

April 2020



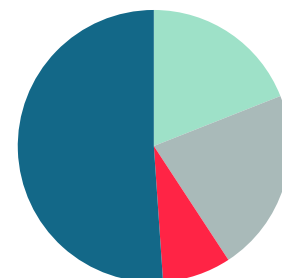
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	170,000	189,250	11.32%
Median Sale Price	169,832	184,700	8.75%
Median Percent of Selling Price to List Price	99.12%	99.86%	0.75%
Median Days on Market to Sale	22.00	12.00	-45.45%
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.

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 **8.75%** in April 2020 to \$184,700 versus the previous year at \$169,832.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 10.00 days or **45.45%** in April 2020 compared to last year's same month at **22.00** DOM.

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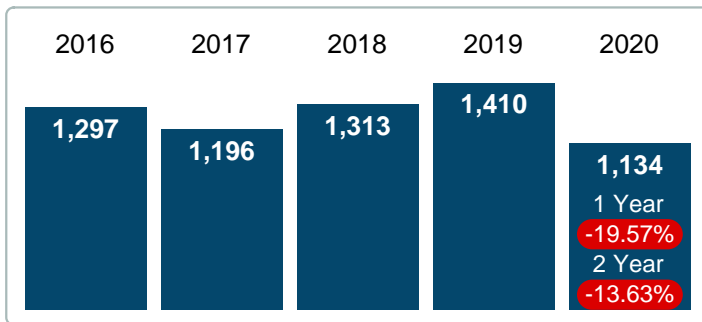
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



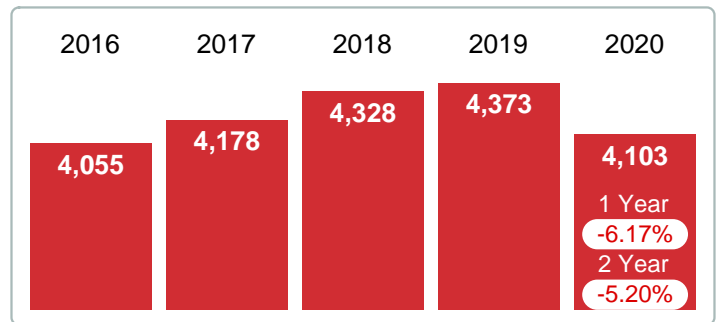
CLOSED LISTINGS

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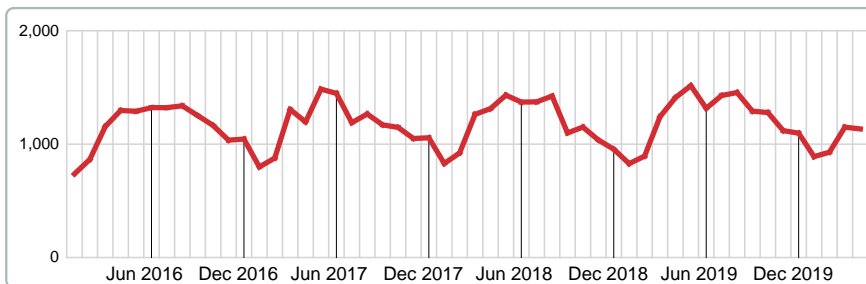
APRIL



YEAR TO DATE (YTD)

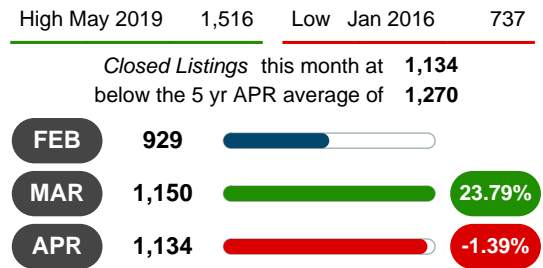


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,270



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	88	7.76%	23.5	36	47	4	1
\$75,001 - \$125,000	153	13.49%	9.0	37	102	12	2
\$125,001 - \$150,000	147	12.96%	6.0	9	127	11	0
\$150,001 - \$200,000	250	22.05%	9.5	12	177	58	3
\$200,001 - \$250,000	184	16.23%	15.5	6	104	68	6
\$250,001 - \$350,000	188	16.58%	12.5	4	76	93	15
\$350,001 and up	124	10.93%	21.5	1	22	83	18
Total Closed Units	1,134			105	655	329	45
Total Closed Volume	240,136,773	100%	12.0	11.79M	116.89M	95.03M	16.43M
Median Closed Price	\$184,700			\$90,000	\$162,000	\$259,000	\$333,155

