

April 2020



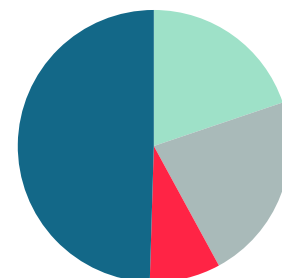
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	1,006	789	-21.57%
Pending Listings	1,175	886	-24.60%
New Listings	1,445	1,063	-26.44%
Average List Price	206,734	218,572	5.73%
Average Sale Price	202,173	215,395	6.54%
Average Percent of Selling Price to List Price	98.11%	98.41%	0.31%
Average Days on Market to Sale	38.17	31.43	-17.66%
End of Month Inventory	2,509	1,972	-21.40%
Months Supply of Inventory	3.02	2.34	-22.31%



■ Closed (19.81%)
■ Pending (22.25%)
■ Other OffMarket (8.41%)
■ Active (49.52%)

Absorption: Last 12 months, an Average of **841** Sales/Month
Active Inventory as of April 30, 2020 = **1,972**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **21.40%** to 1,972 existing homes available for sale. Over the last 12 months this area has had an average of 841 closed sales per month. This represents an unsold inventory index of **2.34** 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 **6.54%** in April 2020 to \$215,395 versus the previous year at \$202,173.

Average Days on Market Shortens

The average number of **31.43** days that homes spent on the market before selling decreased by 6.74 days or **17.66%** in April 2020 compared to last year's same month at **38.17** 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 1,063 New Listings in April 2020, down **26.44%** from last year at 1,445. Furthermore, there were 789 Closed Listings this month versus last year at 1,006, a **-21.57%** decrease.

Closed versus Listed trends yielded a **74.2%** ratio, up from previous year's, April 2019, at **69.6%**, a **6.61%** 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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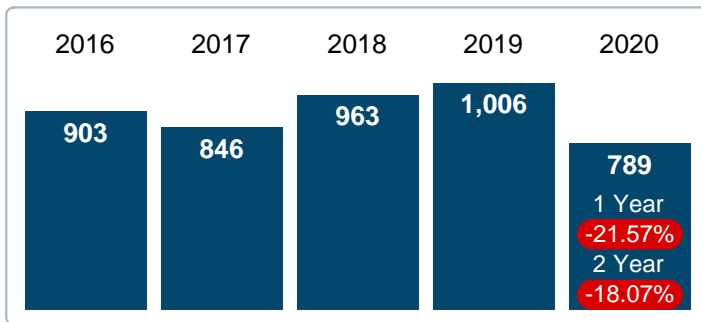
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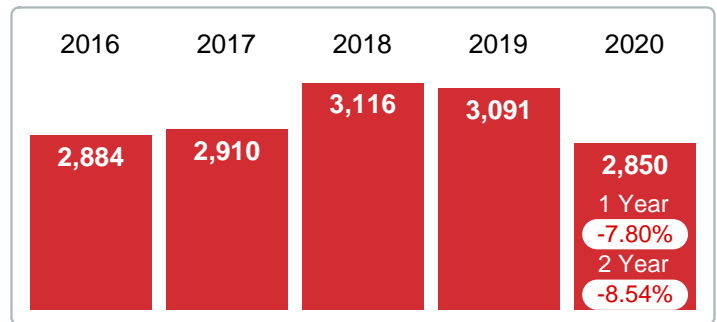
CLOSED LISTINGS

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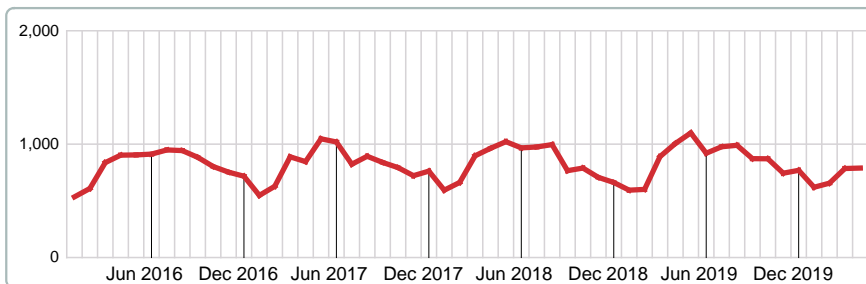
APRIL



YEAR TO DATE (YTD)

