

August 2020



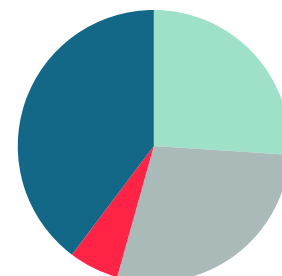
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	1,455	1,584	8.87%
Pending Listings	1,356	1,723	27.06%
New Listings	1,814	1,853	2.15%
Average List Price	208,316	252,223	21.08%
Average Sale Price	203,526	248,457	22.08%
Average Percent of Selling Price to List Price	97.63%	98.69%	1.09%
Average Days on Market to Sale	36.86	28.77	-21.95%
End of Month Inventory	3,867	2,417	-37.50%
Months Supply of Inventory	3.24	1.94	-40.18%



■ Closed (26.03%)
■ Pending (28.32%)
■ Other OffMarket (5.93%)
■ Active (39.72%)

Absorption: Last 12 months, an Average of **1,248** Sales/Month
Active Inventory as of August 31, 2020 = **2,417**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **37.50%** to 2,417 existing homes available for sale. Over the last 12 months this area has had an average of 1,248 closed sales per month. This represents an unsold inventory index of **1.94** 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 **22.08%** in August 2020 to \$248,457 versus the previous year at \$203,526.

Average Days on Market Shortens

The average number of **28.77** days that homes spent on the market before selling decreased by 8.09 days or **21.95%** in August 2020 compared to last year's same month at **36.86** DOM.

Sales Success for August 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 1,853 New Listings in August 2020, up **2.15%** from last year at 1,814. Furthermore, there were 1,584 Closed Listings this month versus last year at 1,455, a **8.87%** increase.

Closed versus Listed trends yielded a **85.5%** ratio, up from previous year's, August 2019, at **80.2%**, a **6.57%** 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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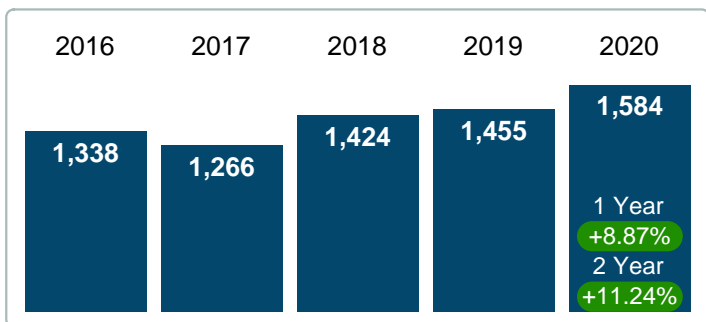
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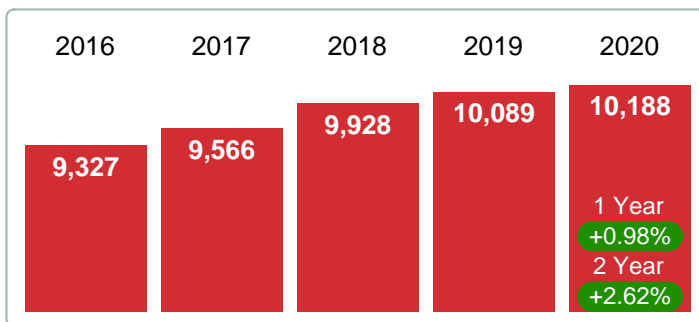
CLOSED LISTINGS

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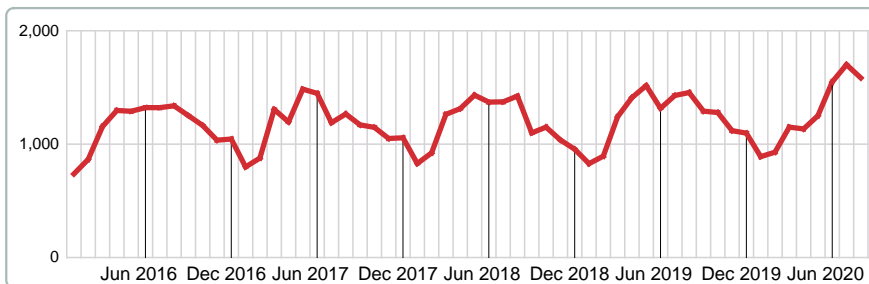
AUGUST



YEAR TO DATE (YTD)