April 2020



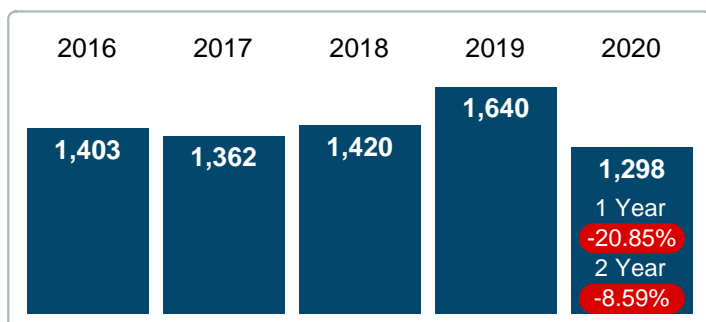
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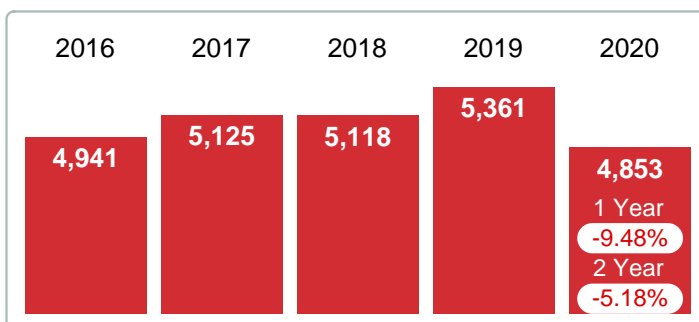
PENDING LISTINGS

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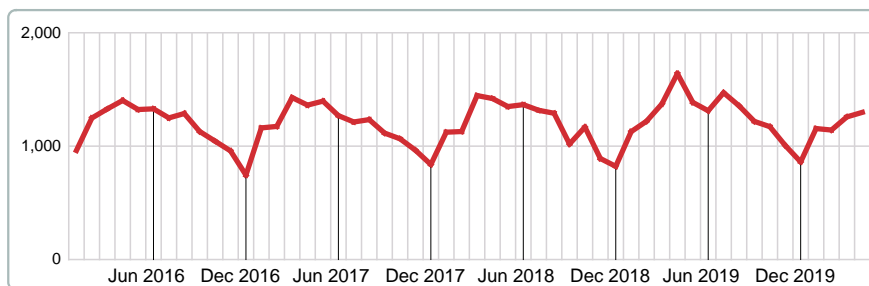
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

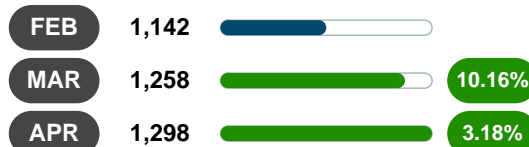


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	7.16%	28.0	45	39	7	2
\$75,001 - \$125,000	162	12.48%	13.0	34	115	12	1
\$125,001 - \$150,000	119	9.17%	7.0	11	99	9	0
\$150,001 - \$200,000	339	26.12%	12.0	19	244	73	3
\$200,001 - \$275,000	284	21.88%	21.5	10	137	132	5
\$275,001 - \$375,000	162	12.48%	20.0	3	48	94	17
\$375,001 and up	139	10.71%	36.0	2	30	82	25
Total Pending Units	1,298			124	712	409	53
Total Pending Volume	289,058,606	100%	17.0	15.04M	133.62M	117.75M	22.66M
Median Listing Price	\$189,900			\$103,450	\$169,000	\$259,900	\$364,900

April 2020



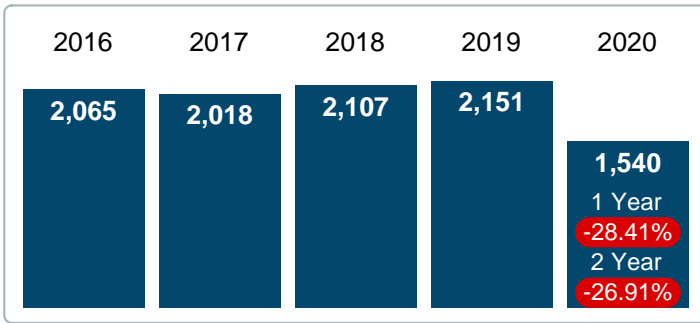
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



