

April 2020



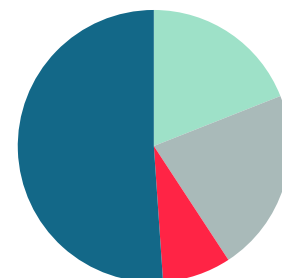
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	1,410	1,134	-19.57%
Pending Listings	1,640	1,298	-20.85%
New Listings	2,151	1,540	-28.41%
Average List Price	203,691	215,066	5.58%
Average Sale Price	199,178	211,761	6.32%
Average Percent of Selling Price to List Price	98.16%	98.29%	0.13%
Average Days on Market to Sale	40.41	32.79	-18.86%
End of Month Inventory	3,778	3,047	-19.35%
Months Supply of Inventory	3.19	2.50	-21.51%



■ Closed (19.01%)
■ Pending (21.76%)
■ Other OffMarket (8.15%)
■ Active (51.08%)

Absorption: Last 12 months, an Average of **1,217** Sales/Month
Active Inventory as of April 30, 2020 = **3,047**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **19.35%** to 3,047 existing homes available for sale. Over the last 12 months this area has had an average of 1,217 closed sales per month. This represents an unsold inventory index of **2.50** 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 **6.32%** in April 2020 to \$211,761 versus the previous year at \$199,178.

Average Days on Market Shortens

The average number of **32.79** days that homes spent on the market before selling decreased by 7.62 days or **18.86%** in April 2020 compared to last year's same month at **40.41** DOM.

Sales Success for April 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 1,540 New Listings in April 2020, down **28.41%** from last year at 2,151. Furthermore, there were 1,134 Closed Listings this month versus last year at 1,410, a **-19.57%** decrease.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, April 2019, at **65.6%**, a **12.33%** 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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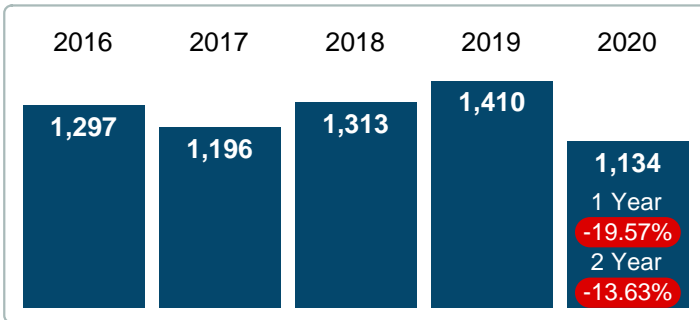
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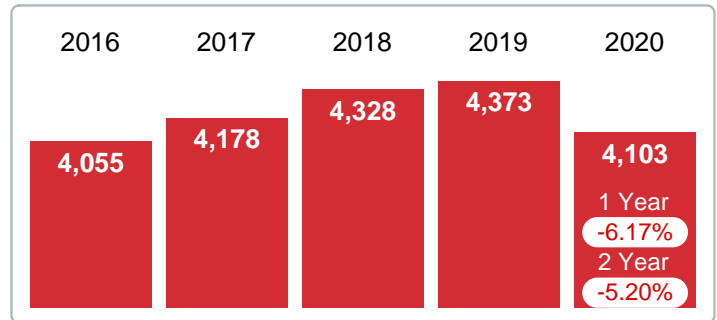
CLOSED LISTINGS

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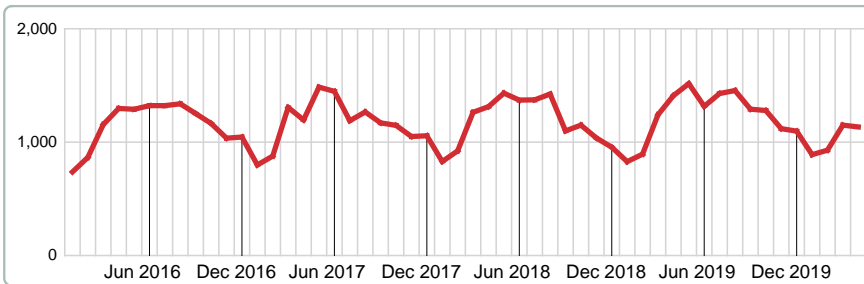
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

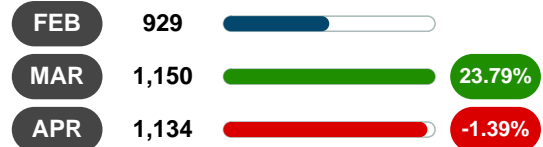


3 MONTHS

5 year APR AVG = 1,270

High May 2019 1,516 Low Jan 2016 737

Closed Listings this month at 1,134 below the 5 yr APR average of 1,270



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	88	7.76%	38.0	36	47	4	1
\$75,001 - \$125,000	153	13.49%	22.1	37	102	12	2
\$125,001 - \$150,000	147	12.96%	23.7	9	127	11	0
\$150,001 - \$200,000	250	22.05%	29.2	12	177	58	3
\$200,001 - \$250,000	184	16.23%	36.8	6	104	68	6
\$250,001 - \$350,000	188	16.58%	38.3	4	76	93	15
\$350,001 and up	124	10.93%	46.0	1	22	83	18
Total Closed Units	1,134			105	655	329	45
Total Closed Volume	240,136,773	100%	32.8	11.79M	116.89M	95.03M	16.43M
Average Closed Price	\$211,761			\$112,250	\$178,453	\$288,843	\$365,215