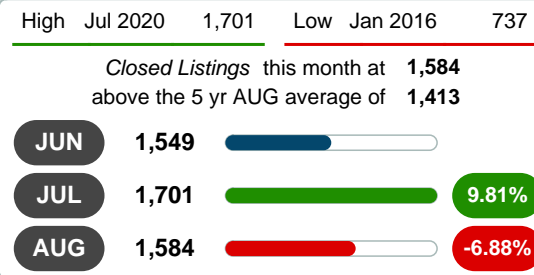


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,413



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	152	9.60%	34.3	69	65	16	2
\$100,001 - \$125,000	103	6.50%	18.4	21	75	7	0
\$125,001 - \$175,000	316	19.95%	16.0	26	251	39	0
\$175,001 - \$225,000	314	19.82%	17.8	11	202	87	14
\$225,001 - \$300,000	310	19.57%	31.2	11	137	139	23
\$300,001 - \$425,000	231	14.58%	40.7	4	63	122	42
\$425,001 and up	158	9.97%	55.2	1	19	95	43
Total Closed Units	1,584			143	812	505	124
Total Closed Volume	393,555,454	100%	28.8	17.54M	159.76M	162.87M	53.38M
Average Closed Price	\$248,457			\$122,629	\$196,752	\$322,523	\$430,509

August 2020



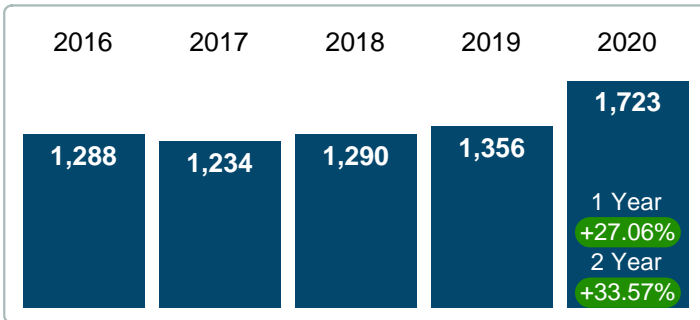
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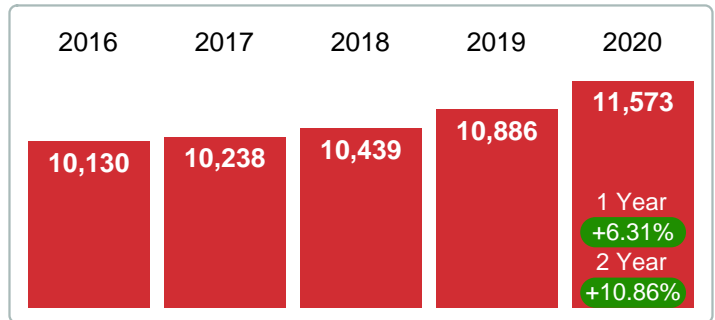
PENDING LISTINGS

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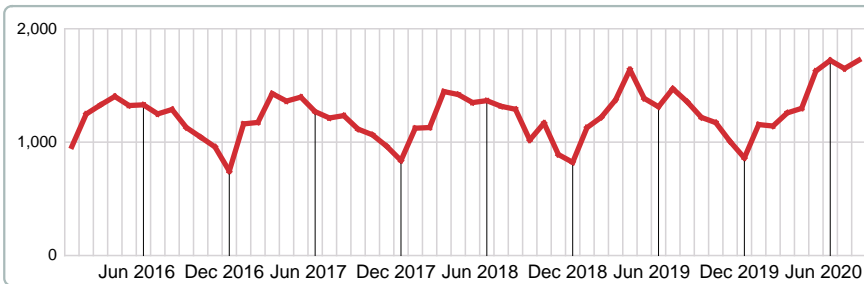
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

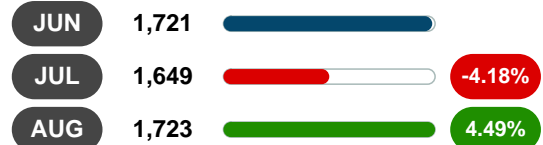


3 MONTHS

5 year AUG AVG = 1,378

High Aug 2020 1,723 Low Dec 2016 745

Pending Listings this month at 1,723 above the 5 yr AUG average of 1,378



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	90	5.22%	44.7	49	31	8	2
\$75,001 - \$125,000	174	10.10%	24.8	47	117	9	1
\$125,001 - \$175,000	366	21.24%	23.2	27	301	38	0
\$175,001 - \$225,000	330	19.15%	24.3	12	208	104	6
\$225,001 - \$300,000	349	20.26%	26.3	12	151	162	24
\$300,001 - \$400,000	220	12.77%	37.2	3	70	120	27
\$400,001 and up	194	11.26%	52.8	5	27	110	52
Total Pending Units	1,723			155	905	551	112
Total Pending Volume	428,067,989	100%	30.1	20.23M	179.16M	174.34M	54.34M
Average Listing Price	\$249,306			\$130,527	\$197,962	\$316,406	\$485,190