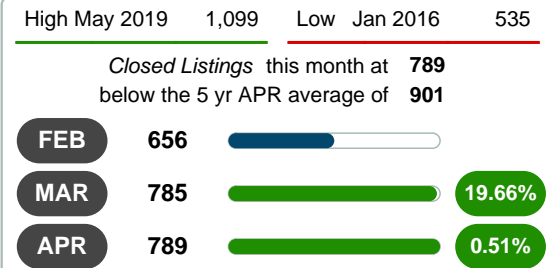


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 901



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	63	7.98%	34.5	30	30	3	0
\$75,001 - \$125,000	111	14.07%	16.7	30	76	4	1
\$125,001 - \$150,000	93	11.79%	23.2	6	80	7	0
\$150,001 - \$225,000	231	29.28%	30.9	11	155	61	4
\$225,001 - \$275,000	114	14.45%	40.5	4	48	55	7
\$275,001 - \$350,000	86	10.90%	34.5	2	27	48	9
\$350,001 and up	91	11.53%	42.9	1	18	60	12
Total Closed Units	789			84	434	238	33
Total Closed Volume	169,946,460	100%	31.4	9.46M	78.21M	69.83M	12.45M
Average Closed Price	\$215,395			\$112,572	\$180,216	\$293,406	\$377,150

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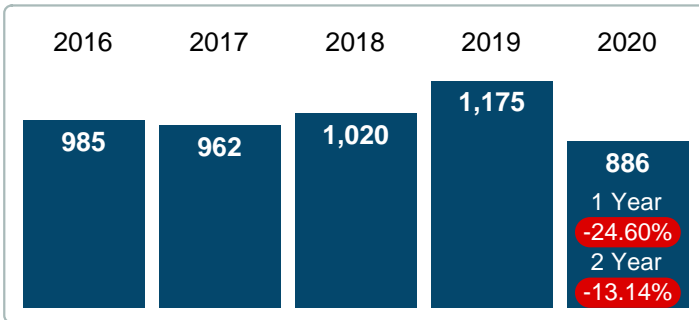
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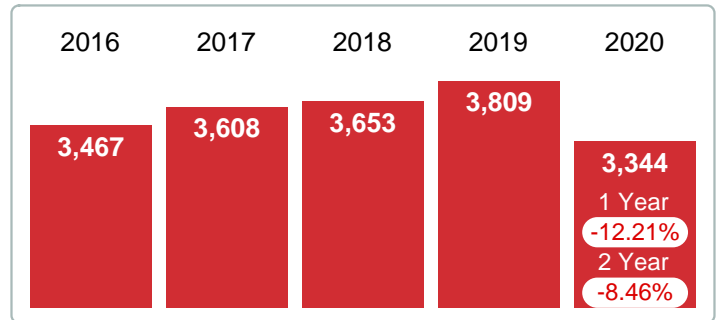
PENDING LISTINGS

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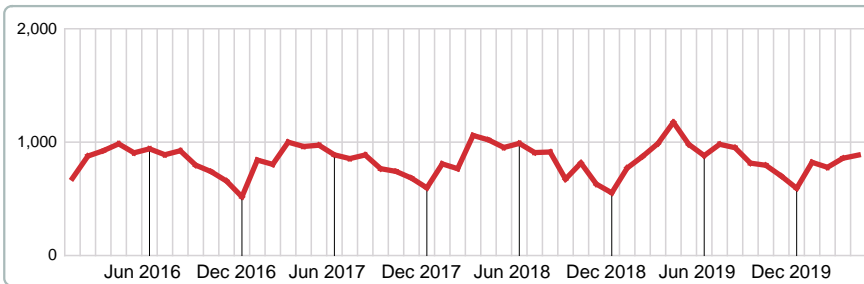
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

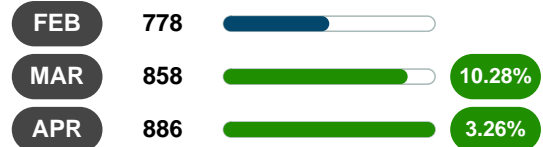


3 MONTHS

5 year APR AVG = 1,006

High Apr 2019 1,175 | Low Dec 2016 518

Pending Listings this month at **886**
 below the 5 yr APR average of **1,006**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	9.93%	38.1	36	44	7	1
\$100,001 - \$125,000	62	7.00%	26.5	13	43	6	0
\$125,001 - \$150,000	81	9.14%	24.3	9	65	7	0
\$150,001 - \$225,000	312	35.21%	28.1	21	204	84	3
\$225,001 - \$275,000	119	13.43%	33.3	5	43	66	5
\$275,001 - \$375,000	117	13.21%	43.9	3	28	71	15
\$375,001 and up	107	12.08%	49.8	2	25	61	19
Total Pending Units	886			89	452	302	43
Total Pending Volume	206,141,710	100%	33.8	12.14M	87.79M	87.50M	18.70M
Average Listing Price	\$232,283			\$136,440	\$194,231	\$289,750	\$434,916

