

August 2020



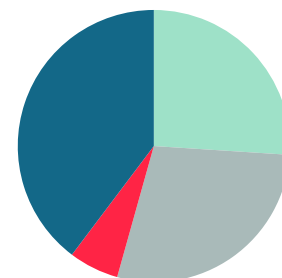
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	174,900	209,900	20.01%
Median Sale Price	171,000	208,000	21.64%
Median Percent of Selling Price to List Price	99.18%	100.00%	0.82%
Median Days on Market to Sale	19.00	9.00	-52.63%
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.

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 **21.64%** in August 2020 to \$208,000 versus the previous year at \$171,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 10.00 days or **52.63%** in August 2020 compared to last year's same month at **19.00** DOM.

Sales Success for August 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 1,853 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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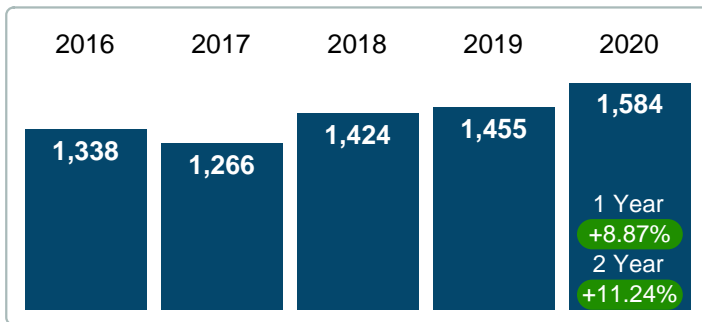
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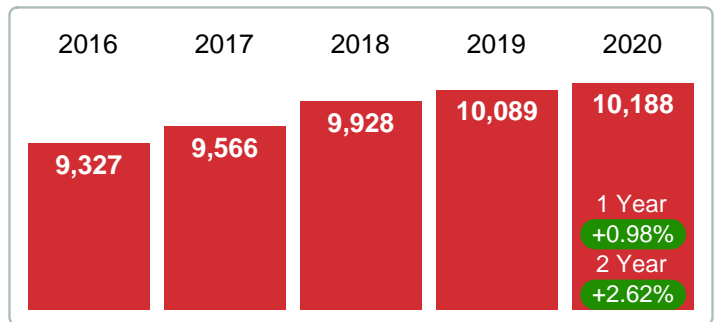
CLOSED LISTINGS

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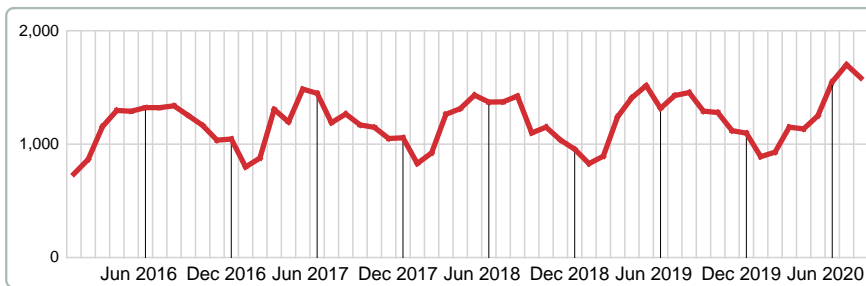
AUGUST



YEAR TO DATE (YTD)

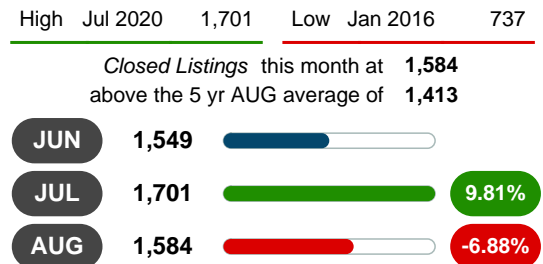


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,413



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	152	9.60%	14.0	69	65	16	2
\$100,001 - \$125,000	103	6.50%	5.0	21	75	7	0
\$125,001 - \$175,000	316	19.95%	4.0	26	251	39	0
\$175,001 - \$225,000	314	19.82%	5.0	11	202	87	14
\$225,001 - \$300,000	310	19.57%	12.5	11	137	139	23
\$300,001 - \$425,000	231	14.58%	18.0	4	63	122	42
\$425,001 and up	158	9.97%	37.5	1	19	95	43
Total Closed Units	1,584			143	812	505	124
Total Closed Volume	393,555,454	100%	9.0	17.54M	159.76M	162.87M	53.38M
Median Closed Price	\$208,000			\$110,000	\$178,413	\$277,000	\$361,450