April 2020



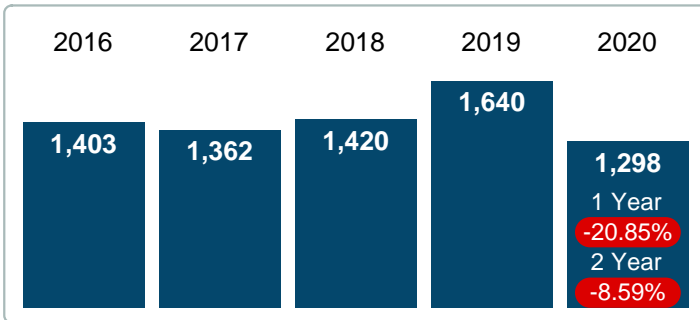
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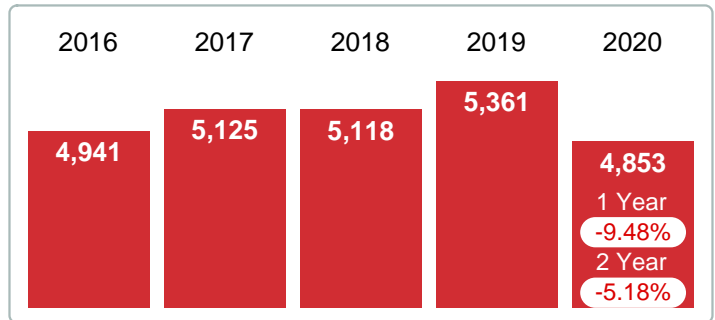
PENDING LISTINGS

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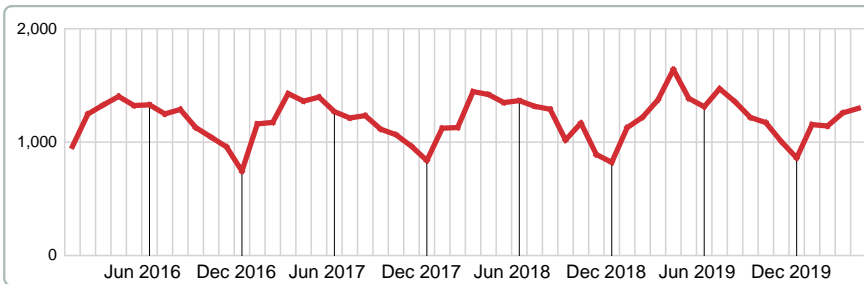
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

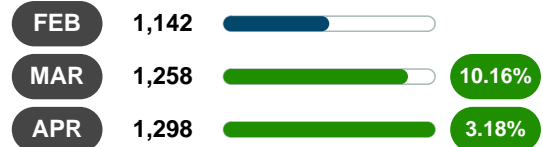


3 MONTHS

5 year APR AVG = 1,425

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,298 below the 5 yr APR average of 1,425



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	7.16%	43.7	45	39	7	2
\$75,001 - \$125,000	162	12.48%	31.6	34	115	12	1
\$125,001 - \$150,000	119	9.17%	22.6	11	99	9	0
\$150,001 - \$200,000	339	26.12%	27.9	19	244	73	3
\$200,001 - \$275,000	284	21.88%	34.8	10	137	132	5
\$275,001 - \$375,000	162	12.48%	44.9	3	48	94	17
\$375,001 and up	139	10.71%	48.9	2	30	82	25
Total Pending Units	1,298			124	712	409	53
Total Pending Volume	289,058,606	100%	34.6	15.04M	133.62M	117.75M	22.66M
Average Listing Price	\$222,567			\$121,256	\$187,665	\$287,892	\$427,509