August 2020



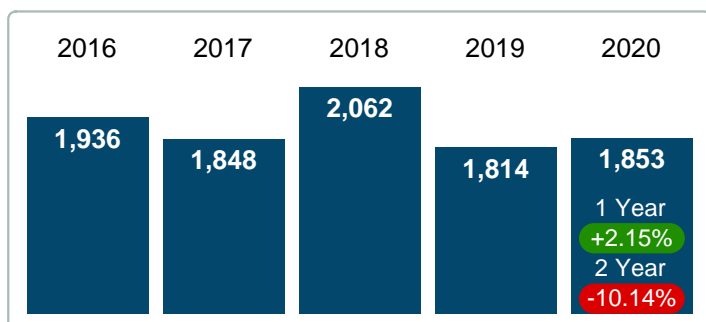
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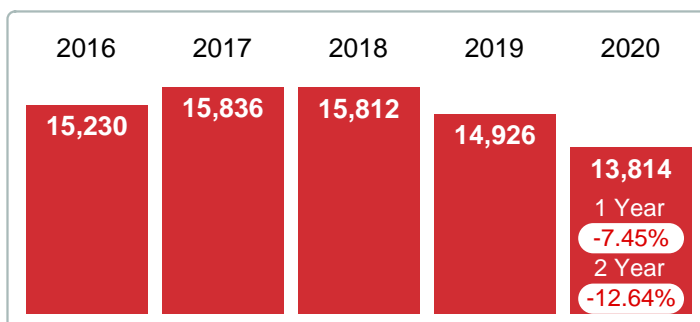
NEW LISTINGS

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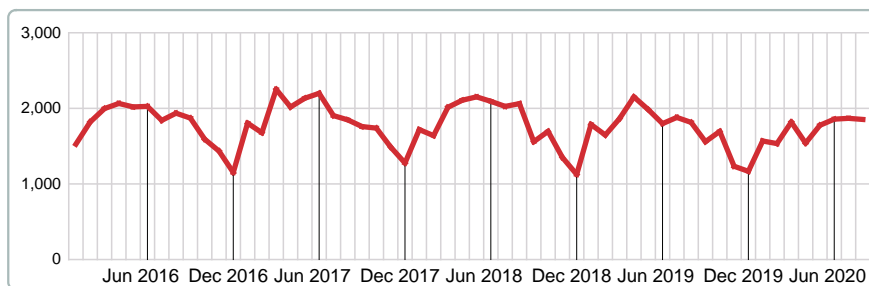
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

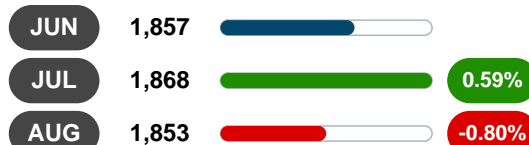


3 MONTHS

5 year AUG AVG = 1,903

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

New Listings this month at 1,853 below the 5 yr AUG average of 1,903



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	95	5.13%	51	32	9	3
\$75,001 - \$125,000	199	10.74%	50	129	16	4
\$125,001 - \$175,000	357	19.27%	22	293	38	4
\$175,001 - \$250,000	511	27.58%	17	304	182	8
\$250,001 - \$325,000	260	14.03%	12	111	117	20
\$325,001 - \$425,000	203	10.96%	8	69	108	18
\$425,001 and up	228	12.30%	4	36	129	59
Total New Listed Units	1,853		164	974	599	116
Total New Listed Volume	496,420,947	100%	22.92M	204.52M	204.34M	64.64M
Average New Listed Listing Price	\$251,510		\$139,757	\$209,980	\$341,136	\$557,235

August 2020



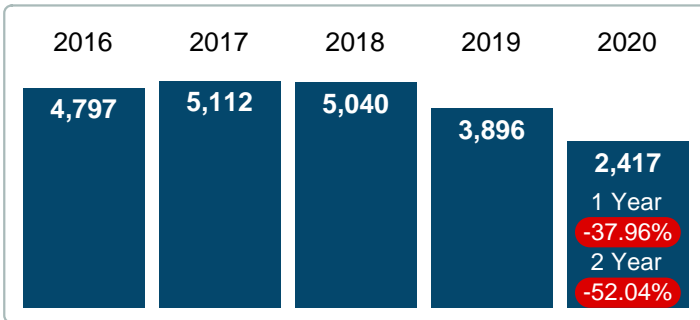
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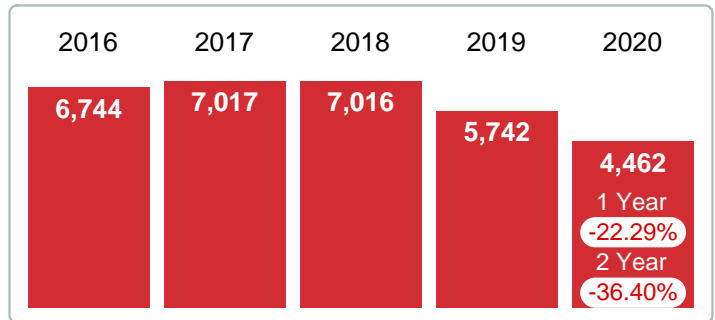
ACTIVE INVENTORY

