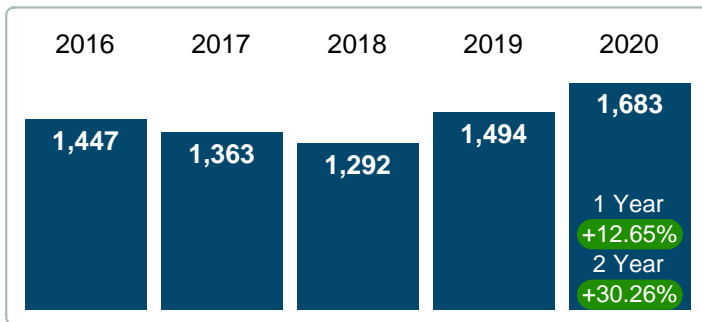
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



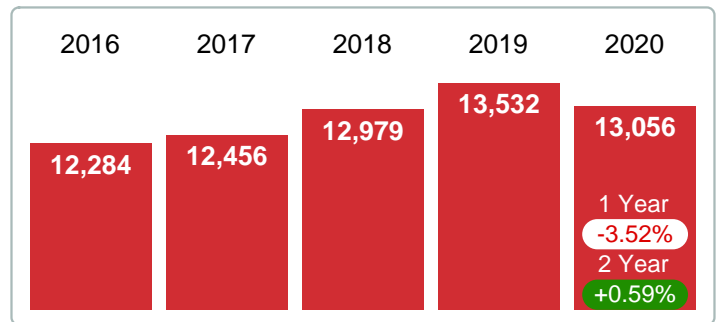
## CLOSED LISTINGS

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

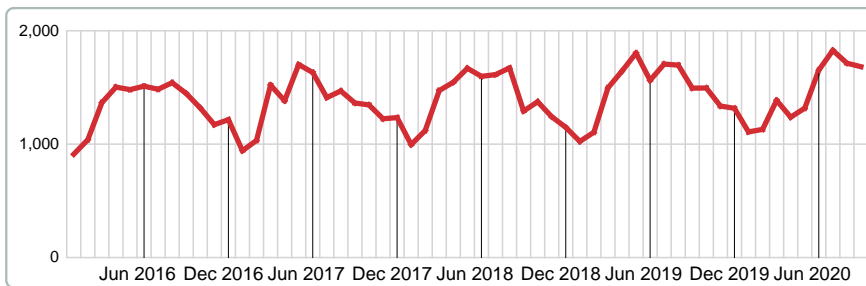
### SEPTEMBER



### YEAR TO DATE (YTD)

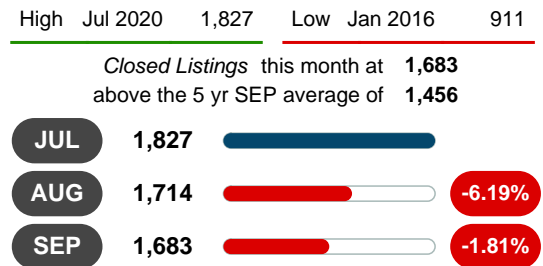


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,456



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	157	9.33%	16.0	112	36	6	3
\$75,001 - \$125,000	175	10.40%	7.0	61	99	15	0
\$125,001 - \$150,000	133	7.90%	5.0	25	95	12	1
\$150,001 - \$225,000	518	30.78%	6.0	42	355	119	2
\$225,001 - \$300,000	318	18.89%	9.5	14	133	145	26
\$300,001 - \$400,000	206	12.24%	18.5	10	65	116	15
\$400,001 and up	176	10.46%	26.0	13	25	96	42
<b>Total Closed Units</b>	<b>1,683</b>			<b>277</b>	<b>808</b>	<b>509</b>	<b>89</b>
<b>Total Closed Volume</b>	<b>401,409,801</b>	<b>100%</b>	<b>9.0</b>	<b>43.20M</b>	<b>159.86M</b>	<b>157.29M</b>	<b>41.06M</b>
<b>Median Closed Price</b>	<b>\$202,000</b>			<b>\$93,500</b>	<b>\$180,000</b>	<b>\$279,900</b>	<b>\$383,321</b>