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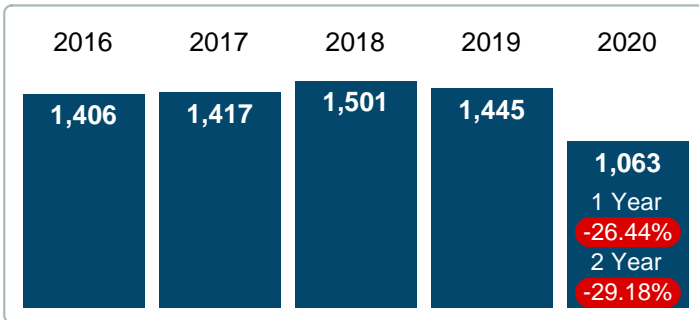
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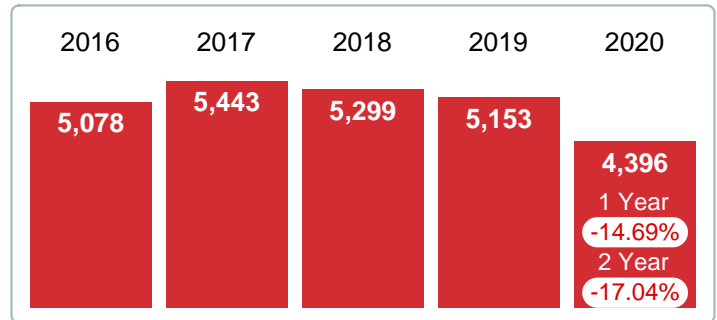
NEW LISTINGS

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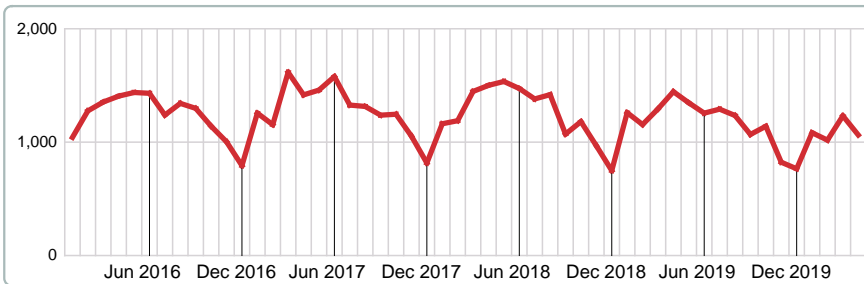
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,366

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **1,063**
below the 5 yr APR average of **1,366**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	102	9.60%	41	55	4	2
\$100,001 - \$150,000	131	12.32%	17	104	10	0
\$150,001 - \$175,000	106	9.97%	8	85	13	0
\$175,001 - \$275,000	318	29.92%	11	159	134	14
\$275,001 - \$350,000	139	13.08%	3	51	70	15
\$350,001 - \$475,000	152	14.30%	1	40	87	24
\$475,001 and up	115	10.82%	4	11	56	44
Total New Listed Units	1,063		85	505	374	99
Total New Listed Volume	306,410,442	100%	13.76M	105.82M	132.72M	54.10M
Average New Listed Listing Price	\$259,024		\$161,905	\$209,553	\$354,866	\$546,511

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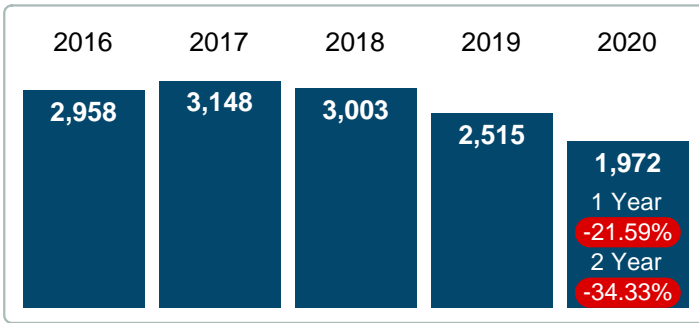
Area Delimited by County Of Tulsa - Residential Property Type



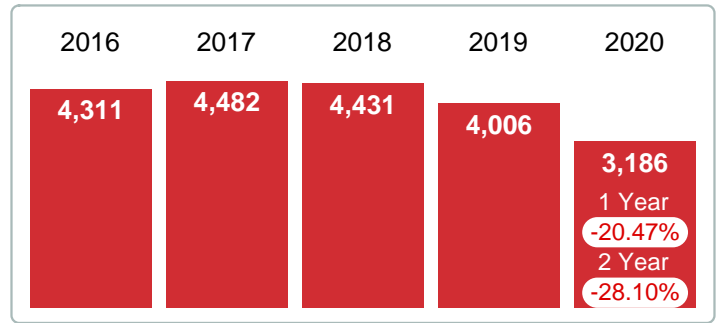
ACTIVE INVENTORY

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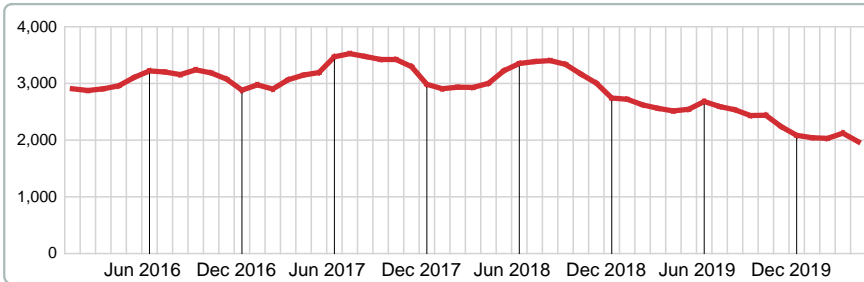
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