August 2020



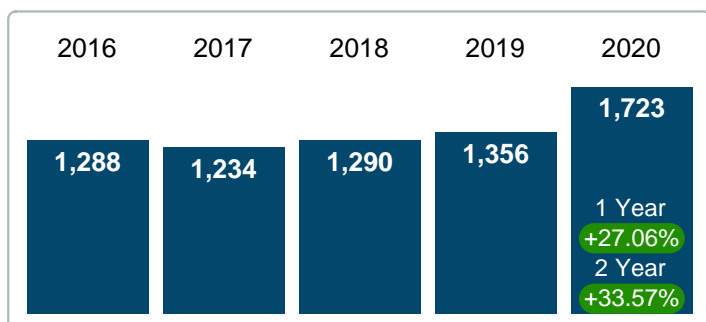
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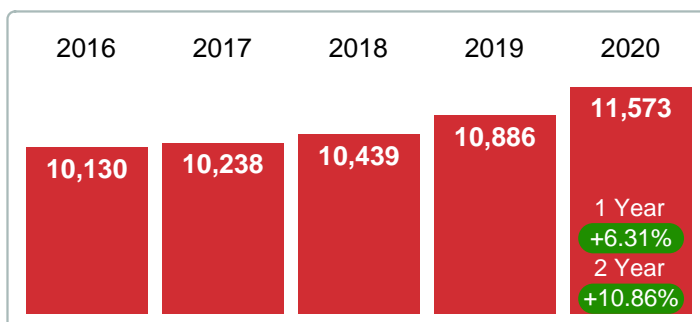
PENDING LISTINGS

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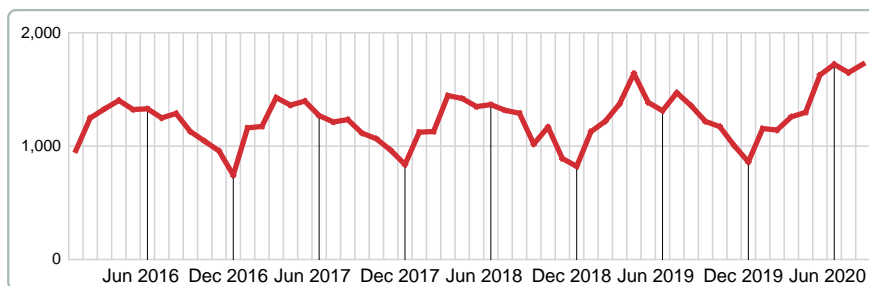
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

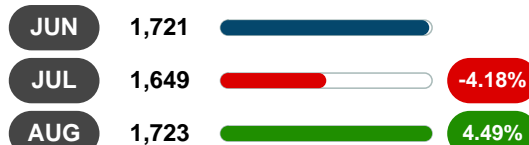


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	90	5.22%	22.0	49	31	8	2
\$75,001 - \$125,000	174	10.10%	7.0	47	117	9	1
\$125,001 - \$175,000	366	21.24%	5.0	27	301	38	0
\$175,001 - \$225,000	330	19.15%	8.0	12	208	104	6
\$225,001 - \$300,000	349	20.26%	11.0	12	151	162	24
\$300,001 - \$400,000	220	12.77%	15.5	3	70	120	27
\$400,001 and up	194	11.26%	31.0	5	27	110	52
Total Pending Units	1,723			155	905	551	112
Total Pending Volume	428,067,989	100%	10.0	20.23M	179.16M	174.34M	54.34M
Median Listing Price	\$209,000			\$95,900	\$176,910	\$278,241	\$371,351