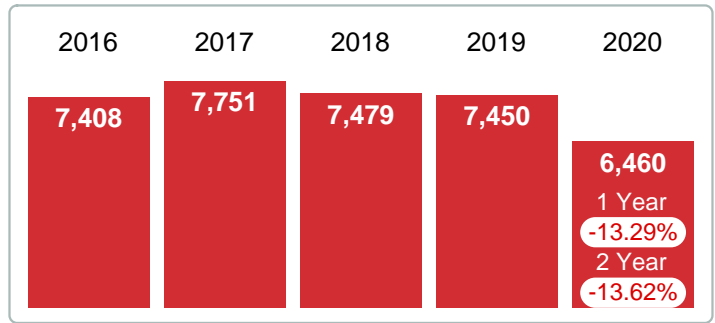
NEW LISTINGS

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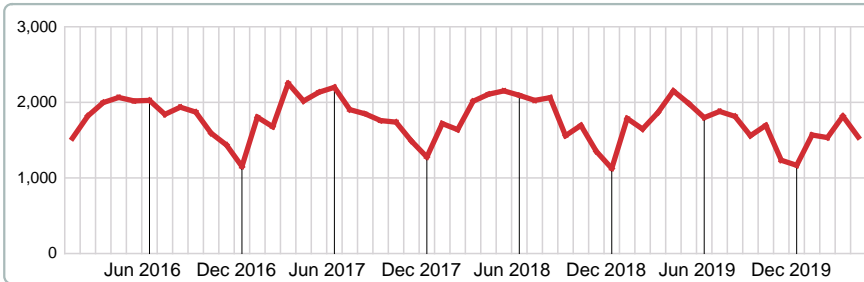
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

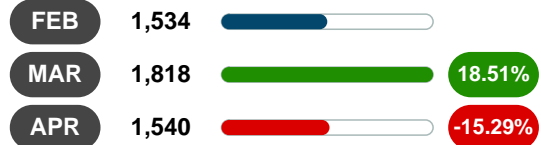


3 MONTHS

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
Median New Listed Listing Price	\$219,900		\$98,300	\$176,298	\$303,000	\$434,900

April 2020



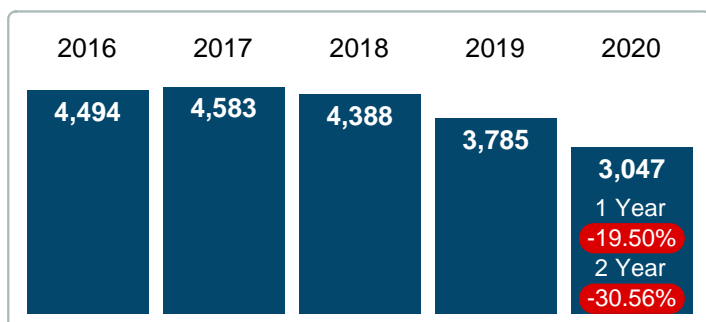
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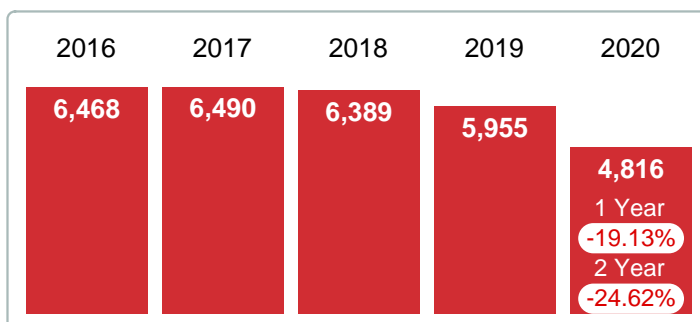
ACTIVE INVENTORY

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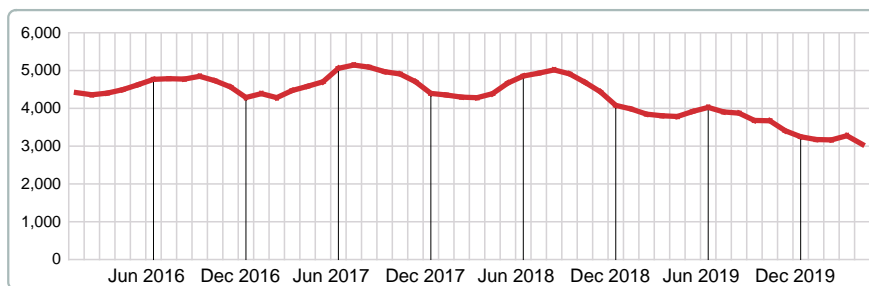
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4,059