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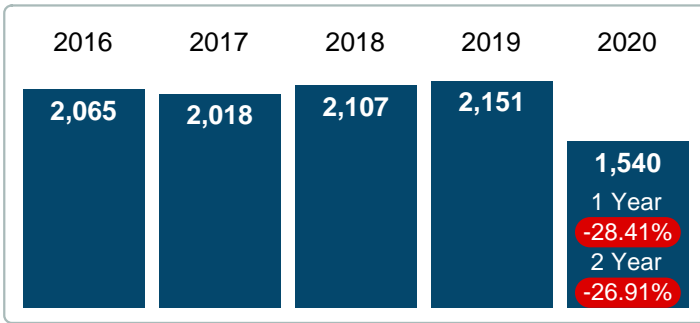
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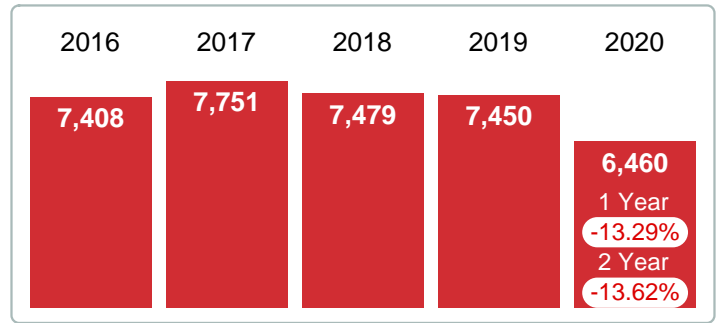
NEW LISTINGS

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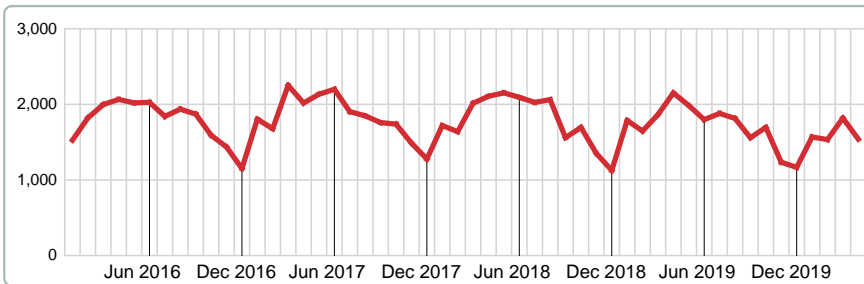
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

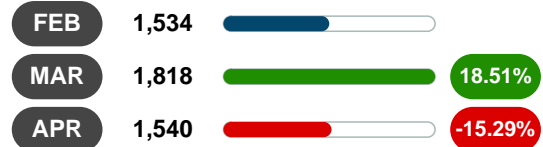


3 MONTHS

5 year APR AVG = 1,976

High Mar 2017 2,251 Low Dec 2018 1,126

New Listings this month at 1,540 below the 5 yr APR average of 1,976



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	98	6.36%	46	48	3	1
\$75,001 - \$125,000	169	10.97%	32	126	10	1
\$125,001 - \$175,000	275	17.86%	22	221	31	1
\$175,001 - \$250,000	376	24.42%	11	224	128	13
\$250,001 - \$350,000	276	17.92%	5	113	134	24
\$350,001 - \$450,000	186	12.08%	2	47	111	26
\$450,001 and up	160	10.39%	5	16	82	57
Total New Listed Units	1,540		123	795	499	123
Total New Listed Volume	420,210,191	100%	18.00M	159.53M	174.10M	68.58M
Average New Listed Listing Price	\$249,411		\$146,345	\$200,663	\$348,893	\$557,601

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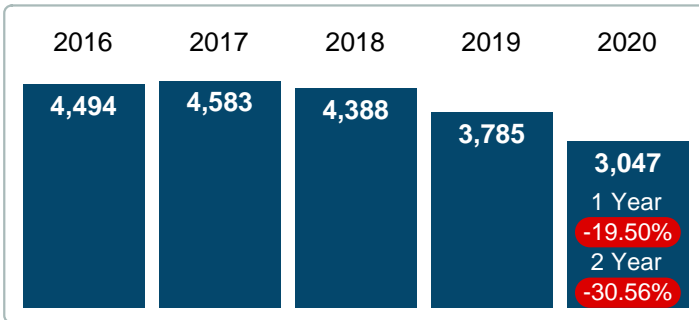
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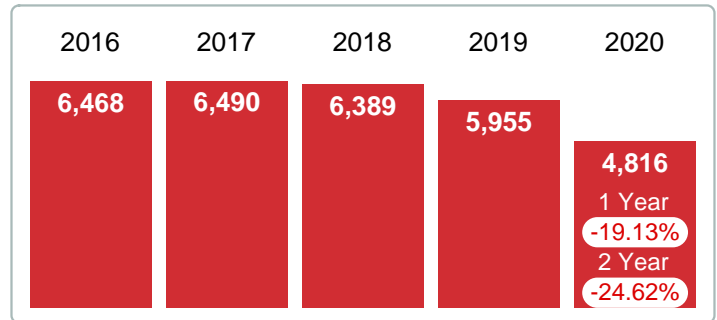
ACTIVE INVENTORY

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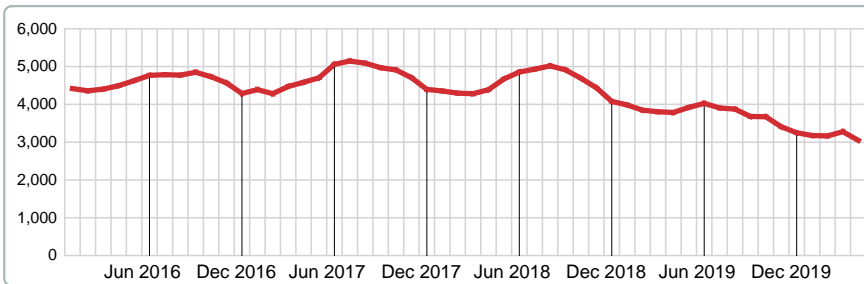
END OF APRIL