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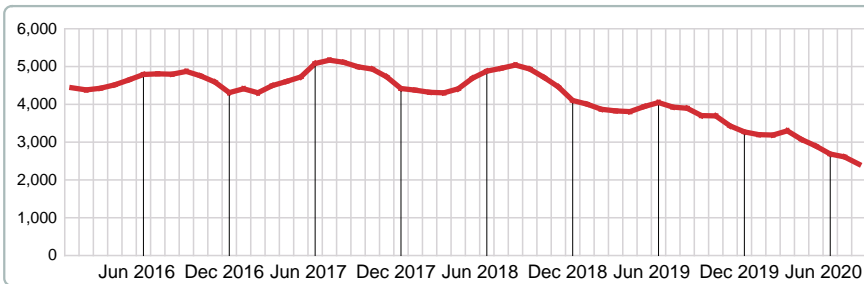
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

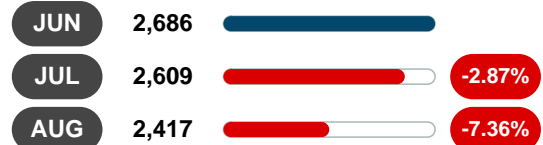


3 MONTHS

5 year AUG AVG = 4,252

High Jul 2017 5,169 Low Aug 2020 2,417

Inventory this month at 2,417 below the 5 yr AUG average of 4,252



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	194	8.03%	94.9	100	77	13	4
\$75,001 - \$150,000	331	13.69%	57.8	68	220	36	7
\$150,001 - \$200,000	279	11.54%	47.2	13	203	56	7
\$200,001 - \$325,000	632	26.15%	49.8	30	319	254	29
\$325,001 - \$425,000	366	15.14%	69.7	15	118	192	41
\$425,001 - \$700,000	368	15.23%	71.3	7	76	194	91
\$700,001 and up	247	10.22%	79.9	5	39	104	99
Total Active Inventory by Units	2,417			238	1,052	849	278
Total Active Inventory by Volume	890,162,638	100%	63.6	38.39M	276.52M	369.92M	205.33M
Average Active Inventory Listing Price	\$368,292			\$161,312	\$262,848	\$435,717	\$738,598

August 2020



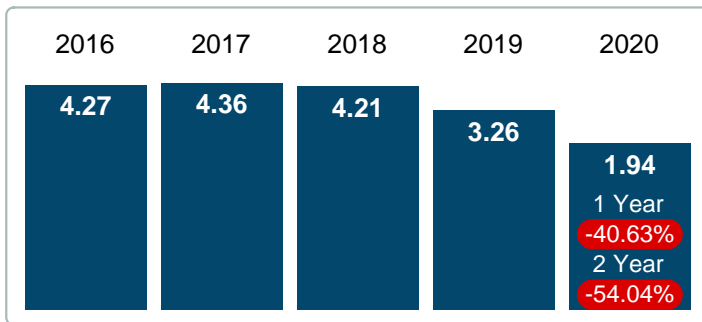
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



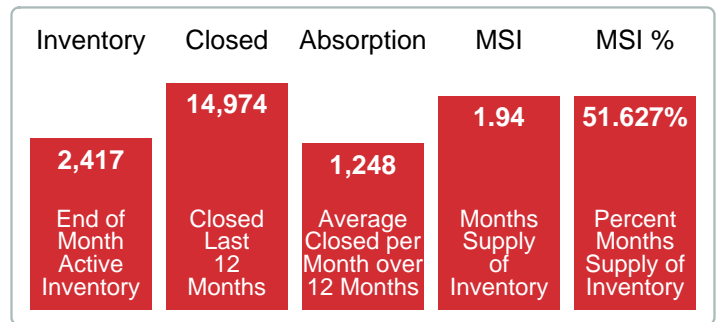
MONTHS SUPPLY of INVENTORY (MSI)

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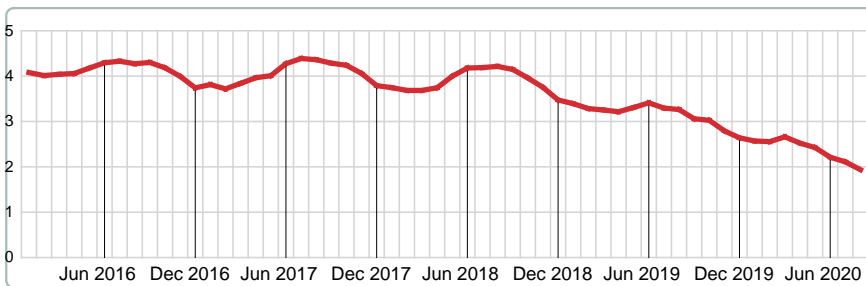
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