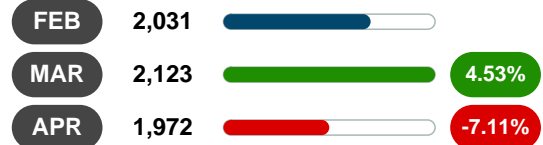


3 MONTHS

5 year APR AVG = 2,719

High Jul 2017 3,526 Low Apr 2020 1,972

Inventory this month at 1,972 below the 5 yr APR average of 2,719



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	190	9.63%	72.0	89	84	15	2
\$100,001 - \$150,000	180	9.13%	68.2	56	104	18	2
\$150,001 - \$225,000	332	16.84%	53.2	27	204	93	8
\$225,001 - \$350,000	479	24.29%	51.6	23	179	232	45
\$350,001 - \$450,000	346	17.55%	59.0	4	100	189	53
\$450,001 - \$675,000	242	12.27%	73.9	4	42	134	62
\$675,001 and up	203	10.29%	72.6	3	12	89	99
Total Active Inventory by Units	1,972			206	725	770	271
Total Active Inventory by Volume	741,095,491	100%	61.5	31.09M	188.58M	331.03M	190.40M
Average Active Inventory Listing Price	\$375,809			\$150,919	\$260,104	\$429,908	\$702,589

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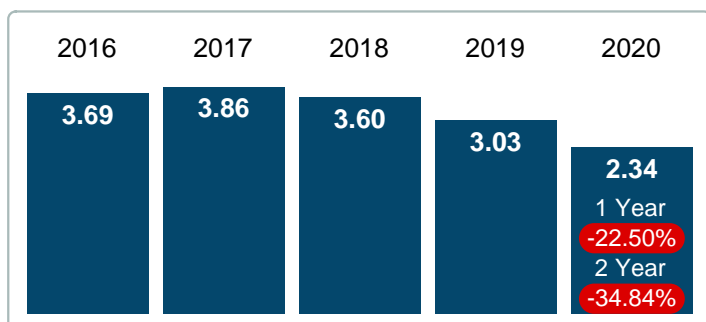
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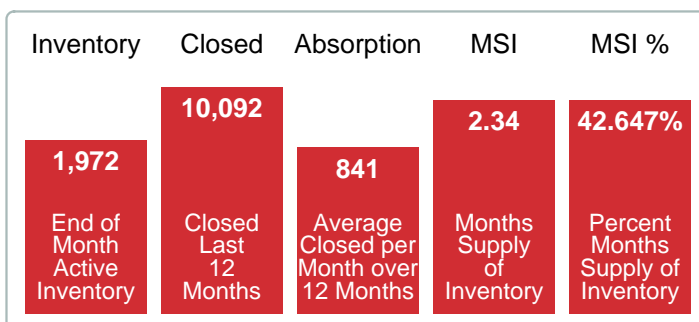
MONTHS SUPPLY of INVENTORY (MSI)

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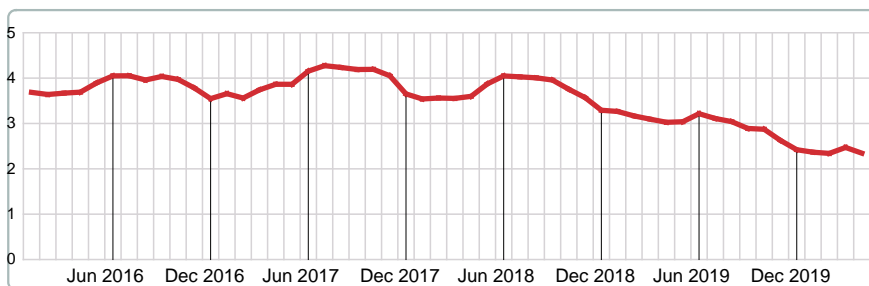
MSI FOR APRIL



