

# July 2020



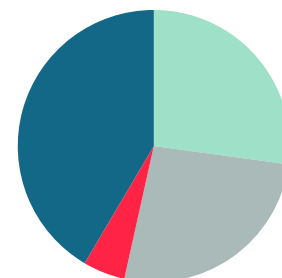
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	1,429	1,701	19.03%
Pending Listings	1,471	1,649	12.10%
New Listings	1,880	1,868	-0.64%
Average List Price	225,338	241,077	6.98%
Average Sale Price	220,178	237,118	7.69%
Average Percent of Selling Price to List Price	98.12%	98.69%	0.58%
Average Days on Market to Sale	35.21	29.53	-16.13%
End of Month Inventory	3,899	2,600	-33.32%
Months Supply of Inventory	3.27	2.10	-35.77%



■ Closed (27.16%)  
■ Pending (26.33%)  
■ Other OffMarket (5.00%)  
■ Active (41.51%)

**Absorption:** Last 12 months, an Average of **1,237** Sales/Month  
**Active Inventory** as of July 31, 2020 = **2,600**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **33.32%** to 2,600 existing homes available for sale. Over the last 12 months this area has had an average of 1,237 closed sales per month. This represents an unsold inventory index of **2.10** 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 **7.69%** in July 2020 to \$237,118 versus the previous year at \$220,178.

#### Average Days on Market Shortens

The average number of **29.53** days that homes spent on the market before selling decreased by 5.68 days or **16.13%** in July 2020 compared to last year's same month at **35.21** DOM.

#### Sales Success for July 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 1,868 New Listings in July 2020, down **0.64%** from last year at 1,880. Furthermore, there were 1,701 Closed Listings this month versus last year at 1,429, a **19.03%** increase.

Closed versus Listed trends yielded a **91.1%** ratio, up from previous year's, July 2019, at **76.0%**, a **19.80%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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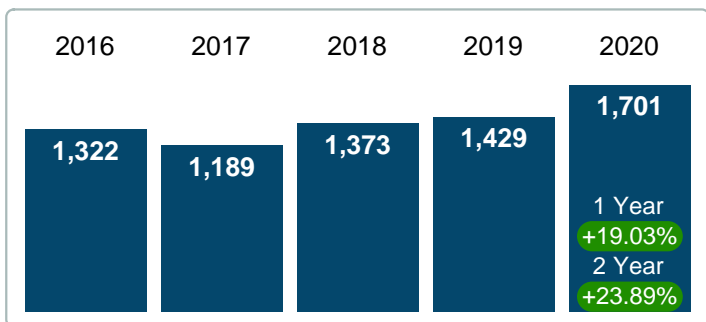
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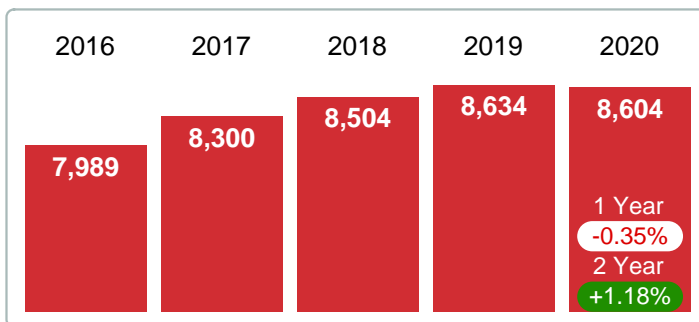
## CLOSED LISTINGS

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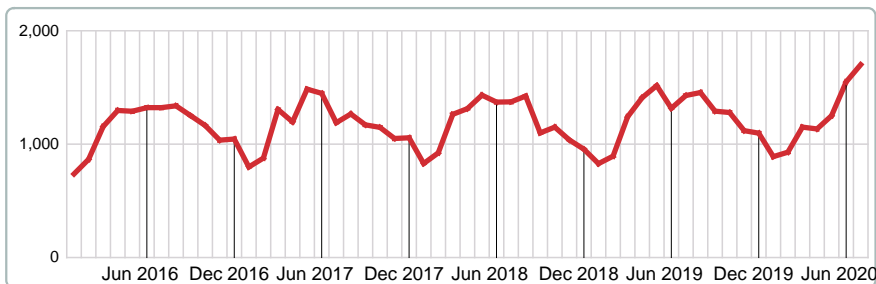
### JULY