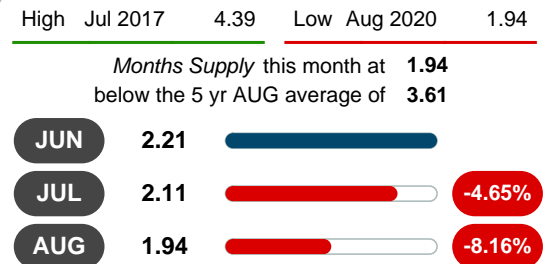


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.61



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	194	8.03%	1.76	1.97	1.52	1.63	6.00
\$75,001 - \$150,000	331	13.69%	1.11	1.51	0.99	1.30	2.80
\$150,001 - \$200,000	279	11.54%	0.94	0.83	0.96	0.84	1.53
\$200,001 - \$325,000	632	26.15%	1.78	2.55	1.97	1.56	1.62
\$325,001 - \$425,000	366	15.14%	3.43	10.00	4.30	3.05	2.78
\$425,001 - \$700,000	368	15.23%	5.71	28.00	6.25	5.54	5.35
\$700,001 and up	247	10.22%	14.05	20.00	21.27	11.77	14.85
Market Supply of Inventory (MSI)			1.94	1.90	1.53	2.28	4.34
Total Active Inventory by Units		100%	1.94	238	1,052	849	278

August 2020



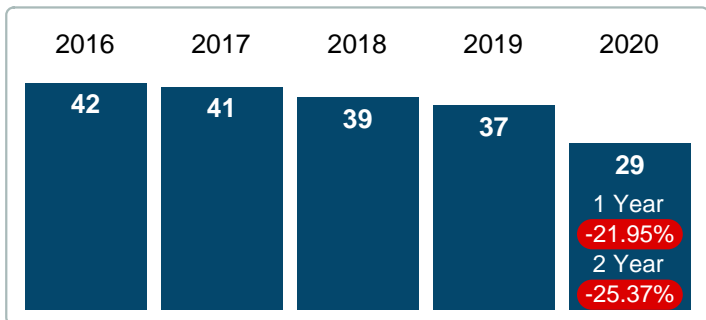
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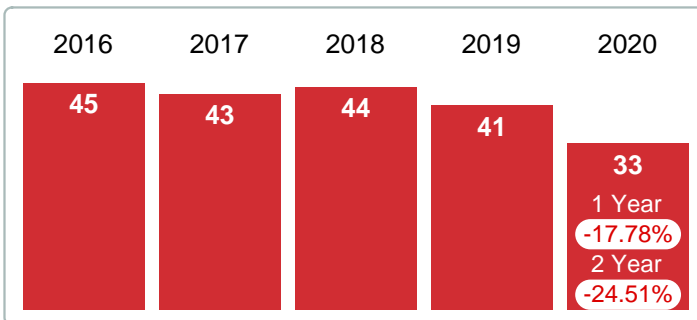
AVERAGE DAYS ON MARKET TO SALE

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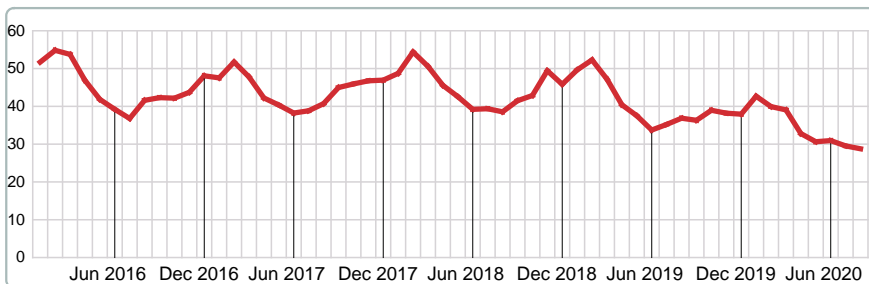
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

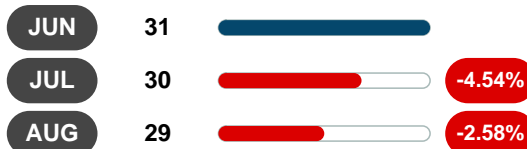


3 MONTHS

5 year AUG AVG = 37

High Feb 2016 55 Low Aug 2020 29

Average Days on Market to Sale this month at 29 below the 5 yr AUG average of 37



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
\$100,000 and less	9.60%	34	35	31	43	40
\$100,001 - \$125,000	6.50%	18	20	17	28	0
\$125,001 - \$175,000	19.95%	16	29	14	23	0
\$175,001 - \$225,000	19.82%	18	7	16	22	29
\$225,001 - \$300,000	19.57%	31	10	28	33	50
\$300,001 - \$425,000	14.58%	41	5	46	38	45
\$425,001 and up	9.97%	55	42	73	39	83
Average Closed DOM		29	27	22	33	57
Total Closed Units	100%	29	143	812	505	124
Total Closed Volume		393,555,454	17.54M	159.76M	162.87M	53.38M