INDICATORS FOR APRIL 2020

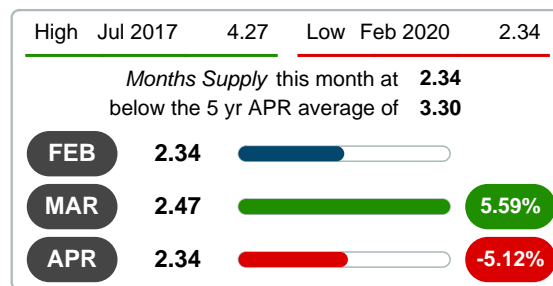


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.30



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
\$100,000 and less	190	9.63%	1.50	1.72	1.24	2.25	4.00
\$100,001 - \$150,000	180	9.13%	1.11	3.08	0.82	1.17	1.26
\$150,001 - \$225,000	332	16.84%	1.26	1.76	1.20	1.29	1.52
\$225,001 - \$350,000	479	24.29%	2.54	4.52	2.58	2.36	2.87
\$350,001 - \$450,000	346	17.55%	6.23	4.36	7.27	5.55	7.85
\$450,001 - \$675,000	242	12.27%	7.98	48.00	6.63	8.46	7.67
\$675,001 and up	203	10.29%	14.00	18.00	5.76	11.87	20.84
Market Supply of Inventory (MSI)			2.34	2.25	1.59	3.08	6.36
Total Active Inventory by Units		100%	2.34	206	725	770	271

April 2020



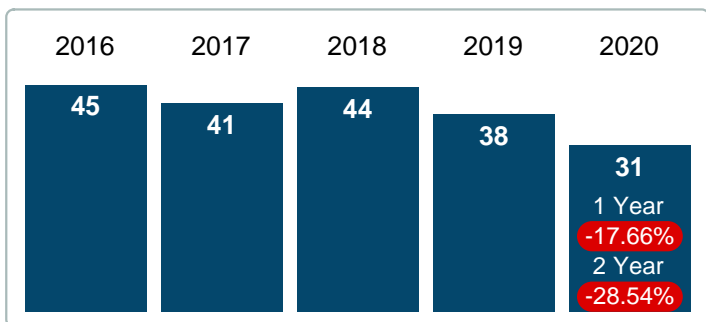
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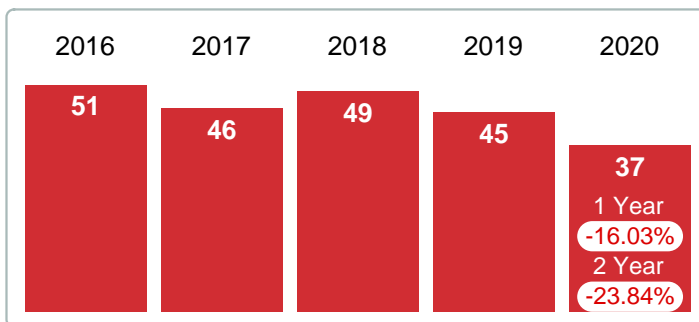
AVERAGE DAYS ON MARKET TO SALE

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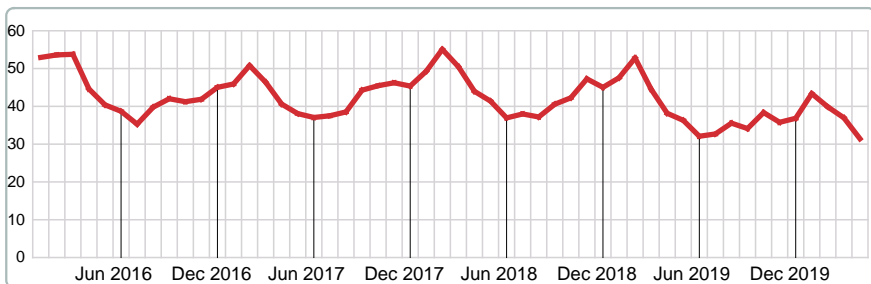
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

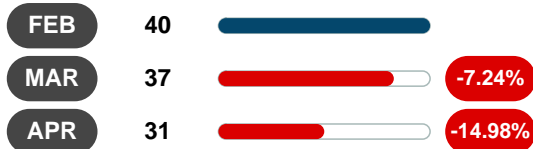


3 MONTHS

5 year APR AVG = 40

High Feb 2018 55 Low Apr 2020 31

Average Days on Market to Sale this month at 31 below the 5 yr APR average of 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	7.98%	35	38	33	20	0
\$75,001 - \$125,000	14.07%	17	24	14	9	44
\$125,001 - \$150,000	11.79%	23	30	23	20	0
\$150,001 - \$225,000	29.28%	31	43	29	33	29
\$225,001 - \$275,000	14.45%	40	96	38	36	56
\$275,001 - \$350,000	10.90%	34	46	34	39	10
\$350,001 and up	11.53%	43	1	44	43	44
Average Closed DOM		31	35	28	37	35
Total Closed Units	100%	31	84	434	238	33
Total Closed Volume		169,946,460	9.46M	78.21M	69.83M	12.45M