High Jul 2017 5,146 Low Apr 2020 3,047

Inventory this month at **3,047**
below the 5 yr APR average of **4,059**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	259	8.50%	63.0	127	105	25	2
\$75,001 - \$125,000	332	10.90%	71.5	98	194	36	4
\$125,001 - \$200,000	539	17.69%	42.0	57	357	113	12
\$200,001 - \$325,000	765	25.11%	42.0	34	354	318	59
\$325,001 - \$400,000	406	13.32%	56.0	8	131	213	54
\$400,001 - \$625,000	441	14.47%	59.0	6	86	249	100
\$625,001 and up	305	10.01%	64.0	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
Median Active Inventory Listing Price			\$260,000	\$107,500	\$197,454	\$350,000	\$484,700

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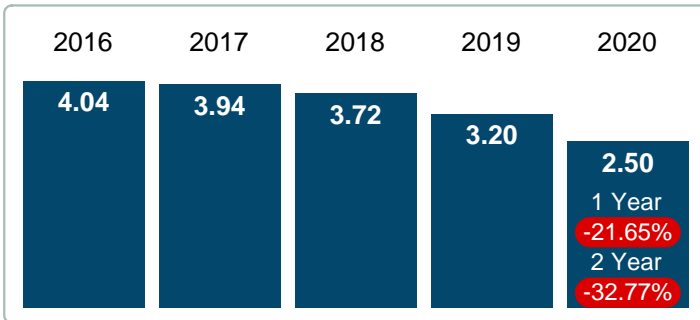
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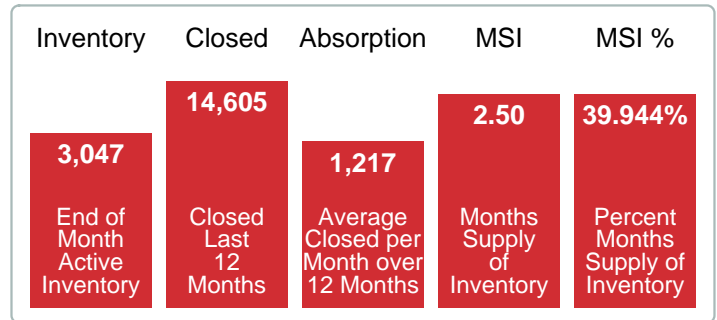
MONTHS SUPPLY of INVENTORY (MSI)

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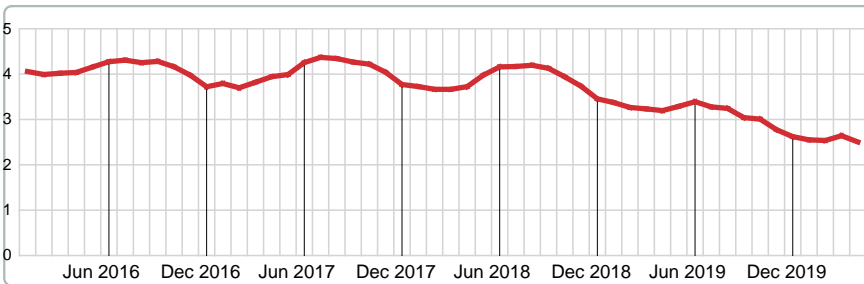
MSI FOR APRIL