August 2020



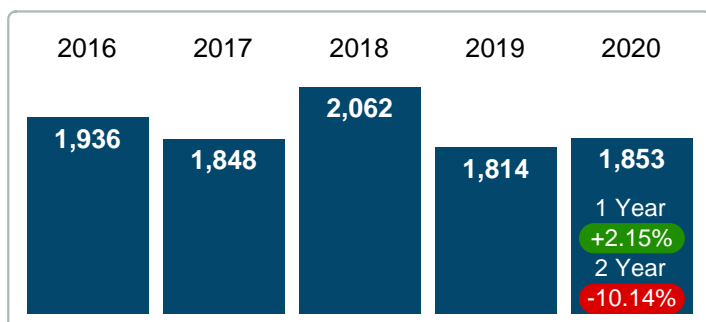
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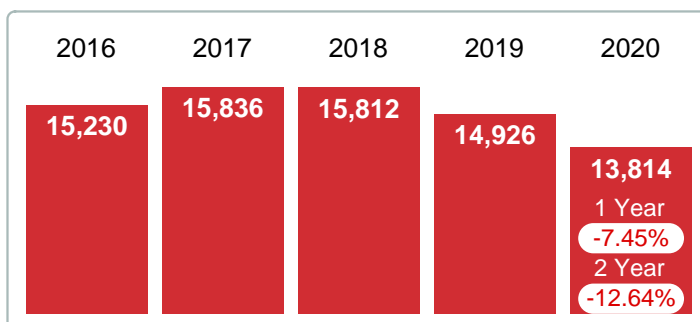
NEW LISTINGS

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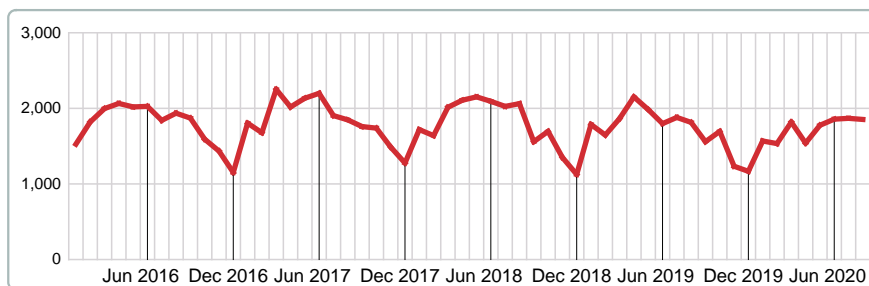
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

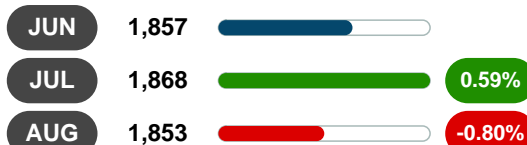


3 MONTHS

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
Median New Listed Listing Price	\$215,000		\$99,900	\$180,000	\$278,241	\$435,966

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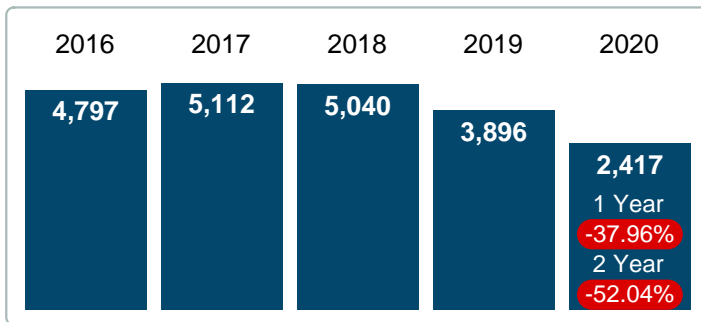
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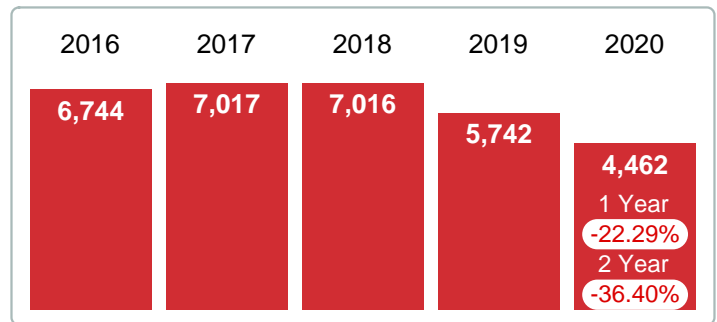
ACTIVE INVENTORY