# September 2020



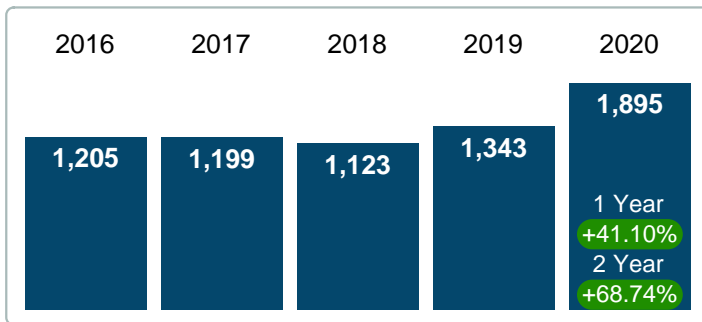
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



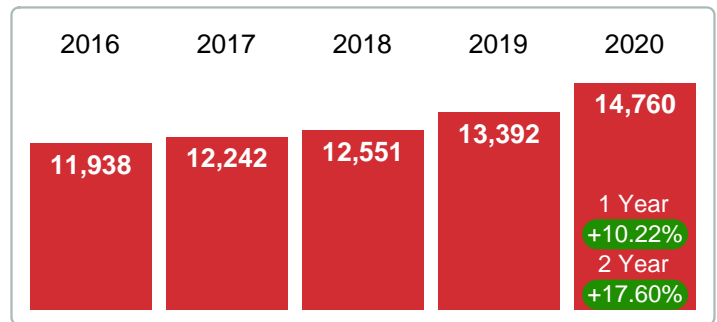
## PENDING LISTINGS

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

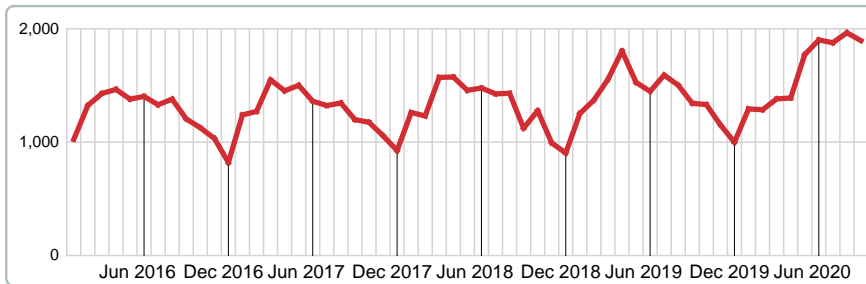
### SEPTEMBER



### YEAR TO DATE (YTD)

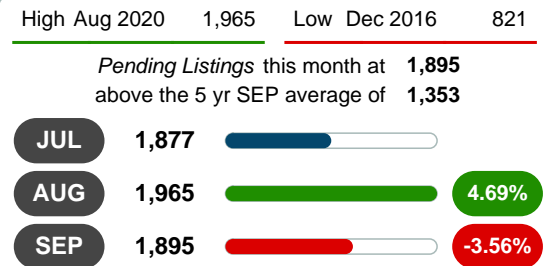


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,353



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	137	7.23%	17.0	64	59	13	1
\$50,001 - \$125,000	289	15.25%	10.0	125	142	19	3
\$125,001 - \$150,000	190	10.03%	7.0	38	135	17	0
\$150,001 - \$225,000	517	27.28%	9.0	44	348	117	8
\$225,001 - \$300,000	329	17.36%	15.0	20	154	146	9
\$300,001 - \$400,000	223	11.77%	15.0	13	81	118	11
\$400,001 and up	210	11.08%	27.5	13	39	117	41
<b>Total Pending Units</b>	<b>1,895</b>			<b>317</b>	<b>958</b>	<b>547</b>	<b>73</b>
<b>Total Pending Volume</b>	<b>447,098,823</b>	<b>100%</b>	<b>12.0</b>	<b>44.14M</b>	<b>188.94M</b>	<b>177.68M</b>	<b>36.35M</b>
<b>Median Listing Price</b>	<b>\$199,000</b>			<b>\$105,000</b>	<b>\$178,450</b>	<b>\$280,000</b>	<b>\$439,900</b>

# September 2020



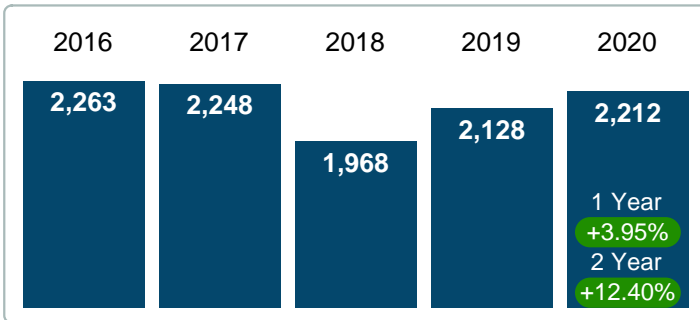
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