August 2020



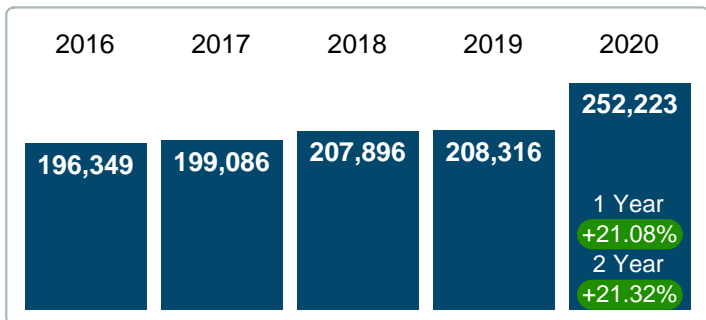
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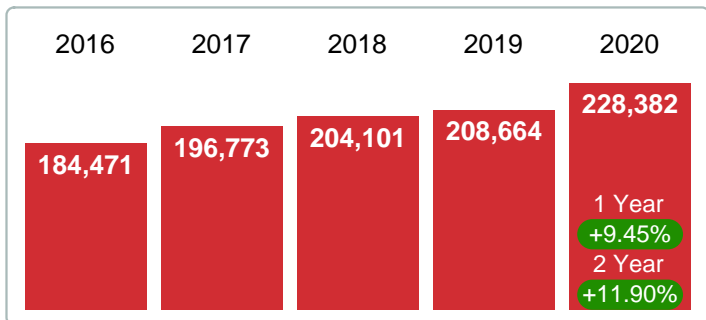
AVERAGE LIST PRICE AT CLOSING

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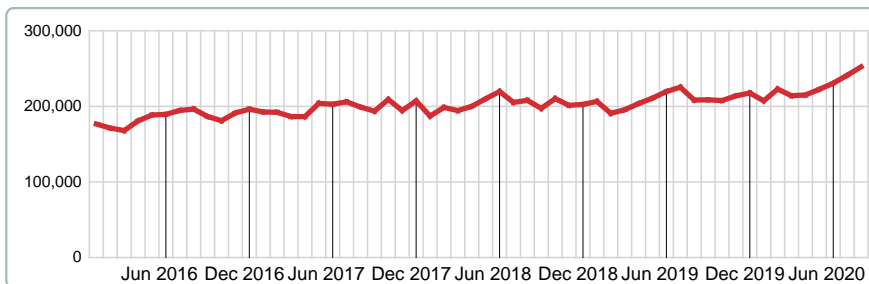
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 212,774

High Aug 2020 252,223 Low Mar 2016 167,971

Average List Price at Closing this month at **252,223**
above the 5 yr AUG average of **212,774**

JUN	230,636	<div style="width: 80%;"></div>
JUL	241,077	<div style="width: 90%;"></div> 4.53%
AUG	252,223	<div style="width: 95%;"></div> 4.62%

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
\$100,000 and less 150	9.47%	66,202	58,315	76,406	65,500	74,650
\$100,001 - \$125,000 103	6.50%	115,974	118,838	117,337	117,286	0
\$125,001 - \$175,000 314	19.82%	152,884	152,804	152,859	157,898	0
\$175,001 - \$225,000 312	19.70%	198,948	192,127	200,094	199,419	201,214
\$225,001 - \$300,000 320	20.20%	262,353	260,518	262,086	260,609	275,335
\$300,001 - \$425,000 221	13.95%	359,215	353,375	351,102	361,516	368,886
\$425,001 and up 164	10.35%	635,544	980,000	578,032	624,529	703,889
Average List Price		252,223	124,929	198,967	326,805	444,028
Total Closed Units	100%	252,223	143	812	505	124
Total Closed Volume		399,521,671	17.86M	161.56M	165.04M	55.06M

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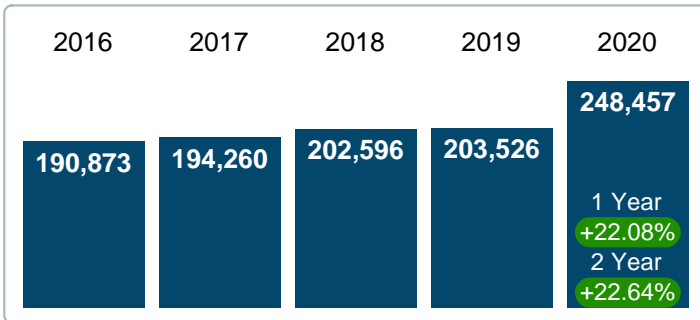
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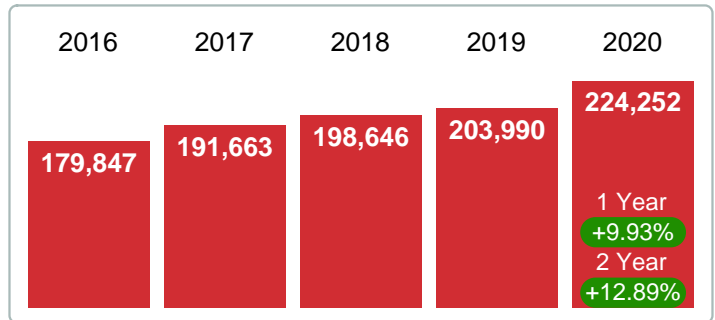
AVERAGE SOLD PRICE AT CLOSING