April 2020



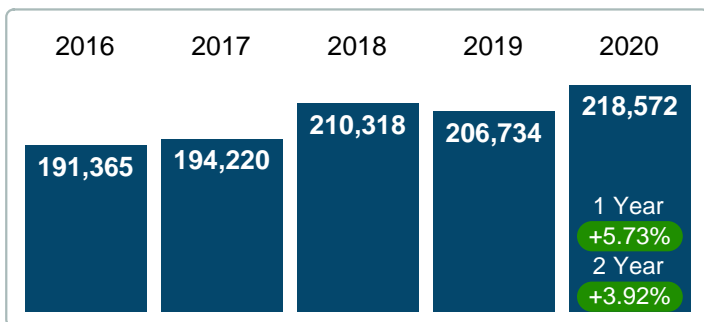
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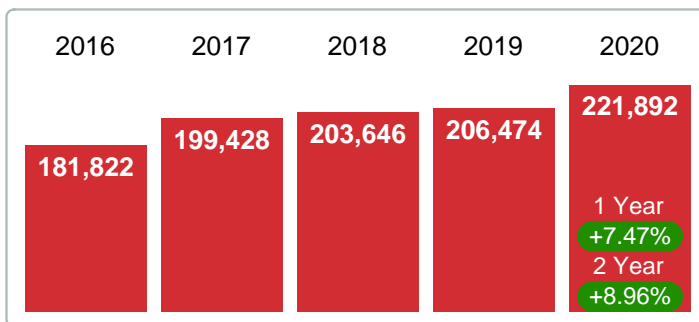
AVERAGE LIST PRICE AT CLOSING

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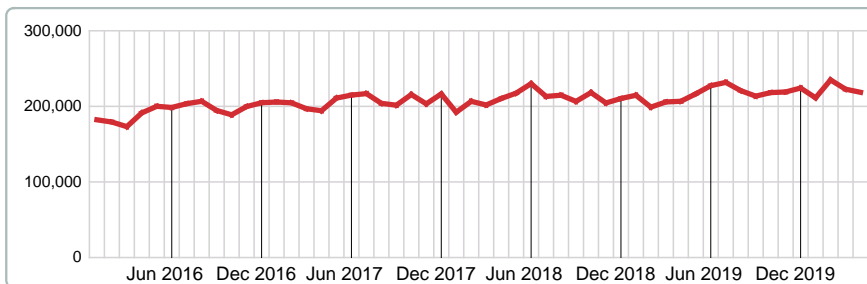
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

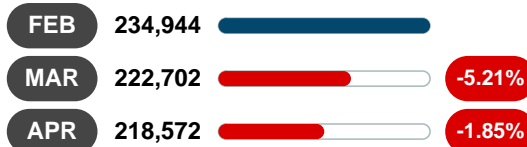


3 MONTHS

5 year APR AVG = 204,242

High Feb 2020 234,944 Low Mar 2016 173,132

Average List Price at Closing this month at **218,572**
above the 5 yr APR average of **204,242**



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 63	7.98%	51,009	48,407	55,793	51,933	0
\$75,001 - \$125,000 110	13.94%	103,800	98,465	106,440	103,038	200,000
\$125,001 - \$150,000 96	12.17%	139,733	141,983	139,032	140,114	0
\$150,001 - \$225,000 220	27.88%	186,721	189,355	186,152	193,210	192,781
\$225,001 - \$275,000 121	15.34%	248,509	255,000	248,999	252,009	228,633
\$275,001 - \$350,000 90	11.41%	312,578	307,000	311,336	310,960	318,955
\$350,001 and up 89	11.28%	507,044	849,000	498,686	480,685	595,925
Average List Price		218,572	116,952	182,198	298,161	381,613
Total Closed Units		789	84	434	238	33
Total Closed Volume		172,453,179	9.82M	79.07M	70.96M	12.59M

April 2020



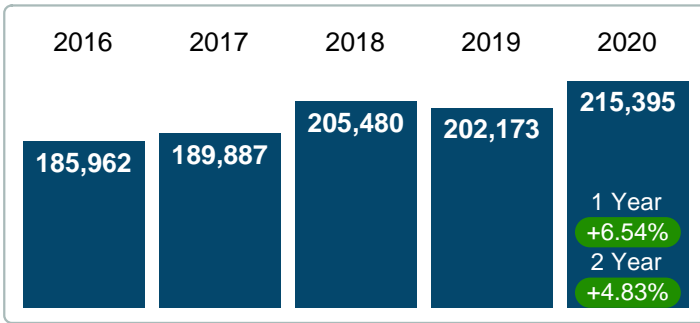
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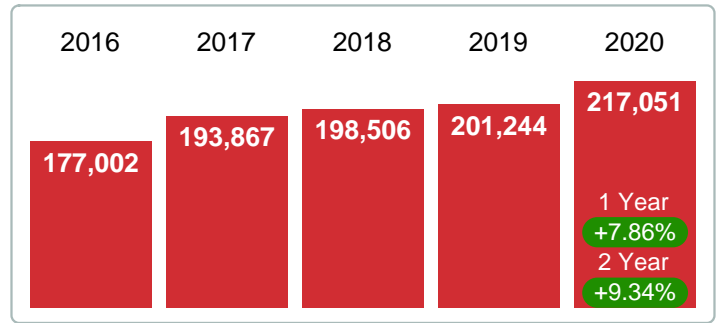
AVERAGE SOLD PRICE AT CLOSING