ACTIVE DURING APRIL

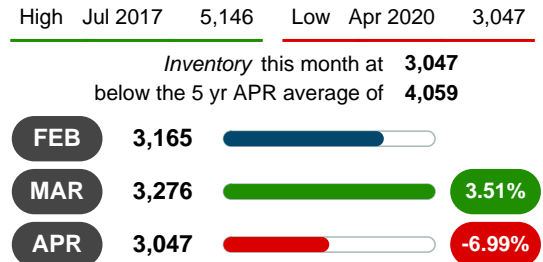


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4,059



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	259	8.50%	86.9	127	105	25	2
\$75,001 - \$125,000	332	10.90%	79.3	98	194	36	4
\$125,001 - \$200,000	539	17.69%	56.2	57	357	113	12
\$200,001 - \$325,000	765	25.11%	51.8	34	354	318	59
\$325,001 - \$400,000	406	13.32%	60.7	8	131	213	54
\$400,001 - \$625,000	441	14.47%	67.3	6	86	249	100
\$625,001 and up	305	10.01%	72.6	5	29	134	137
Total Active Inventory by Units			3,047	335	1,256	1,088	368
Total Active Inventory by Volume			1,032,628,390	45.27M	295.83M	442.33M	249.20M
Average Active Inventory Listing Price			\$338,900	\$135,120	\$235,535	\$406,557	\$677,166

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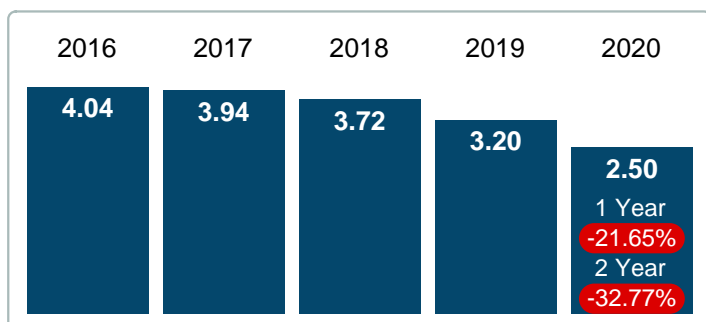
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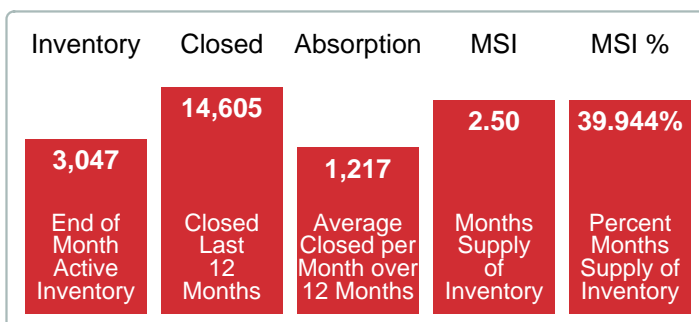
MONTHS SUPPLY of INVENTORY (MSI)

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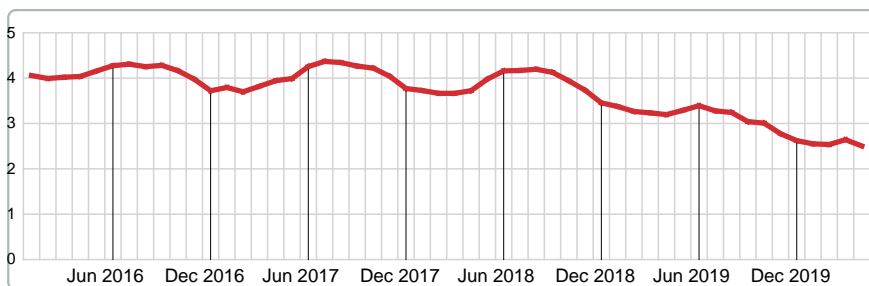
MSI FOR APRIL