INDICATORS FOR APRIL 2020

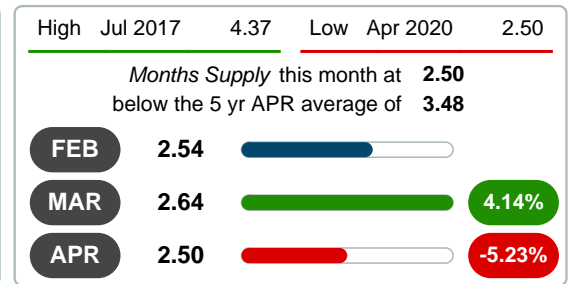


5 YEAR MARKET ACTIVITY TRENDS



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

April 2020



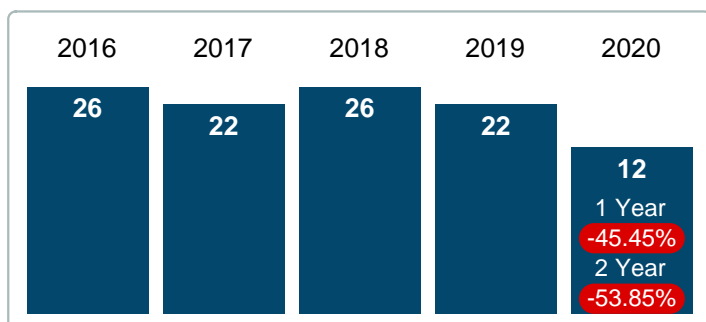
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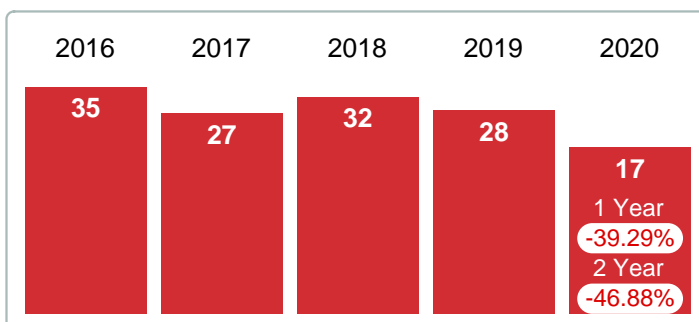
MEDIAN DAYS ON MARKET TO SALE

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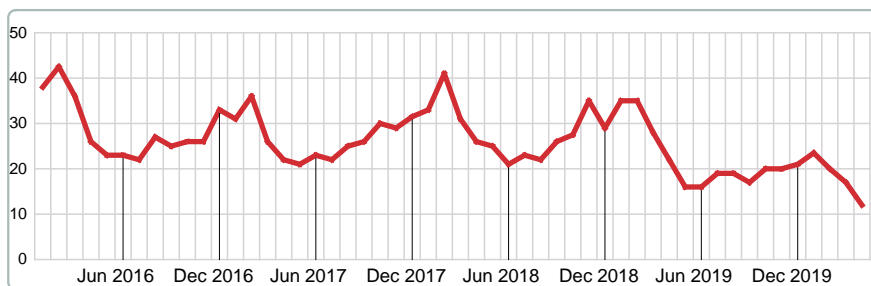
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

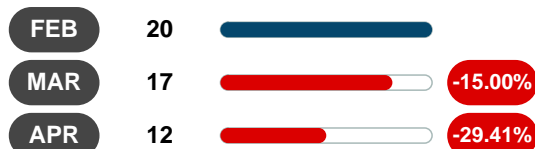


3 MONTHS

5 year APR AVG = 22

High Feb 2016 43 Low Apr 2020 12

Median Days on Market to Sale this month at 12 below the 5 yr APR 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
\$75,000 and less	7.76%	24	32	22	17	22
\$75,001 - \$125,000	13.49%	9	13	6	21	41
\$125,001 - \$150,000	12.96%	6	17	6	6	0
\$150,001 - \$200,000	22.05%	10	12	8	15	15
\$200,001 - \$250,000	16.23%	16	19	14	16	54
\$250,001 - \$350,000	16.58%	13	56	15	13	5
\$350,001 and up	10.93%	22	1	26	21	21
Median Closed DOM		12	16	10	15	18
Total Closed Units	100%	1,134	105	655	329	45
Total Closed Volume		240,136,773	11.79M	116.89M	95.03M	16.43M

April 2020



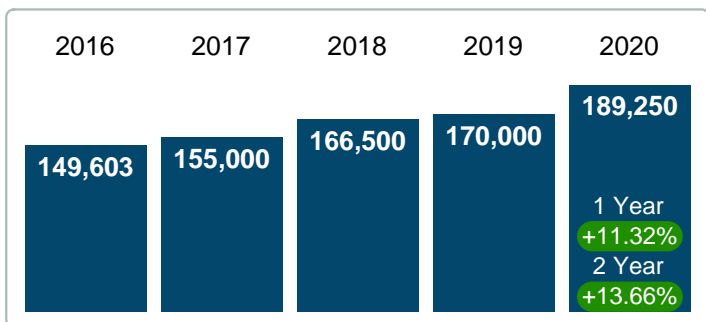
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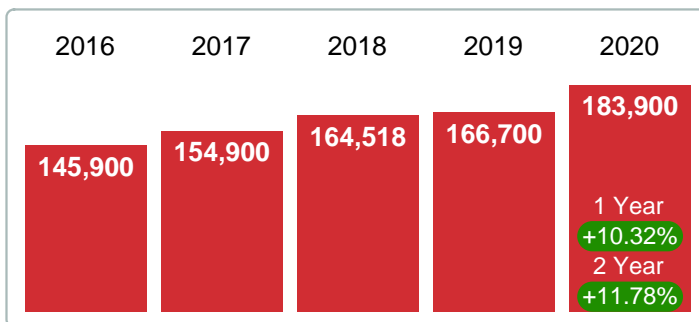
MEDIAN LIST PRICE AT CLOSING