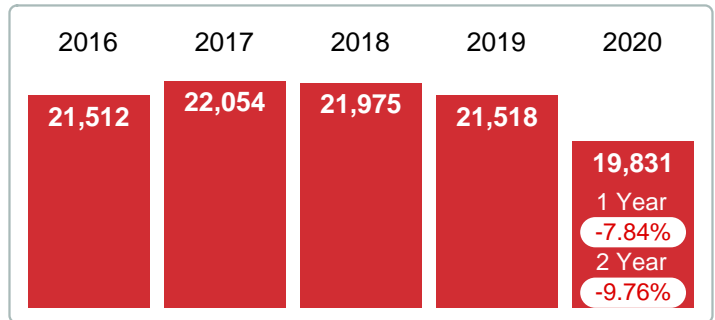
## NEW LISTINGS

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

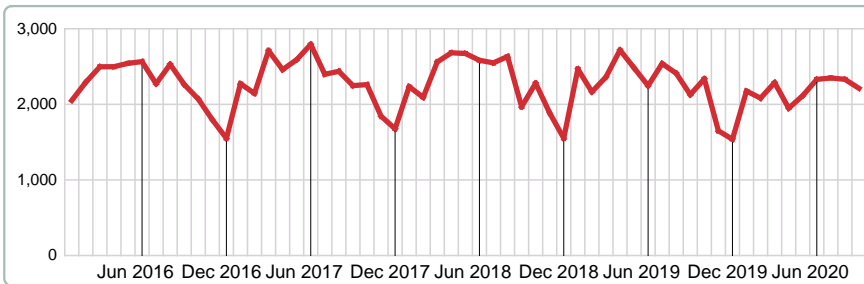
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

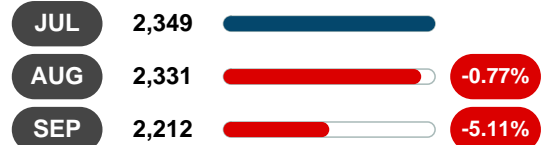


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>2,212</b>		<b>514</b>	<b>1,032</b>	<b>550</b>	<b>116</b>
<b>Total New Listed Volume</b>	<b>550,180,671</b>	<b>100%</b>	<b>97.00M</b>	<b>184.65M</b>	<b>189.51M</b>	<b>79.02M</b>
<b>Median New Listed Listing Price</b>	<b>\$185,700</b>		<b>\$104,430</b>	<b>\$165,000</b>	<b>\$295,673</b>	<b>\$423,051</b>

# September 2020



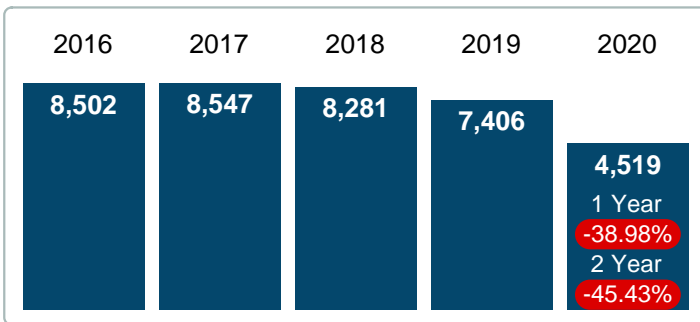
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



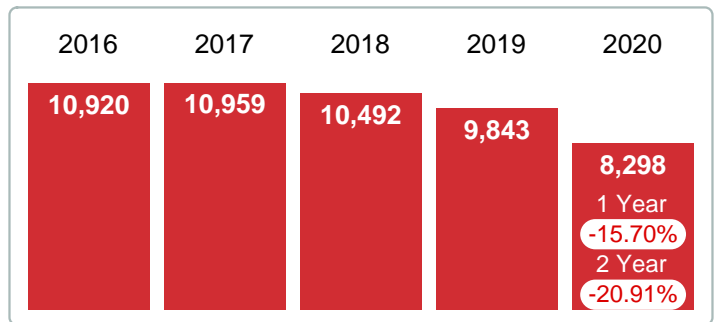
## ACTIVE INVENTORY

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

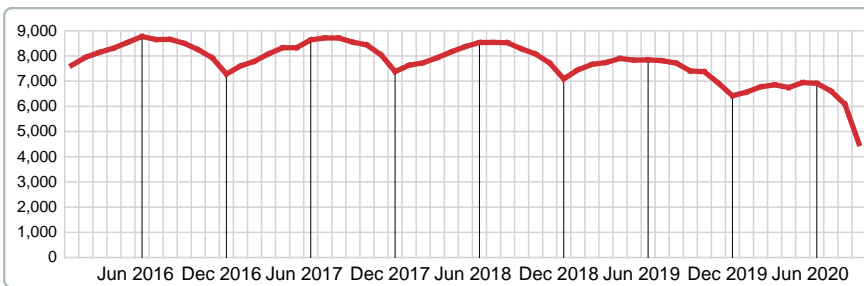
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