INDICATORS FOR APRIL 2020

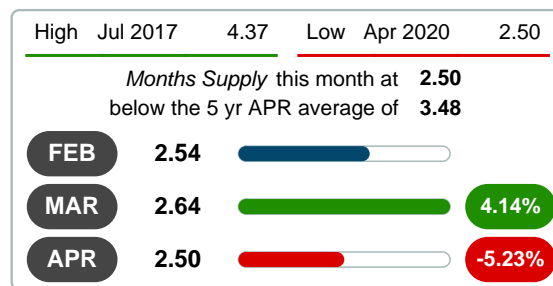


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.48



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
\$75,000 and less	259	8.50%	2.23	2.48	1.84	3.37	3.43
\$75,001 - \$125,000	332	10.90%	1.87	2.98	1.50	2.60	3.43
\$125,001 - \$200,000	539	17.69%	1.23	2.04	1.11	1.34	1.97
\$200,001 - \$325,000	765	25.11%	2.38	3.49	2.50	2.11	3.06
\$325,001 - \$400,000	406	13.32%	5.11	8.00	6.05	4.35	6.89
\$400,001 - \$625,000	441	14.47%	7.17	12.00	6.37	7.31	7.45
\$625,001 and up	305	10.01%	13.51	15.00	8.29	12.00	18.07
Market Supply of Inventory (MSI)			2.50	2.71	1.83	3.10	6.58
Total Active Inventory by Units		100%	2.50	335	1,256	1,088	368

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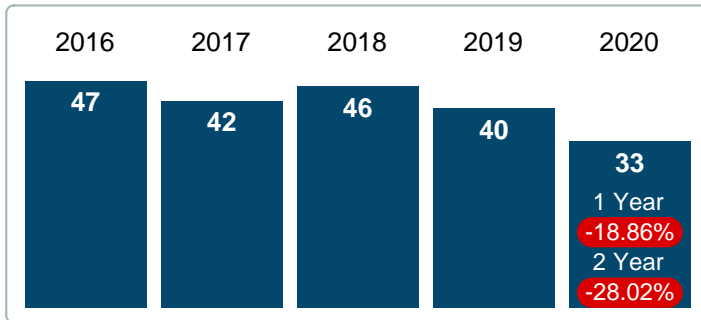
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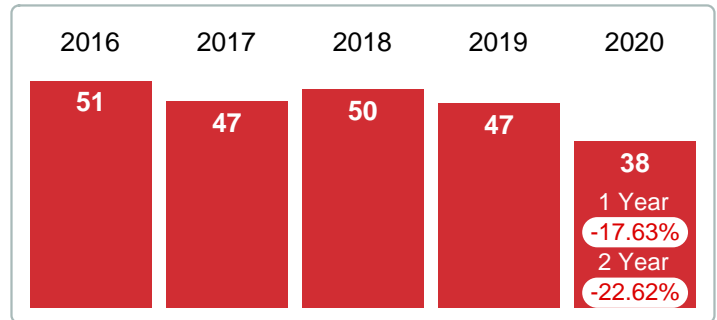
AVERAGE DAYS ON MARKET TO SALE

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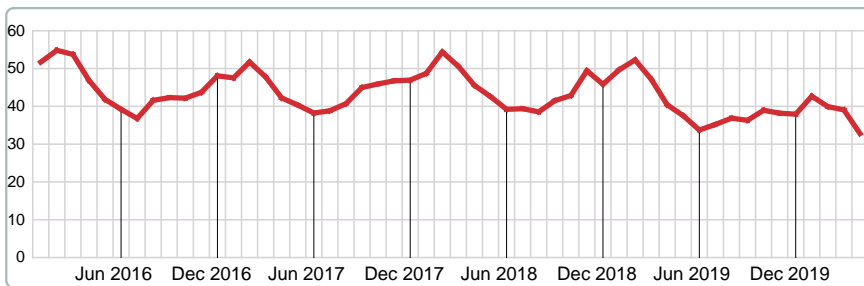
APRIL



YEAR TO DATE (YTD)

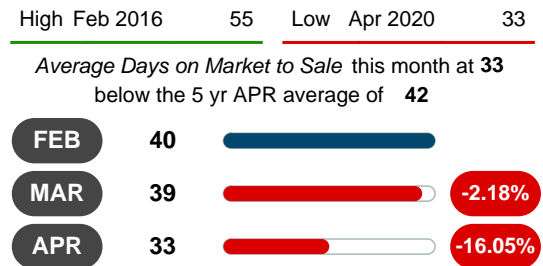


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 42



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	7.76%	38	44	36	15	22
\$75,001 - \$125,000	13.49%	22	30	17	37	41
\$125,001 - \$150,000	12.96%	24	32	23	24	0
\$150,001 - \$200,000	22.05%	29	32	26	39	32
\$200,001 - \$250,000	16.23%	37	54	38	30	76
\$250,001 - \$350,000	16.58%	38	74	36	41	18
\$350,001 and up	10.93%	46	1	47	46	46
Average Closed DOM		33	38	28	39	39
Total Closed Units		1,134	105	655	329	45
Total Closed Volume		240,136,773	11.79M	116.89M	95.03M	16.43M