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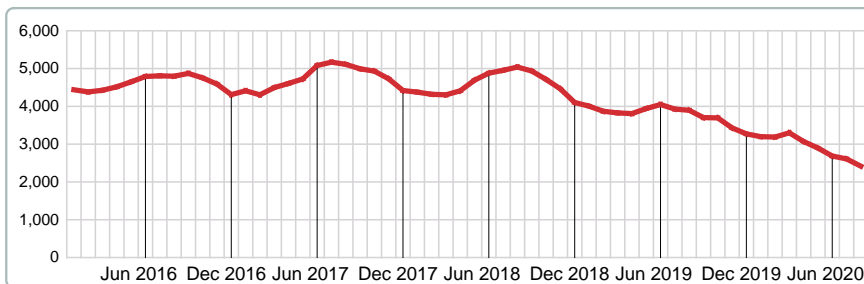
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

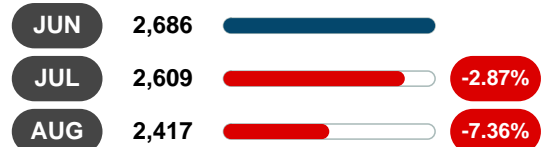


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	194	8.03%	60.0	100	77	13	4
\$75,001 - \$150,000	331	13.69%	35.0	68	220	36	7
\$150,001 - \$200,000	279	11.54%	30.0	13	203	56	7
\$200,001 - \$325,000	632	26.15%	32.0	30	319	254	29
\$325,001 - \$425,000	366	15.14%	55.0	15	118	192	41
\$425,001 - \$700,000	368	15.23%	58.5	7	76	194	91
\$700,001 and up	247	10.22%	75.0	5	39	104	99
Total Active Inventory by Units			2,417	238	1,052	849	278
Total Active Inventory by Volume			890,162,638	38.39M	276.52M	369.92M	205.33M
Median Active Inventory Listing Price			\$275,000	\$89,950	\$212,000	\$365,000	\$549,450

August 2020



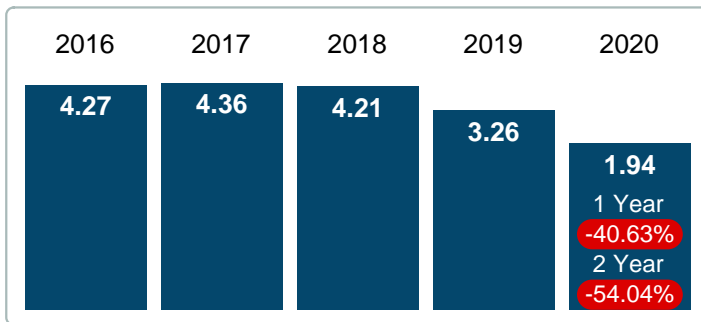
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



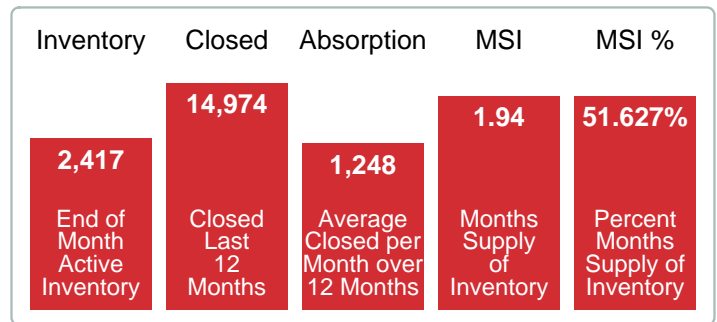
MONTHS SUPPLY of INVENTORY (MSI)

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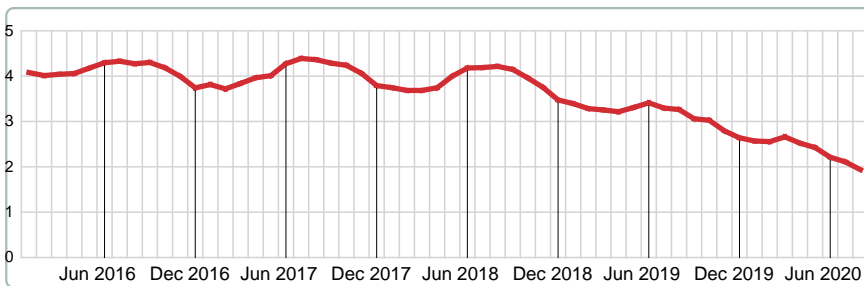
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