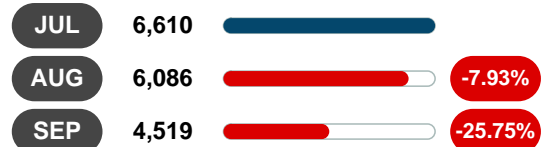


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$0 and less	0	0.00%	27.5	0	0	0	0	
\$1-\$50,000	998	22.08%	86.0	569	334	81	14	
\$50,001-\$125,000	670	14.83%	56.0	419	210	38	3	
\$125,001-\$275,000	1,179	26.09%	46.0	390	547	216	26	
\$275,001-\$375,000	547	12.10%	53.0	114	152	229	52	
\$375,001-\$725,000	679	15.03%	67.0	167	117	273	122	
\$725,001 and up	446	9.87%	90.0	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	100%	61.0	614.79M	267.92M	372.10M	225.18M
Median Active Inventory Listing Price		\$190,000			\$114,950	\$161,500	\$334,650	\$507,450

# September 2020



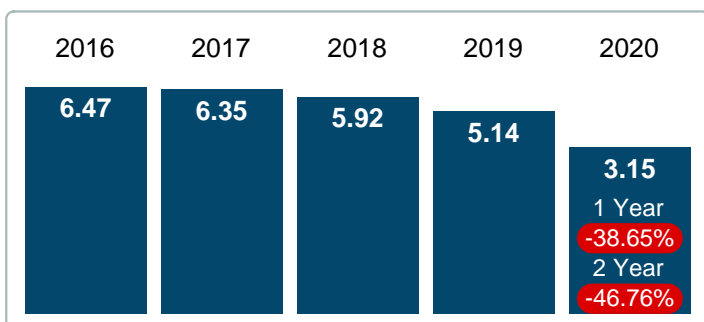
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



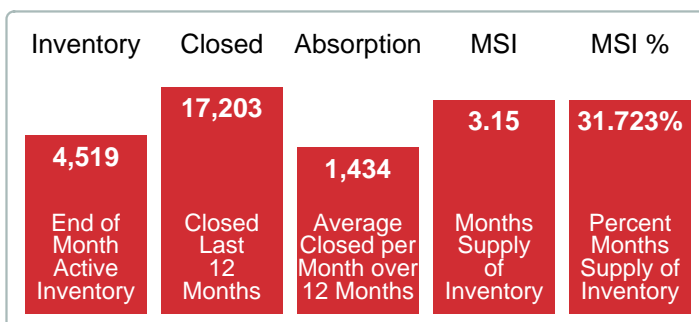
## MONTHS SUPPLY of INVENTORY (MSI)

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

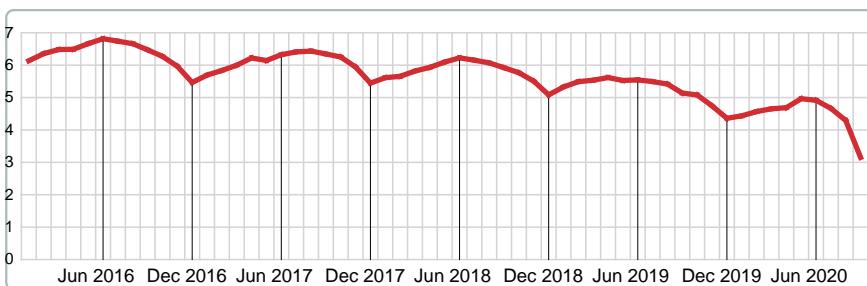
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