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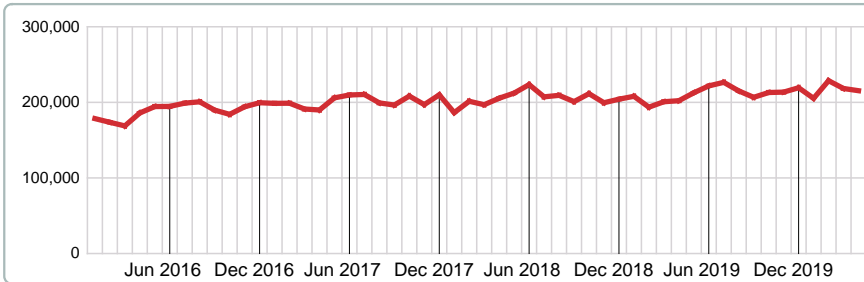
APRIL



YEAR TO DATE (YTD)

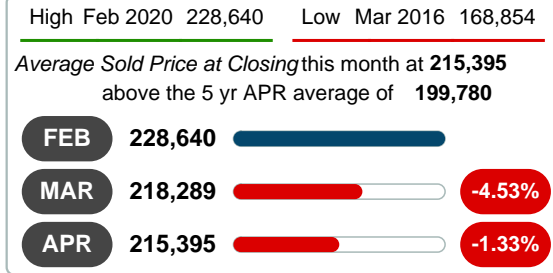


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 199,780



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	7.98%	47,686	45,708	49,432	50,000	0
\$75,001 - \$125,000	14.07%	102,399	95,032	104,794	107,750	120,000
\$125,001 - \$150,000	11.79%	138,321	140,717	138,058	139,271	0
\$150,001 - \$225,000	29.28%	184,961	178,625	183,766	188,595	193,250
\$225,001 - \$275,000	14.45%	247,858	242,963	247,197	248,538	249,850
\$275,001 - \$350,000	10.90%	309,340	301,900	310,357	307,654	316,938
\$350,001 and up	11.53%	495,901	849,000	499,613	472,224	579,296
Average Sold Price		215,395	112,572	180,216	293,406	377,150
Total Closed Units	100%	789	84	434	238	33
Total Closed Volume		169,946,460	9.46M	78.21M	69.83M	12.45M

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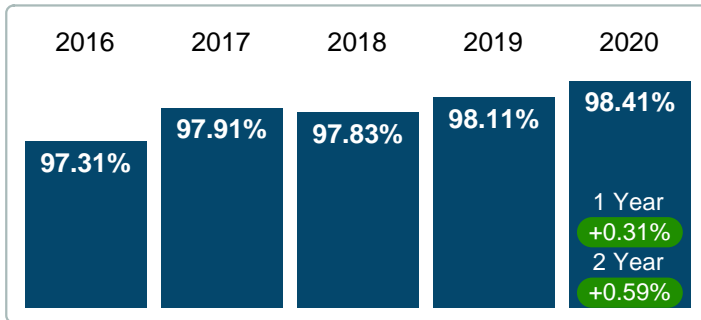
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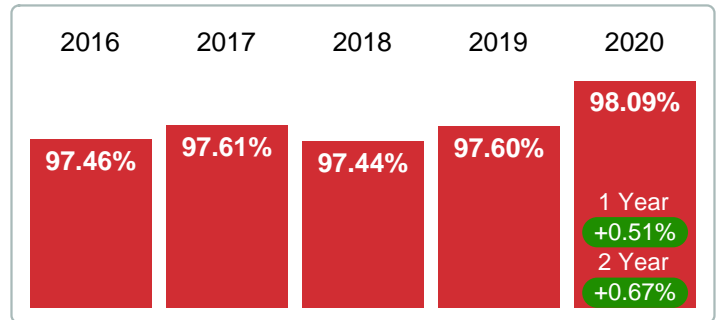
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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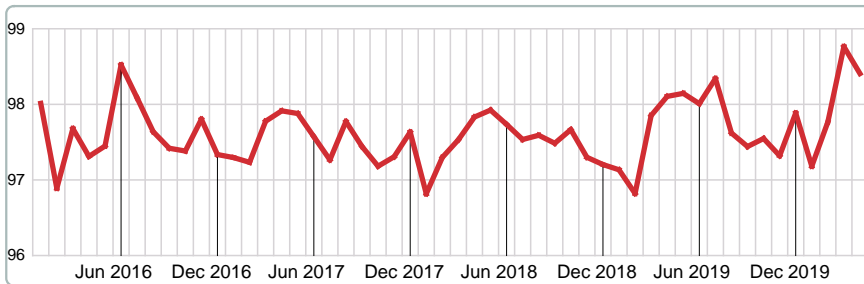
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