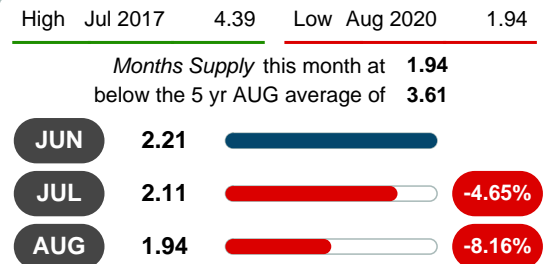


5 YEAR MARKET ACTIVITY TRENDS



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



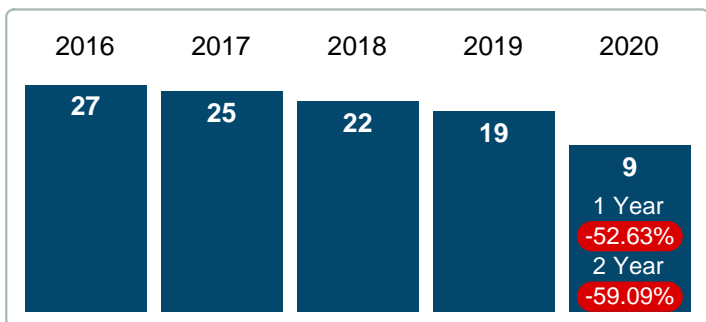
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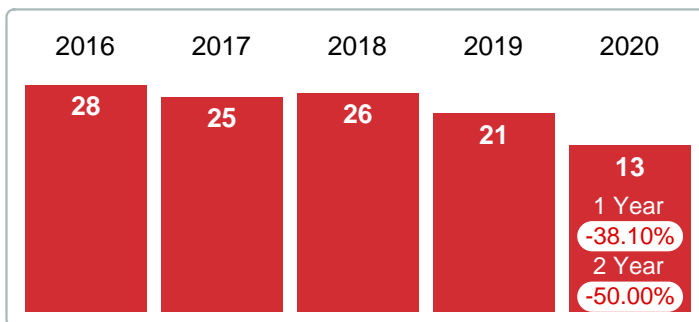
MEDIAN DAYS ON MARKET TO SALE

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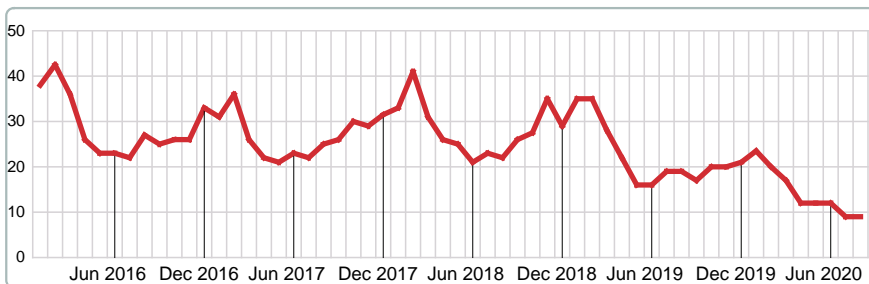
AUGUST



YEAR TO DATE (YTD)

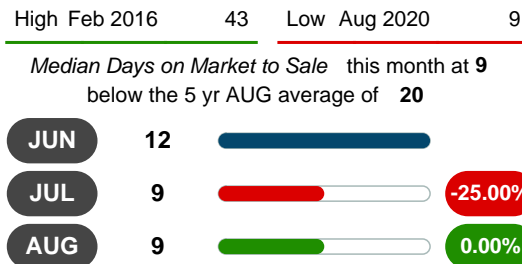


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 20



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
\$100,000 and less	9.60%	14	14	13	15	40
\$100,001 - \$125,000	6.50%	5	5	5	18	0
\$125,001 - \$175,000	19.95%	4	10	4	7	0
\$175,001 - \$225,000	19.82%	5	4	5	7	25
\$225,001 - \$300,000	19.57%	13	4	10	15	38
\$300,001 - \$425,000	14.58%	18	4	25	16	24
\$425,001 and up	9.97%	38	42	39	15	74
Median Closed DOM		9	9	6	13	47
Total Closed Units	100%	1,584	143	812	505	124
Total Closed Volume		393,555,454	17.54M	159.76M	162.87M	53.38M