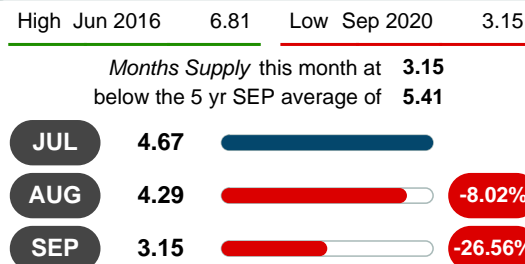


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	4,519	1,878	1,393	934	314

# September 2020



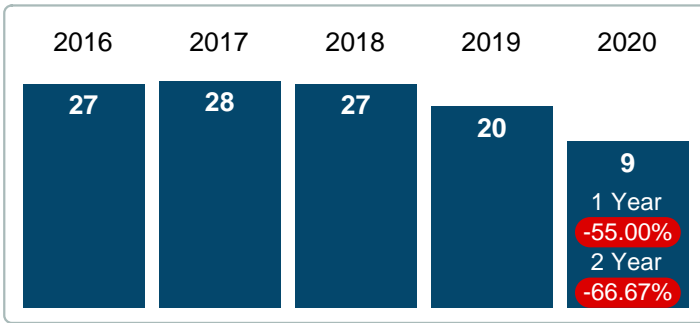
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



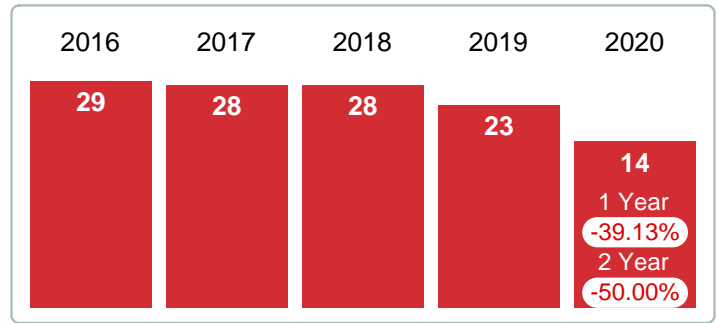
## MEDIAN DAYS ON MARKET TO SALE

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

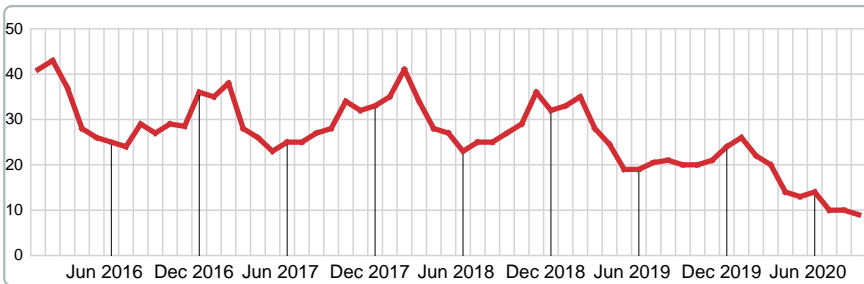
### SEPTEMBER



### YEAR TO DATE (YTD)

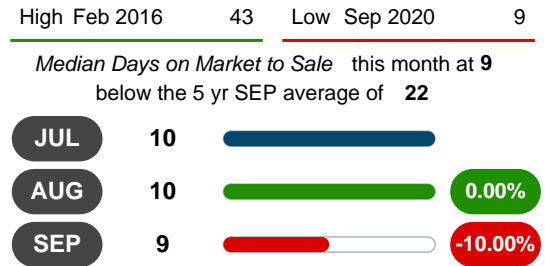


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
\$75,000 and less	9.33%	16	23	15	11	29
\$75,001 - \$125,000	10.40%	7	12	5	6	0
\$125,001 - \$150,000	7.90%	5	13	4	5	6
\$150,001 - \$225,000	30.78%	6	17	5	12	58
\$225,001 - \$300,000	18.89%	10	11	10	9	12
\$300,001 - \$400,000	12.24%	19	50	15	19	25
\$400,001 and up	10.46%	26	7	17	27	43
Median Closed DOM		9	16	5	13	27
Total Closed Units	100%	9.0	277	808	509	89
Total Closed Volume		401,409,801	43.20M	159.86M	157.29M	41.06M



# September 2020



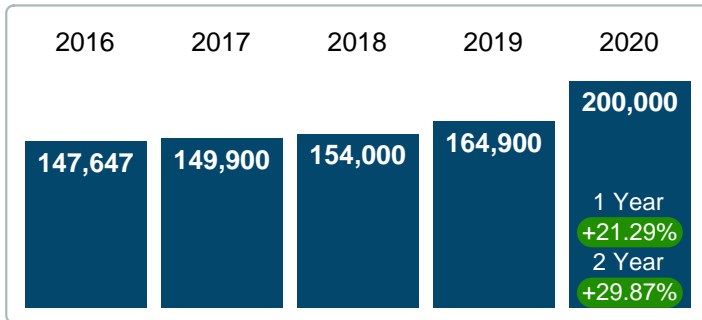
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