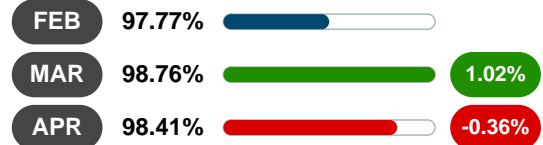


3 MONTHS

5 year APR AVG = 97.91%

High Mar 2020 98.76% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.41%**
equal to 5 yr APR average of **97.91%**



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	63	7.98%	91.57%	95.15%	87.49%	96.52%	0.00%
\$75,001 - \$125,000	111	14.07%	98.48%	97.45%	98.93%	107.25%	60.00%
\$125,001 - \$150,000	93	11.79%	99.39%	99.12%	99.39%	99.71%	0.00%
\$150,001 - \$225,000	231	29.28%	98.40%	94.93%	98.82%	97.83%	100.23%
\$225,001 - \$275,000	114	14.45%	100.22%	95.26%	99.32%	98.67%	121.45%
\$275,001 - \$350,000	86	10.90%	99.29%	98.26%	99.94%	98.96%	99.36%
\$350,001 and up	91	11.53%	98.94%	100.00%	101.13%	98.46%	98.01%
Average Sold/List Ratio		98.40%		96.36%	98.38%	98.61%	102.47%
Total Closed Units	789	100%	98.40%	84	434	238	33
Total Closed Volume	169,946,460			9.46M	78.21M	69.83M	12.45M

April 2020



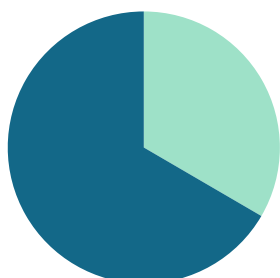
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

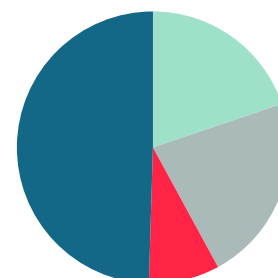


Inventory
 New Listings
1,063 = 33.40%
 Start Inventory
2,120
 Total Inventory Units
3,183
 Volume
\$1,081,442,196

Market Activity

Closed Sales
789 = 19.81%
 Pending Sales
886 = 22.25%
 Other Off Market
335 = 8.41%
 Active Inventory
1,972 = 49.52%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,006	789	-21.57%	3,091	2,850	-7.80%
Pending Sales	1,175	886	-24.60%	3,809	3,344	-12.21%
New Listings	1,445	1,063	-26.44%	5,153	4,396	-14.69%
Average List Price	206,734	218,572	+5.73%	206,474	221,892	+7.47%
Average Sale Price	202,173	215,395	+6.54%	201,244	217,051	+7.86%
Average Percent of Selling Price to List Price	98.11%	98.41%	+0.31%	97.60%	98.09%	+0.51%
Average Days on Market to Sale	38.17	31.43	-17.66%	44.65	37.49	-16.03%
Monthly Inventory	2,509	1,972	-21.40%	2,509	1,972	-21.40%
Months Supply of Inventory	3.02	2.34	-22.31%	3.02	2.34	-22.31%

Absorption: Last 12 months, an Average of **841** Sales/Month

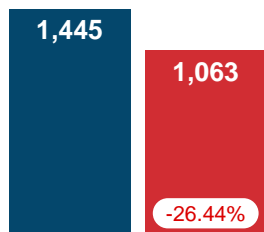
Inventory on April 30, 2020 = **1,972**

2019 **2020**

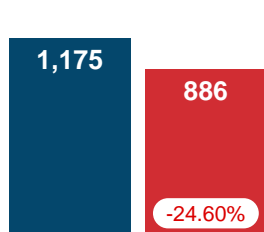
APRIL MARKET

AVERAGE PRICES

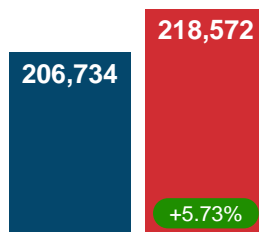
New Listings



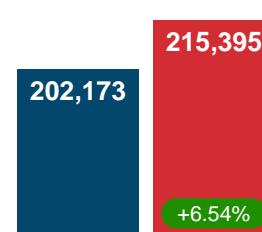
Pending Listings



List Price



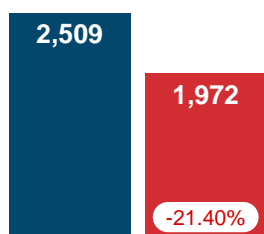
Sale Price



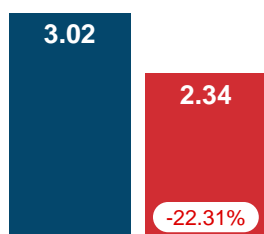
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

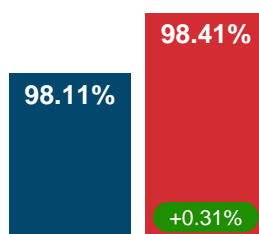
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