August 2020



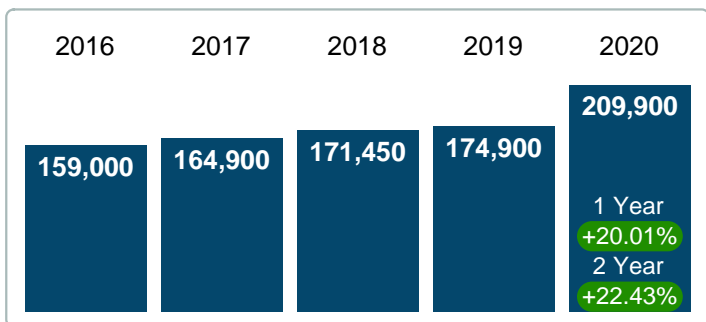
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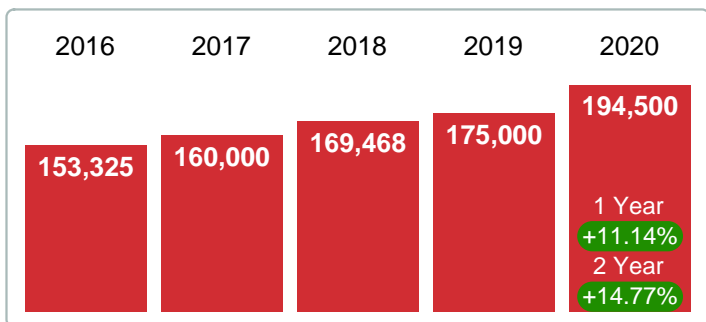
MEDIAN LIST PRICE AT CLOSING

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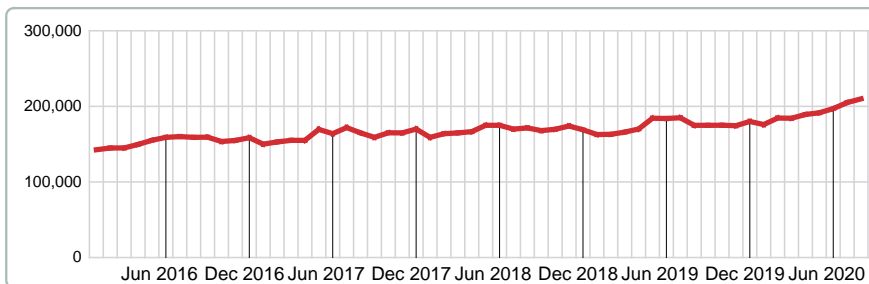
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

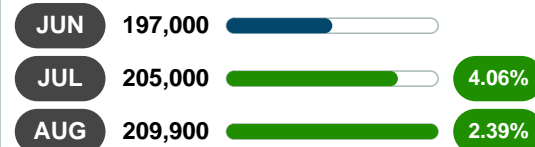


3 MONTHS

5 year AUG AVG = 176,030

High Aug 2020 209,900 Low Jan 2016 142,600

Median List Price at Closing this month at **209,900** above the 5 yr AUG average of **176,030**



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
\$100,000 and less	9.47%	69,700	58,500	77,500	66,450	74,650
\$100,001 - \$125,000	6.50%	117,000	118,900	117,000	110,000	0
\$125,001 - \$175,000	19.82%	155,000	150,000	155,000	159,000	0
\$175,001 - \$225,000	19.70%	198,154	189,000	199,600	195,000	199,500
\$225,001 - \$300,000	20.20%	259,988	265,000	258,450	259,330	279,750
\$300,001 - \$425,000	13.95%	357,200	385,000	352,000	358,500	361,900
\$425,001 and up	10.35%	547,000	980,000	570,000	535,000	586,500
Median List Price		209,900	109,500	179,900	278,000	372,000
Total Closed Units	100%	209,900	143	812	505	124
Total Closed Volume		399,521,671	17.86M	161.56M	165.04M	55.06M