### YEAR TO DATE (YTD)

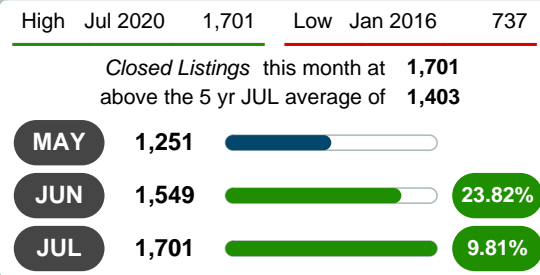


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,403



### 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	109	6.41%	37.0	41	55	12	1
\$75,001 - \$125,000	210	12.35%	21.7	50	143	15	2
\$125,001 - \$150,000	154	9.05%	15.5	20	116	15	3
\$150,001 - \$225,000	524	30.81%	23.5	25	357	131	11
\$225,001 - \$275,000	242	14.23%	26.1	7	99	127	9
\$275,001 - \$400,000	291	17.11%	42.0	5	92	167	27
\$400,001 and up	171	10.05%	49.2	0	28	81	62
<b>Total Closed Units</b>	<b>1,701</b>			<b>148</b>	<b>890</b>	<b>548</b>	<b>115</b>
<b>Total Closed Volume</b>	<b>403,337,282</b>	<b>100%</b>	<b>29.5</b>	<b>17.82M</b>	<b>167.89M</b>	<b>163.40M</b>	<b>54.23M</b>
<b>Average Closed Price</b>	<b>\$237,118</b>			<b>\$120,386</b>	<b>\$188,646</b>	<b>\$298,170</b>	<b>\$471,551</b>

# July 2020



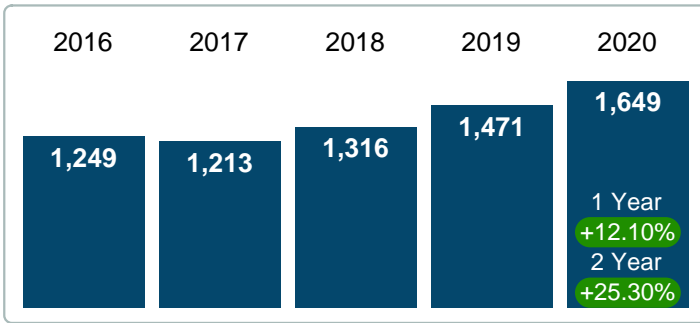
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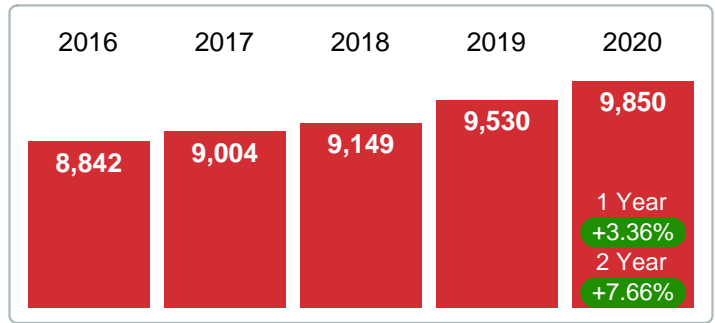
## PENDING LISTINGS

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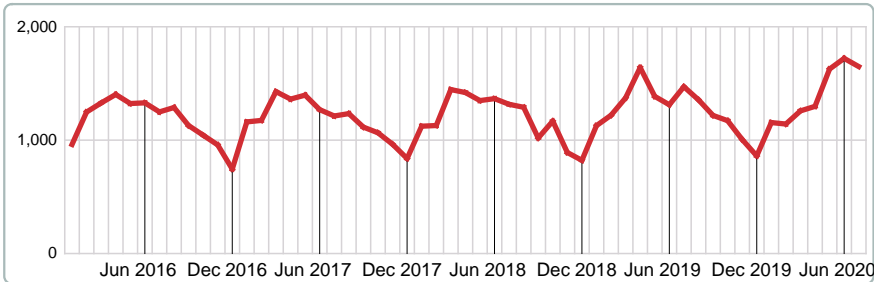
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,380