April 2020



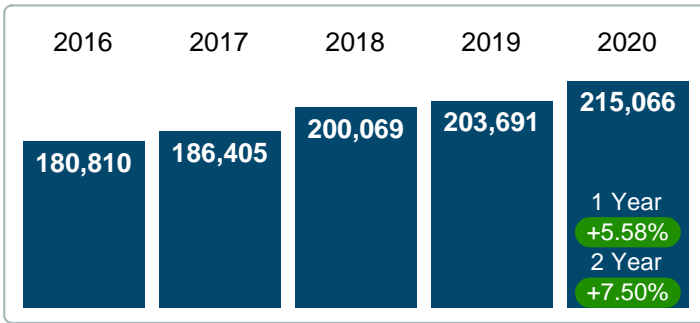
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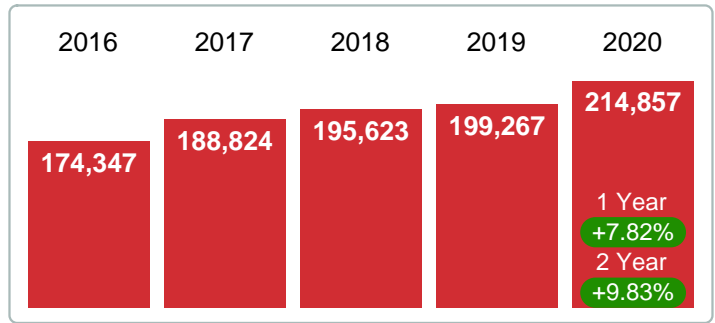
AVERAGE LIST PRICE AT CLOSING

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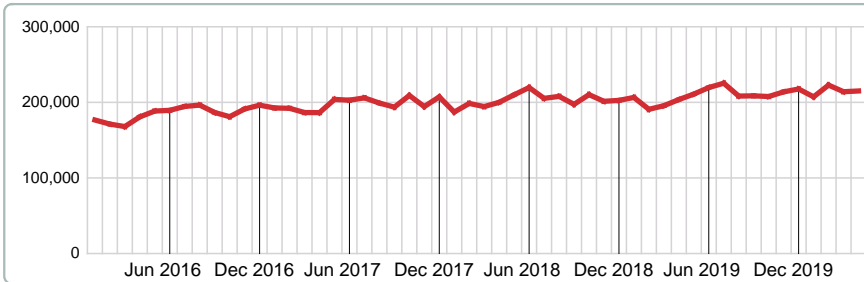
APRIL



YEAR TO DATE (YTD)

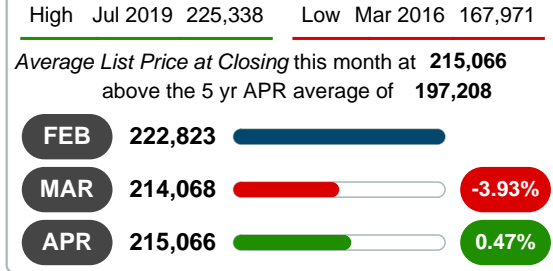


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 197,208



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	84	7.41%	49,255	47,989	54,719	56,425	14,900
\$75,001 - \$125,000	156	13.76%	103,667	98,780	107,162	101,858	142,500
\$125,001 - \$150,000	149	13.14%	140,383	142,656	140,185	141,018	0
\$150,001 - \$200,000	248	21.87%	176,029	173,933	174,255	183,723	172,407
\$200,001 - \$250,000	173	15.26%	226,852	242,417	225,752	231,955	229,222
\$250,001 - \$350,000	201	17.72%	293,402	295,750	290,127	297,392	294,633
\$350,001 and up	123	10.85%	494,178	849,000	488,193	475,790	557,767
Average List Price		215,066		116,572	180,789	293,544	370,039
Total Closed Units		1,134	100%	105	655	329	45
Total Closed Volume		243,884,858		12.24M	118.42M	96.58M	16.65M

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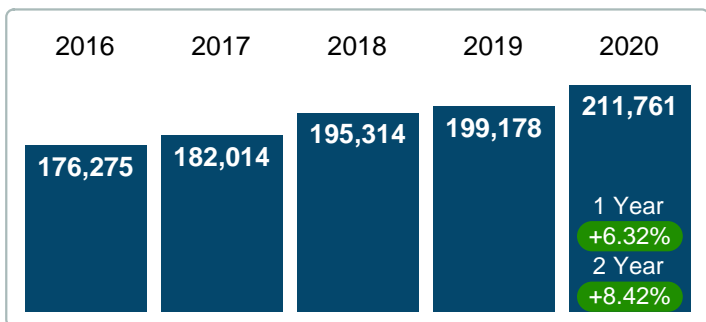
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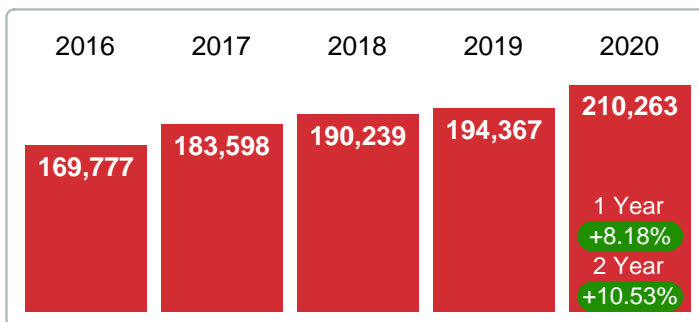
AVERAGE SOLD PRICE AT CLOSING