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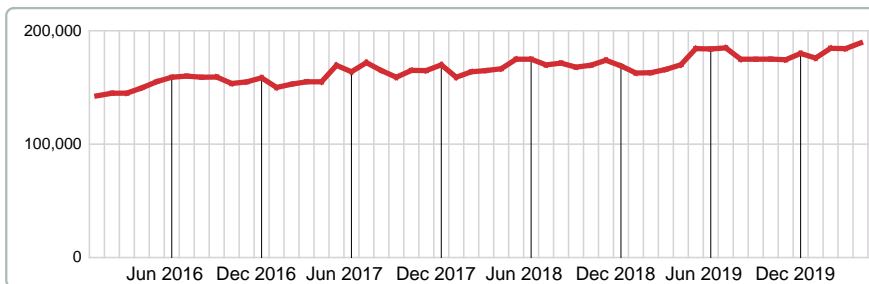
APRIL



YEAR TO DATE (YTD)

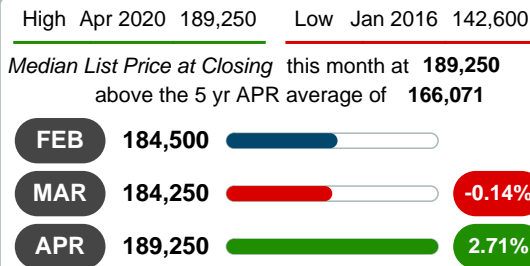


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 166,071



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	84	7.41%	48,750	42,900	49,500	58,900	14,900
\$75,001 - \$125,000	156	13.76%	105,000	92,250	110,000	109,500	92,500
\$125,001 - \$150,000	149	13.14%	139,900	141,000	139,900	145,000	0
\$150,001 - \$200,000	248	21.87%	174,450	166,900	169,900	187,000	176,000
\$200,001 - \$250,000	173	15.26%	225,000	240,000	225,000	235,000	226,815
\$250,001 - \$350,000	201	17.72%	292,325	279,500	279,900	295,000	299,000
\$350,001 and up	123	10.85%	435,605	849,000	437,750	425,200	469,900
Median List Price			189,250	89,900	163,000	264,412	333,155
Total Closed Units		100%	1,134	105	655	329	45
Total Closed Volume			243,884,858	12.24M	118.42M	96.58M	16.65M

April 2020



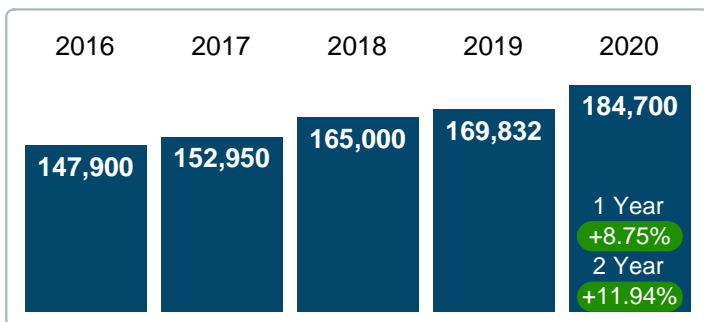
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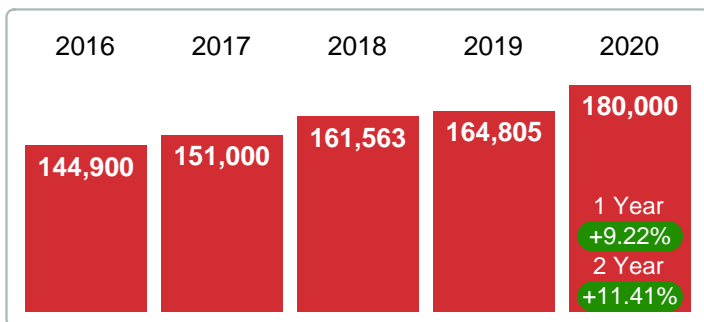
MEDIAN SOLD PRICE AT CLOSING