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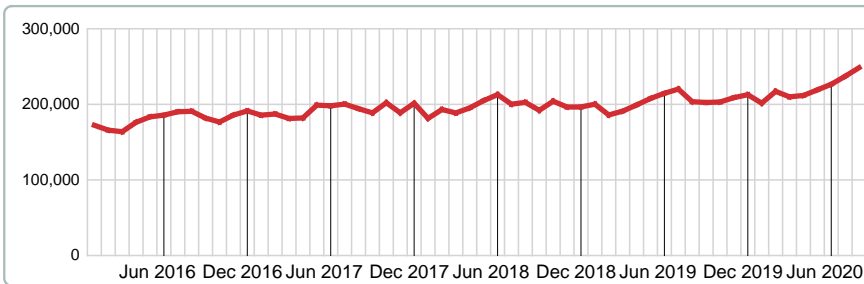
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

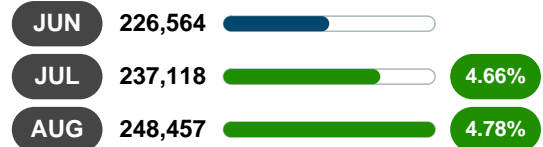


3 MONTHS

5 year AUG AVG = 207,942

High Aug 2020 248,457 Low Mar 2016 163,799

Average Sold Price at Closing this month at **248,457** above the 5 yr AUG average of **207,942**



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
\$100,000 and less	152	9.60%	63,443	55,278	72,116	61,988	74,926
\$100,001 - \$125,000	103	6.50%	115,007	117,183	114,694	111,831	0
\$125,001 - \$175,000	316	19.95%	152,753	150,828	152,636	154,787	0
\$175,001 - \$225,000	314	19.82%	198,347	193,405	198,353	199,160	197,100
\$225,001 - \$300,000	310	19.57%	260,295	258,428	259,604	259,414	270,620
\$300,001 - \$425,000	231	14.58%	355,733	358,563	344,969	359,337	361,140
\$425,001 and up	158	9.97%	624,367	935,000	568,168	608,821	676,320
Average Sold Price			248,457	122,629	196,752	322,523	430,509
Total Closed Units		100%	1,584	143	812	505	124
Total Closed Volume			393,555,454	17.54M	159.76M	162.87M	53.38M

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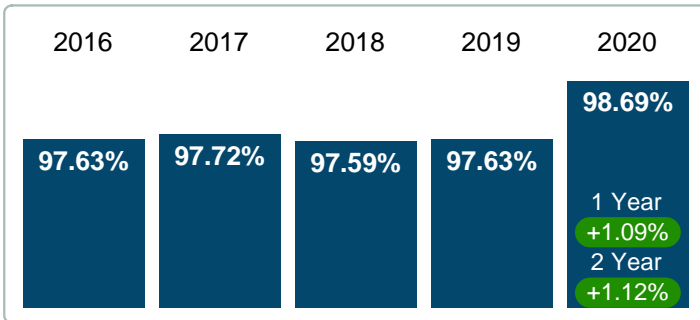
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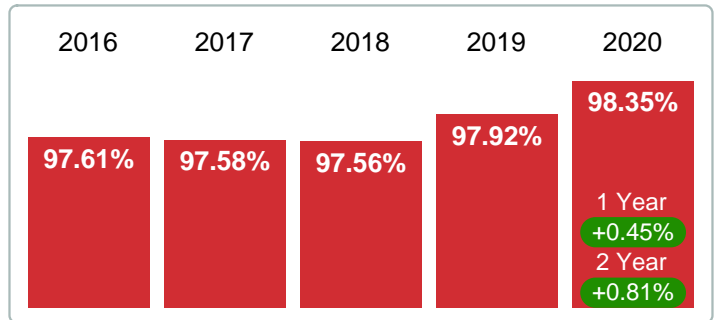
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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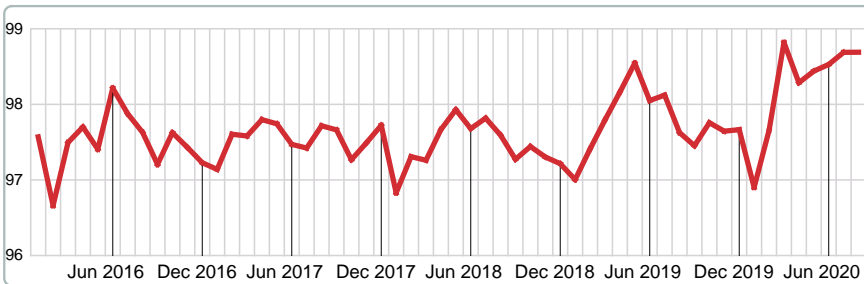
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