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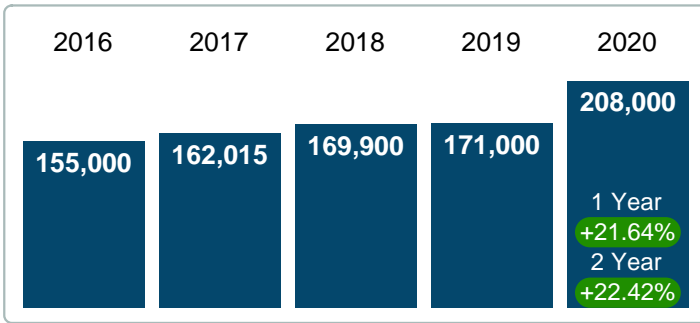
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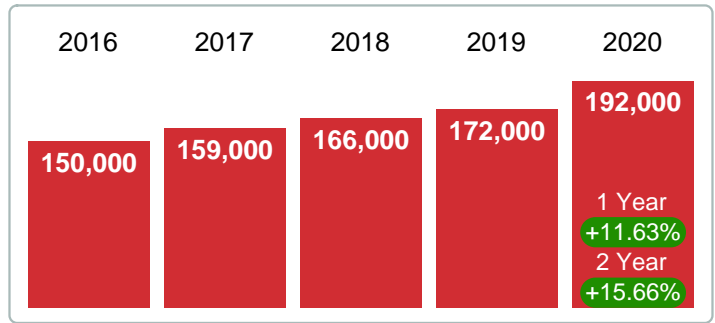
MEDIAN SOLD PRICE AT CLOSING

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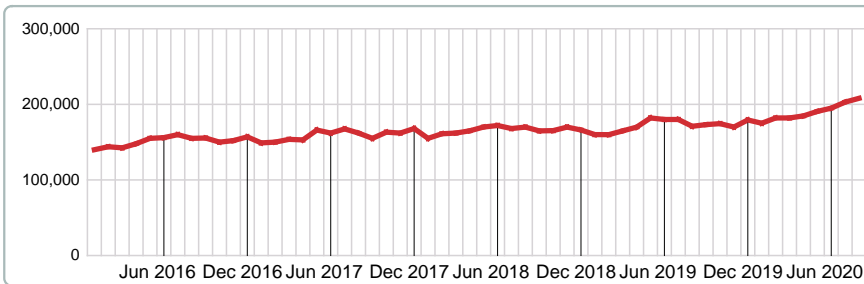
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

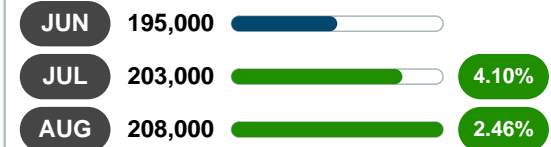


3 MONTHS

5 year AUG AVG = 173,183

High Aug 2020 208,000 Low Jan 2016 140,000

Median Sold Price at Closing this month at **208,000** above the 5 yr AUG average of **173,183**



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
\$100,000 and less	9.60%	68,000	53,500	76,000	67,750	74,926
\$100,001 - \$125,000	6.50%	115,000	118,450	115,000	110,000	0
\$125,001 - \$175,000	19.95%	155,000	153,500	155,000	158,000	0
\$175,001 - \$225,000	19.82%	197,500	185,000	198,000	197,000	190,000
\$225,001 - \$300,000	19.57%	259,000	258,000	257,000	252,000	279,000
\$300,001 - \$425,000	14.58%	354,000	359,500	347,000	358,000	360,000
\$425,001 and up	9.97%	545,000	935,000	555,000	530,000	620,000
Median Sold Price		208,000	110,000	178,413	277,000	361,450
Total Closed Units	100%	1,584	143	812	505	124
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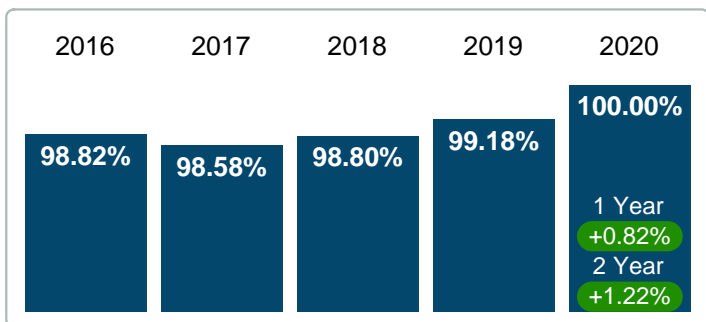
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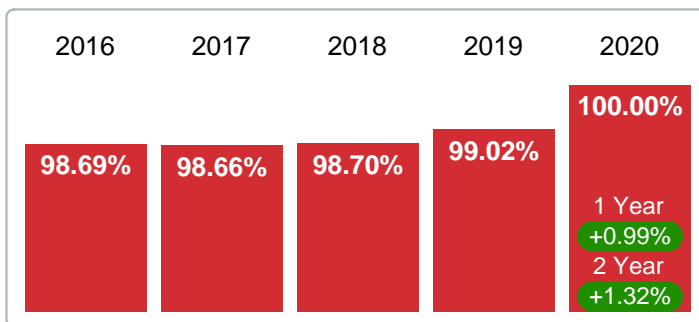
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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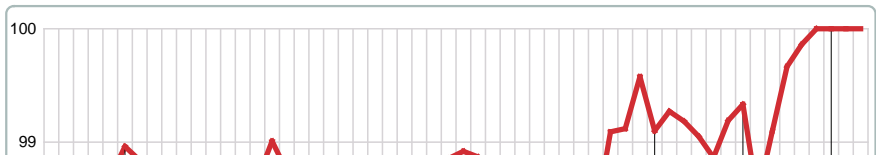
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.08%