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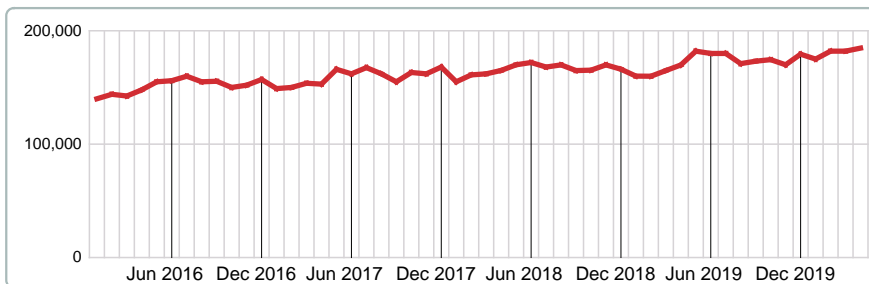
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

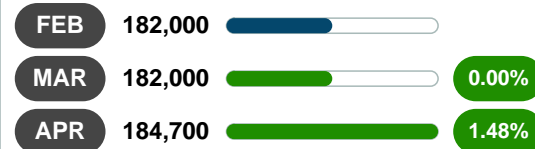


3 MONTHS

5 year APR AVG = 164,076

High Apr 2020 184,700 Low Jan 2016 140,000

Median Sold Price at Closing this month at **184,700**
above the 5 yr APR average of **164,076**



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	88	7.76%	47,500	39,950	49,500	51,500	23,820
\$75,001 - \$125,000	153	13.49%	104,000	92,500	107,125	102,750	100,000
\$125,001 - \$150,000	147	12.96%	139,900	140,000	139,900	138,500	0
\$150,001 - \$200,000	250	22.05%	172,950	165,500	170,000	181,500	173,000
\$200,001 - \$250,000	184	16.23%	224,700	225,000	220,500	233,750	224,000
\$250,001 - \$350,000	188	16.58%	288,750	289,500	280,000	289,900	298,000
\$350,001 and up	124	10.93%	417,500	849,000	412,500	415,000	487,250
Median Sold Price			184,700	90,000	162,000	259,000	333,155
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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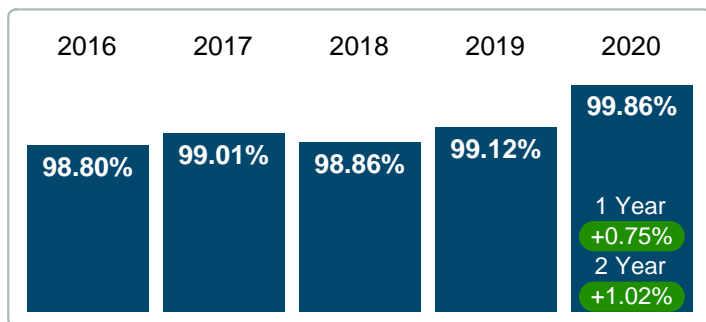
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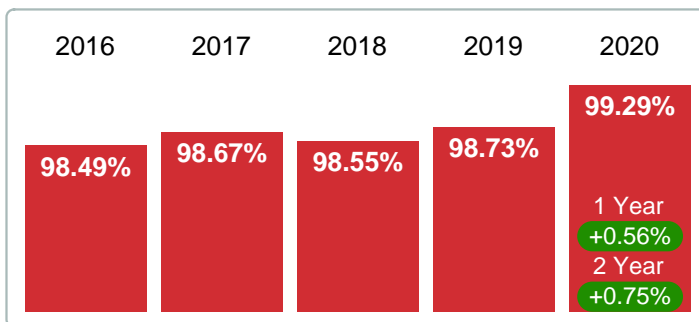
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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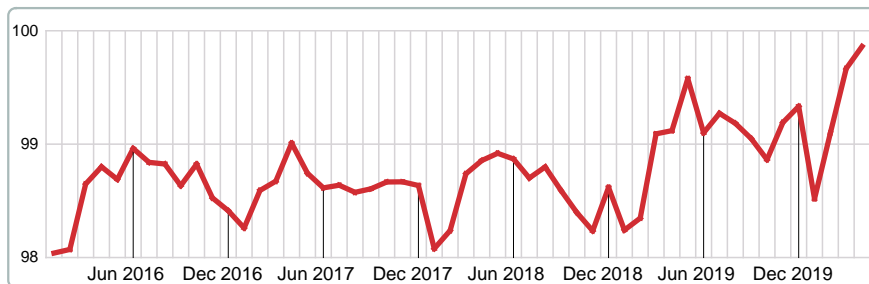
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