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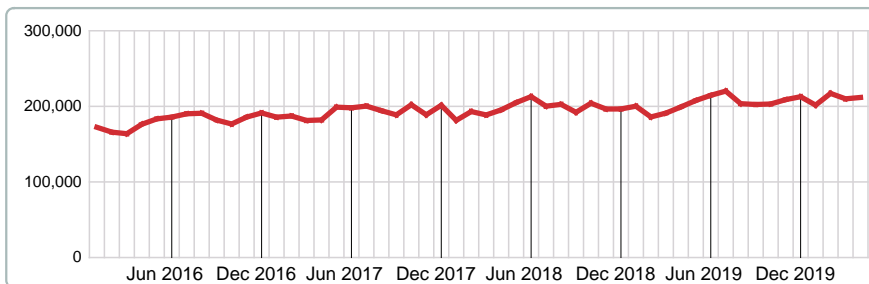
APRIL



YEAR TO DATE (YTD)

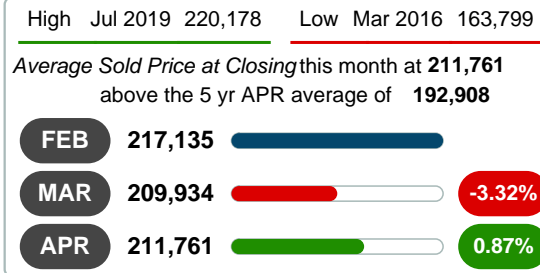


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 192,908



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	7.76%	46,723	44,785	47,947	55,500	23,820
\$75,001 - \$125,000	13.49%	102,559	95,437	105,166	102,783	100,000
\$125,001 - \$150,000	12.96%	138,998	139,367	138,974	138,963	0
\$150,001 - \$200,000	22.05%	173,446	168,385	172,122	178,745	169,333
\$200,001 - \$250,000	16.23%	225,572	226,017	222,998	229,315	227,333
\$250,001 - \$350,000	16.58%	291,731	290,700	288,013	293,068	302,559
\$350,001 and up	10.93%	485,394	849,000	486,820	467,823	544,469
Average Sold Price		211,761	112,250	178,453	288,843	365,215
Total Closed Units	100%	1,134	105	655	329	45
Total Closed Volume		240,136,773	11.79M	116.89M	95.03M	16.43M

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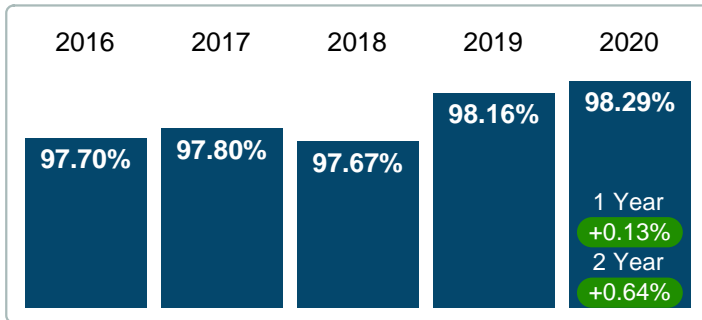
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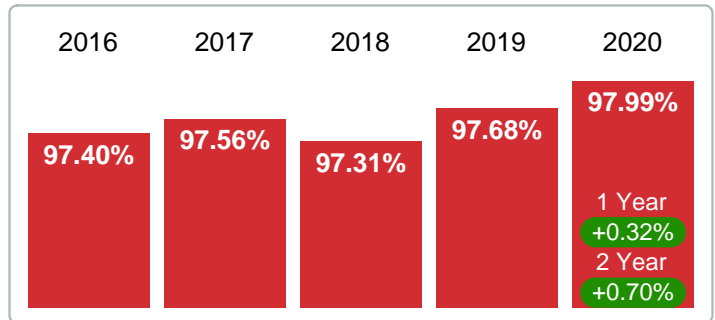
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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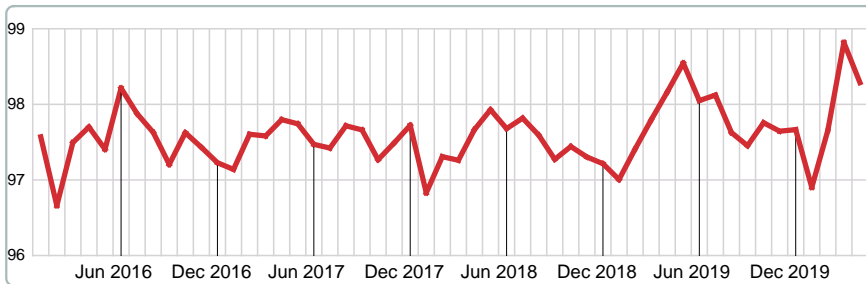
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