High Aug 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **99.08%**

JUN 100.00%
JUL 100.00%
AUG 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
\$100,000 and less	152	9.60%	96.29%	96.08%	96.30%	96.57%	99.12%
\$100,001 - \$125,000	103	6.50%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	316	19.95%	100.00%	99.85%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	314	19.82%	100.00%	100.00%	100.00%	100.00%	99.26%
\$225,001 - \$300,000	310	19.57%	100.00%	99.50%	100.00%	100.00%	99.33%
\$300,001 - \$425,000	231	14.58%	100.00%	99.03%	100.00%	100.00%	98.78%
\$425,001 and up	158	9.97%	98.26%	95.41%	98.25%	98.79%	97.50%
Median Sold/List Ratio		100.00%		98.88%	100.00%	100.00%	98.47%
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



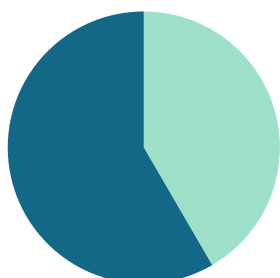
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

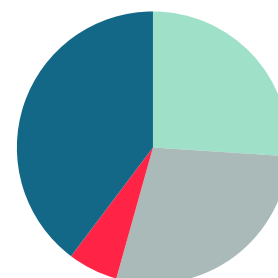


Inventory
 New Listings
1,853 = 41.61%
 Start Inventory
2,600
 Total Inventory Units
4,453
 Volume
\$1,450,631,524

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%
Median List Price	174,900	209,900	20.01%	175,000	194,500	11.14%
Median Sale Price	171,000	208,000	21.64%	172,000	192,000	11.63%
Median Percent of Selling Price to List Price	99.18%	100.00%	0.82%	99.02%	100.00%	0.99%
Median Days on Market to Sale	19.00	9.00	-52.63%	21.00	13.00	-38.10%
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

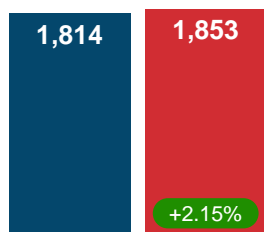
Inventory on August 31, 2020 = **2,417**

2019 **2020**

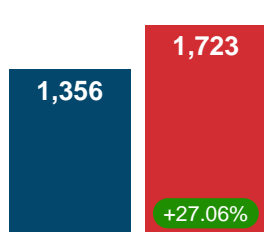
AUGUST MARKET

MEDIAN PRICES

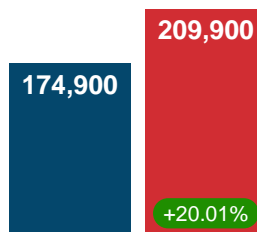
New Listings



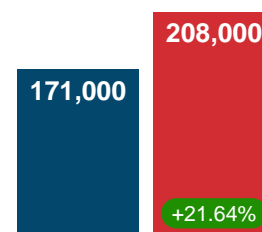
Pending Listings



List Price



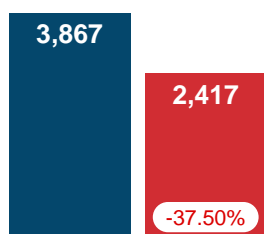
Sale Price



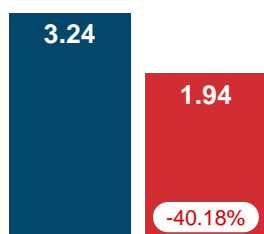
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

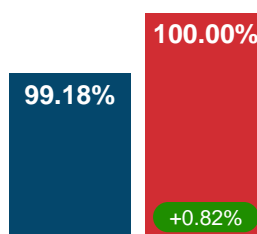
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