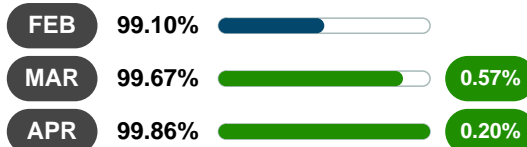


3 MONTHS

5 year APR AVG = 99.13%

High Apr 2020 99.86% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **99.86%** above the 5 yr APR average of **99.13%**



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
\$75,000 and less	88	7.76%	93.64%	95.13%	87.50%	98.10%	159.87%
\$75,001 - \$125,000	153	13.49%	100.00%	98.94%	100.00%	99.82%	77.06%
\$125,001 - \$150,000	147	12.96%	100.00%	99.26%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	250	22.05%	99.71%	97.12%	100.00%	99.54%	96.84%
\$200,001 - \$250,000	184	16.23%	100.00%	94.86%	100.00%	100.00%	99.64%
\$250,001 - \$350,000	188	16.58%	99.70%	98.26%	100.00%	99.42%	100.00%
\$350,001 and up	124	10.93%	98.81%	100.00%	98.71%	98.83%	98.62%
Median Sold/List Ratio		99.86%		97.37%	100.00%	99.65%	99.52%
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



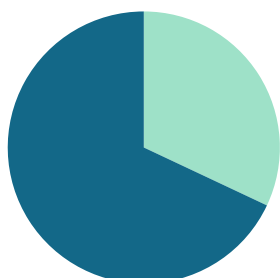
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

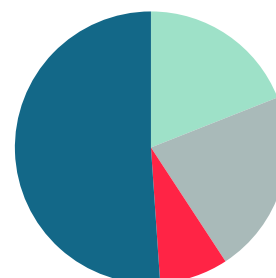


Inventory
 New Listings
1,540 = 32.00%
 Start Inventory
3,273
 Total Inventory Units
4,813
 Volume
\$1,500,202,514

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%
Median List Price	170,000	189,250	+11.32%	166,700	183,900	+10.32%
Median Sale Price	169,832	184,700	+8.75%	164,805	180,000	+9.22%
Median Percent of Selling Price to List Price	99.12%	99.86%	+0.75%	98.73%	99.29%	+0.56%
Median Days on Market to Sale	22.00	12.00	-45.45%	28.00	17.00	-39.29%
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

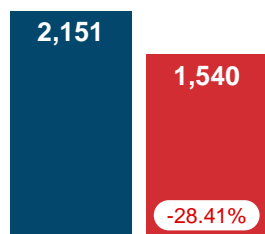
Inventory on April 30, 2020 = **3,047**

2019 **2020**

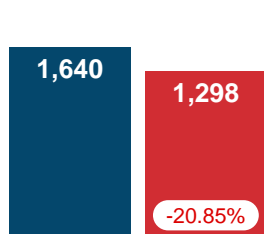
APRIL MARKET

MEDIAN PRICES

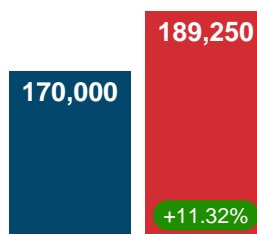
New Listings



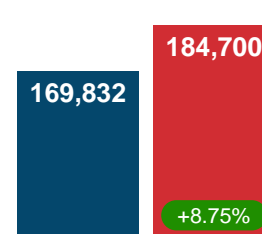
Pending Listings



List Price



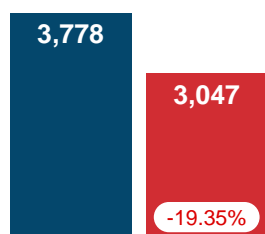
Sale Price



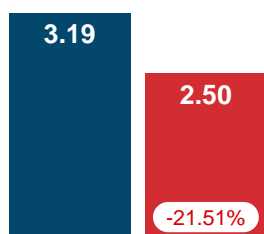
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

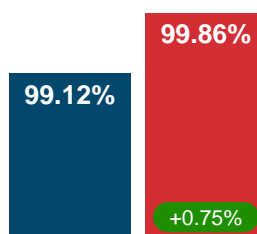
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