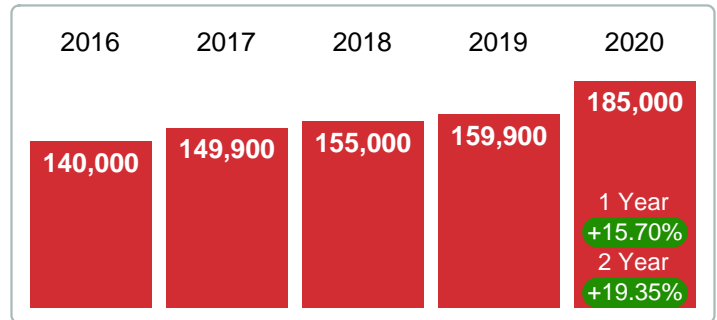
## MEDIAN LIST PRICE AT CLOSING

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

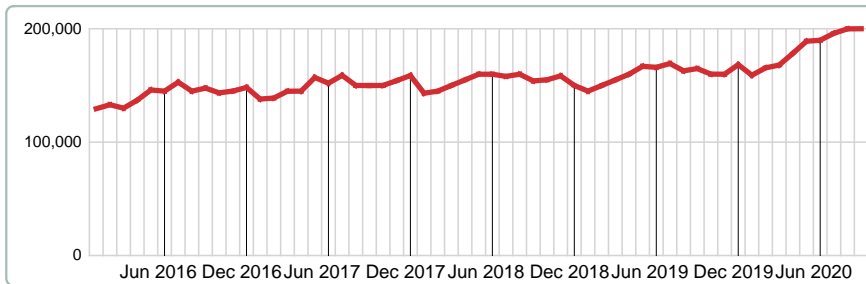
### SEPTEMBER



### YEAR TO DATE (YTD)

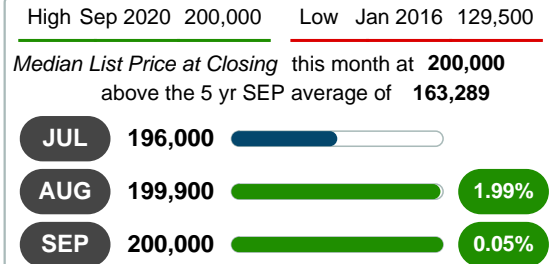


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 163,289



### 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	151	8.97%	46,900	45,250	57,900	45,900	38,000
\$75,001 - \$125,000	184	10.93%	104,900	97,500	112,000	109,000	124,900
\$125,001 - \$150,000	127	7.55%	139,900	141,250	139,900	138,900	0
\$150,001 - \$225,000	507	30.12%	182,796	175,000	180,000	194,000	217,500
\$225,001 - \$300,000	329	19.55%	256,367	272,000	250,000	259,900	262,000
\$300,001 - \$400,000	204	12.12%	347,500	359,000	345,000	349,900	330,000
\$400,001 and up	181	10.75%	517,700	559,790	459,000	488,581	629,450
Median List Price			200,000	96,500	180,000	279,900	379,900
Total Closed Units		100%	200,000	277	808	509	89
Total Closed Volume			410,940,569	47.29M	161.22M	159.54M	42.89M



# September 2020



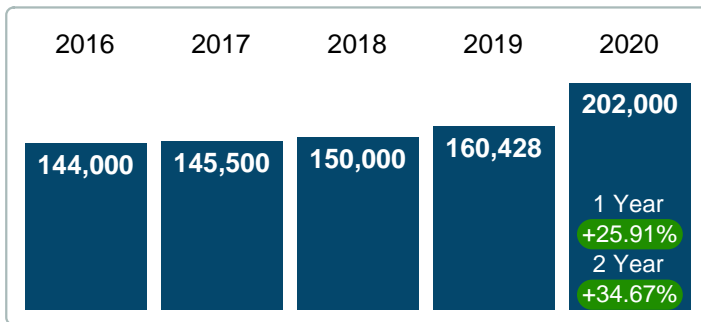
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