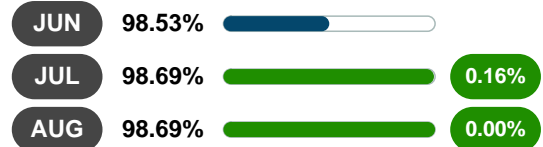


3 MONTHS

5 year AUG AVG = 97.85%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.69%** above the 5 yr AUG average of **97.85%**



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
\$100,000 and less	152	9.60%	94.55%	94.20%	94.15%	97.09%	99.12%
\$100,001 - \$125,000	103	6.50%	98.09%	98.77%	98.10%	96.02%	0.00%
\$125,001 - \$175,000	316	19.95%	99.74%	99.02%	99.99%	98.60%	0.00%
\$175,001 - \$225,000	314	19.82%	99.49%	100.74%	99.32%	99.94%	98.09%
\$225,001 - \$300,000	310	19.57%	99.30%	99.22%	99.16%	99.59%	98.38%
\$300,001 - \$425,000	231	14.58%	98.97%	102.19%	98.39%	99.47%	98.09%
\$425,001 and up	158	9.97%	97.78%	95.41%	98.38%	98.16%	96.73%
Average Sold/List Ratio		98.70%		96.87%	98.88%	99.15%	97.69%
Total Closed Units		1,584	100%	143	812	505	124
Total Closed Volume		393,555,454		17.54M	159.76M	162.87M	53.38M

August 2020



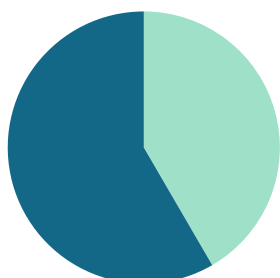
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

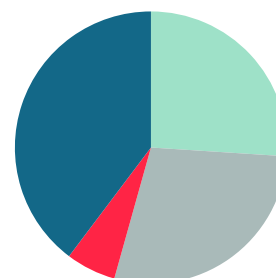


Inventory
 New Listings
1,853 = 41.61%
 Start Inventory
2,600
 Total Inventory Units
4,453
 Volume
\$1,450,631,524

Market Activity

Closed Sales
1,584 = 26.03%
 Pending Sales
1,723 = 28.32%
 Other Off Market
361 = 5.93%
 Active Inventory
2,417 = 39.72%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,455	1,584	8.87%	10,089	10,188	0.98%
Pending Sales	1,356	1,723	27.06%	10,886	11,573	6.31%
New Listings	1,814	1,853	2.15%	14,926	13,814	-7.45%
Average List Price	208,316	252,223	21.08%	208,664	228,382	9.45%
Average Sale Price	203,526	248,457	22.08%	203,990	224,252	9.93%
Average Percent of Selling Price to List Price	97.63%	98.69%	1.09%	97.92%	98.35%	0.45%
Average Days on Market to Sale	36.86	28.77	-21.95%	40.50	33.30	-17.78%
Monthly Inventory	3,867	2,417	-37.50%	3,867	2,417	-37.50%
Months Supply of Inventory	3.24	1.94	-40.18%	3.24	1.94	-40.18%

Absorption: Last 12 months, an Average of **1,248** Sales/Month

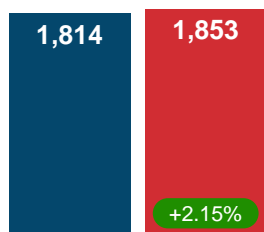
Inventory on August 31, 2020 = **2,417**

2019 **2020**

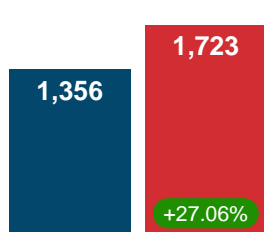
AUGUST MARKET

AVERAGE PRICES

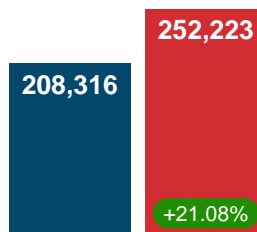
New Listings



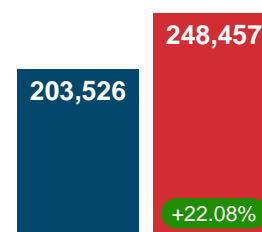
Pending Listings



List Price



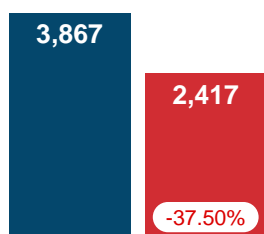
Sale Price



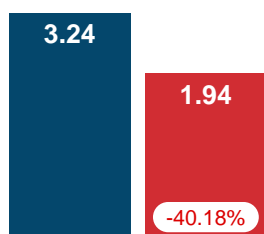
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

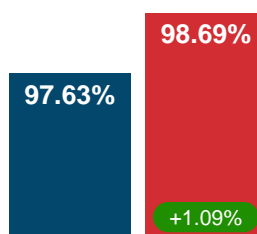
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