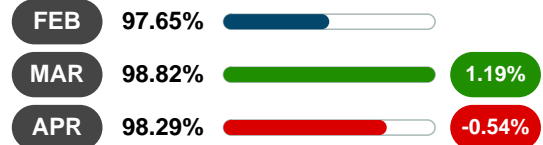


3 MONTHS

5 year APR AVG = 97.92%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.29%** equal to 5 yr APR average of **97.92%**



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	88	7.76%	91.27%	93.25%	87.71%	98.14%	159.87%
\$75,001 - \$125,000	153	13.49%	98.25%	97.42%	98.54%	101.94%	77.06%
\$125,001 - \$150,000	147	12.96%	99.11%	97.72%	99.23%	98.83%	0.00%
\$150,001 - \$200,000	250	22.05%	98.53%	96.94%	98.95%	97.59%	98.34%
\$200,001 - \$250,000	184	16.23%	98.79%	93.41%	98.98%	98.94%	99.21%
\$250,001 - \$350,000	188	16.58%	99.75%	98.20%	99.36%	98.57%	109.43%
\$350,001 and up	124	10.93%	98.88%	100.00%	100.44%	98.60%	98.20%
Average Sold/List Ratio		98.30%		95.79%	98.24%	98.61%	102.52%
Total Closed Units		1,134	100%	105	655	329	45
Total Closed Volume		240,136,773		11.79M	116.89M	95.03M	16.43M

April 2020



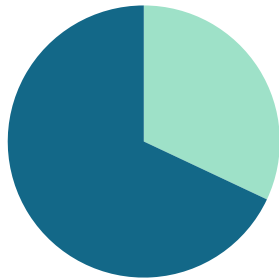
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

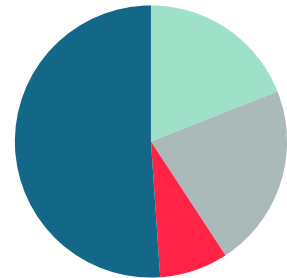


Inventory
 New Listings
1,540 = 32.00%
 Start Inventory
3,273
 Total Inventory Units
4,813
 Volume
\$1,500,202,514

Market Activity

Closed Sales
1,134 = 19.01%
 Pending Sales
1,298 = 21.76%
 Other Off Market
486 = 8.15%
 Active Inventory
3,047 = 51.08%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,410	1,134	-19.57%	4,373	4,103	-6.17%
Pending Sales	1,640	1,298	-20.85%	5,361	4,853	-9.48%
New Listings	2,151	1,540	-28.41%	7,450	6,460	-13.29%
Average List Price	203,691	215,066	5.58%	199,267	214,857	7.82%
Average Sale Price	199,178	211,761	6.32%	194,367	210,263	8.18%
Average Percent of Selling Price to List Price	98.16%	98.29%	0.13%	97.68%	97.99%	0.32%
Average Days on Market to Sale	40.41	32.79	-18.86%	46.51	38.31	-17.63%
Monthly Inventory	3,778	3,047	-19.35%	3,778	3,047	-19.35%
Months Supply of Inventory	3.19	2.50	-21.51%	3.19	2.50	-21.51%

Absorption: Last 12 months, an Average of **1,217** Sales/Month

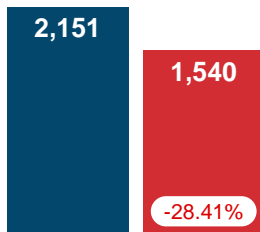
Inventory on April 30, 2020 = **3,047**

2019 **2020**

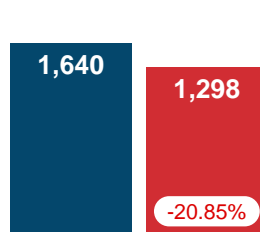
APRIL MARKET

AVERAGE PRICES

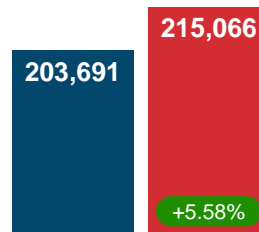
New Listings



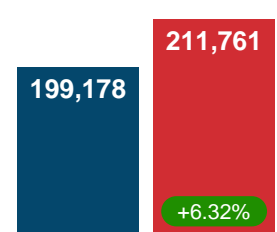
Pending Listings



List Price



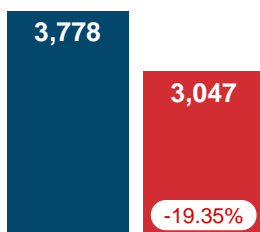
Sale Price



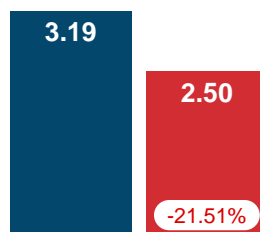
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

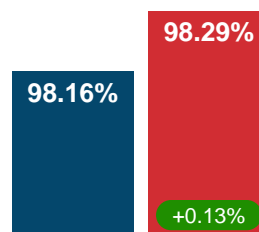
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