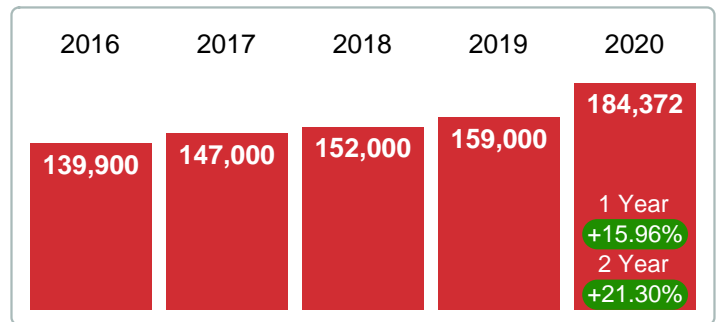
## MEDIAN SOLD PRICE AT CLOSING

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

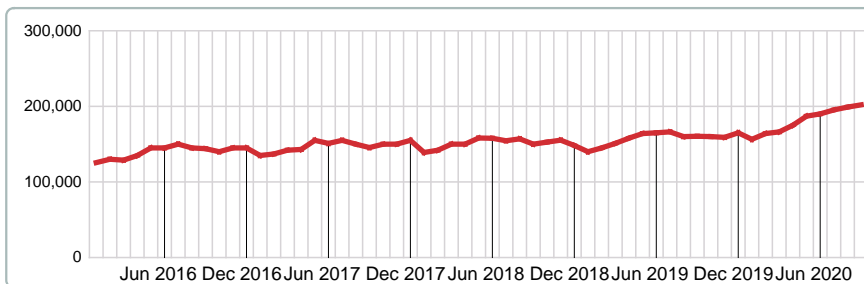
### SEPTEMBER



### YEAR TO DATE (YTD)

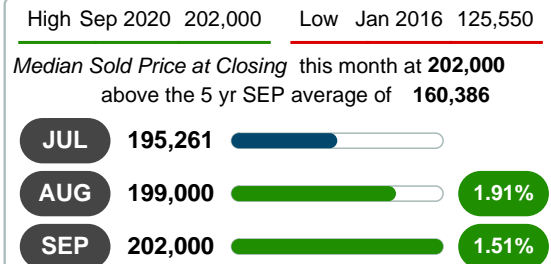


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 160,386



### 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	9.33%	45,000	44,350	60,000	37,250	38,000
\$75,001 - \$125,000	10.40%	100,000	95,000	107,000	100,000	0
\$125,001 - \$150,000	7.90%	140,000	140,000	139,900	140,625	134,000
\$150,001 - \$225,000	30.78%	183,000	180,000	180,000	194,000	199,750
\$225,001 - \$300,000	18.89%	257,500	277,275	250,000	262,000	261,275
\$300,001 - \$400,000	12.24%	344,450	345,000	345,000	345,000	332,500
\$400,001 and up	10.46%	500,000	675,000	450,000	484,081	602,450
Median Sold Price		202,000	93,500	180,000	279,900	383,321
Total Closed Units	100%	202,000	277	808	509	89
Total Closed Volume		401,409,801	43.20M	159.86M	157.29M	41.06M

# September 2020



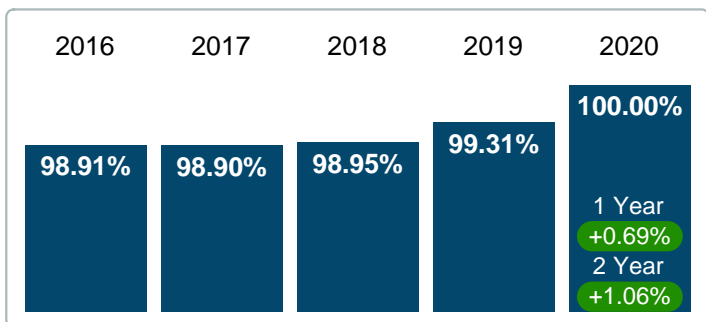
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



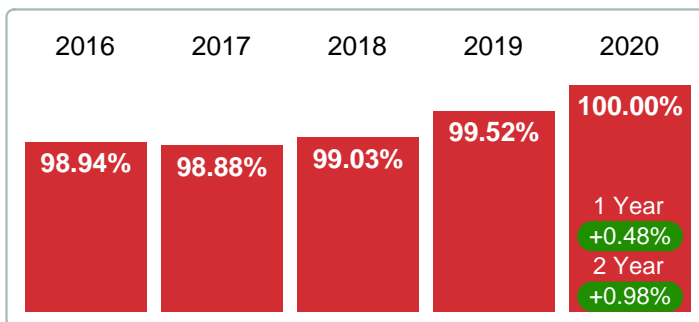
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

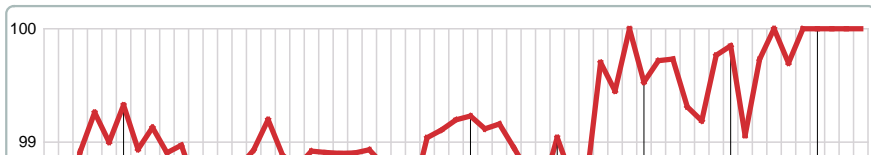
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.21%

High Sep 2020 100.00% Low Feb 2016 98.27%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.21%**

JUL 100.00%  
AUG 100.00%  
SEP 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	157	9.33%	95.71%	95.00%	97.78%	97.45%	100.00%
\$75,001 - \$125,000	175	10.40%	99.15%	97.21%	100.00%	100.00%	0.00%
\$125,001 - \$150,000	133	7.90%	100.00%	100.00%	100.00%	101.96%	107.29%
\$150,001 - \$225,000	518	30.78%	100.00%	98.76%	100.00%	100.00%	96.67%
\$225,001 - \$300,000	318	18.89%	100.00%	97.03%	100.00%	100.00%	99.80%
\$300,001 - \$400,000	206	12.24%	100.00%	90.79%	100.00%	99.68%	100.00%
\$400,001 and up	176	10.46%	98.35%	93.96%	100.00%	98.35%	97.91%
Median Sold/List Ratio		100.00%		97.21%	100.00%	100.00%	99.60%
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



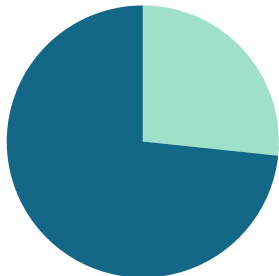
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

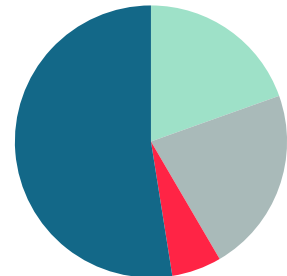


**Inventory**  
 New Listings  
**2,212 = 26.66%**  
 Start Inventory  
**6,085**  
 Total Inventory Units  
**8,297**  
 Volume  
**\$2,451,650,742**

### 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%
Median List Price	164,900	200,000	21.29%	159,900	185,000	15.70%
Median Sale Price	160,428	202,000	25.91%	159,000	184,372	15.96%
Median Percent of Selling Price to List Price	99.31%	100.00%	0.69%	99.52%	100.00%	0.48%
Median Days on Market to Sale	20.00	9.00	-55.00%	23.00	14.00	-39.13%
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%

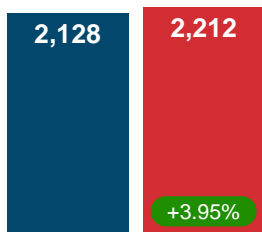
**Absorption:** Last 12 months, an Average of **1,434** Sales/Month

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

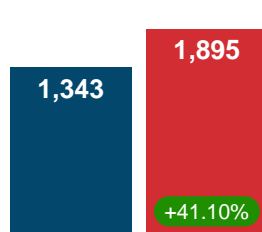
### SEPTEMBER MARKET

### MEDIAN PRICES

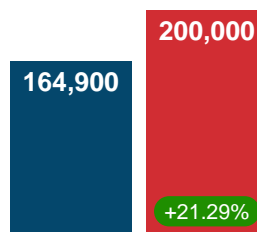
#### New Listings



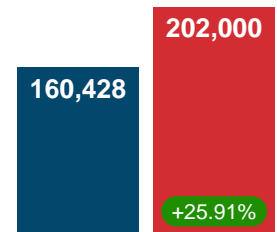
#### Pending Listings



#### List Price



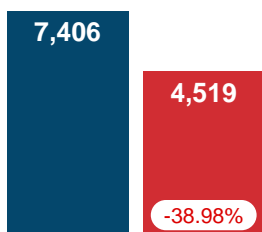
#### Sale Price



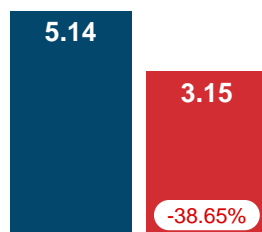
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

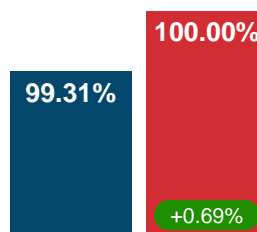
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