High Jun 2020 1,721 Low Dec 2016 745

Pending Listings this month at 1,649 above the 5 yr JUL average of 1,380



### 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	106	6.43%	39.9	51	39	14	2
\$75,001 - \$125,000	162	9.82%	23.8	47	100	14	1
\$125,001 - \$175,000	325	19.71%	17.1	20	271	33	1
\$175,001 - \$225,000	304	18.44%	22.2	11	185	101	7
\$225,001 - \$300,000	346	20.98%	32.7	12	159	154	21
\$300,001 - \$425,000	234	14.19%	42.7	2	76	127	29
\$425,001 and up	172	10.43%	59.5	2	21	97	52
<b>Total Pending Units</b>	<b>1,649</b>			<b>145</b>	<b>851</b>	<b>540</b>	<b>113</b>
<b>Total Pending Volume</b>	<b>412,257,434</b>	<b>100%</b>	<b>31.4</b>	<b>17.81M</b>	<b>170.38M</b>	<b>172.32M</b>	<b>51.74M</b>
<b>Average Listing Price</b>	<b>\$250,490</b>			<b>\$122,828</b>	<b>\$200,211</b>	<b>\$319,117</b>	<b>\$457,918</b>

# July 2020



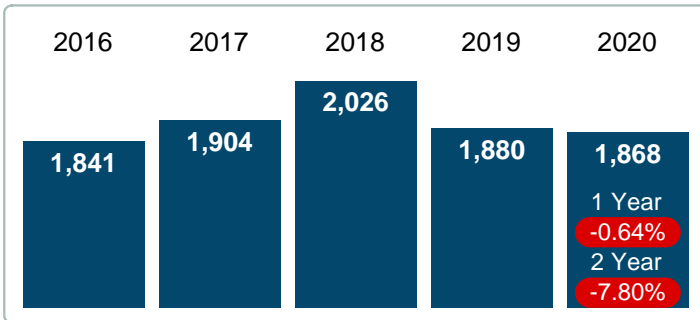
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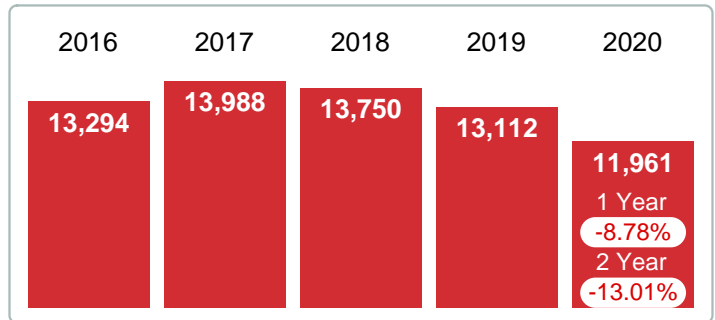
## NEW LISTINGS

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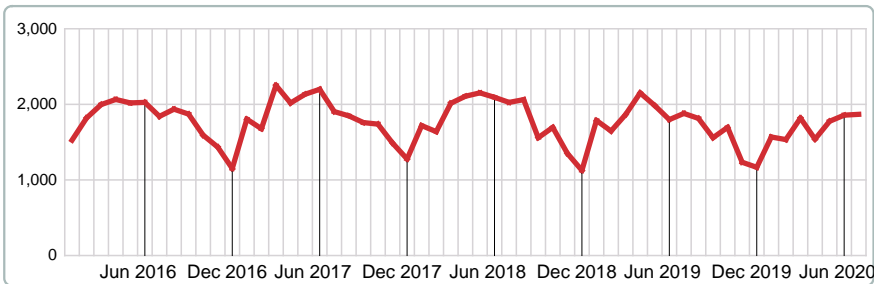
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,904

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

New Listings this month at **1,868**  
 below the 5 yr JUL average of **1,904**



### 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	186	9.96%	81	90	14	1
\$100,001 - \$125,000	104	5.57%	25	68	10	1
\$125,001 - \$175,000	364	19.49%	18	310	36	0
\$175,001 - \$250,000	507	27.14%	19	308	167	13
\$250,001 - \$325,000	248	13.28%	15	100	112	21
\$325,001 - \$450,000	260	13.92%	6	74	151	29
\$450,001 and up	199	10.65%	2	33	103	61
<b>Total New Listed Units</b>	<b>1,868</b>		<b>166</b>	<b>983</b>	<b>593</b>	<b>126</b>
<b>Total New Listed Volume</b>	<b>511,782,565</b>	<b>100%</b>	<b>23.57M</b>	<b>204.28M</b>	<b>205.61M</b>	<b>78.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$250,330</b>		<b>\$141,962</b>	<b>\$207,811</b>	<b>\$346,726</b>	<b>\$621,665</b>

# July 2020



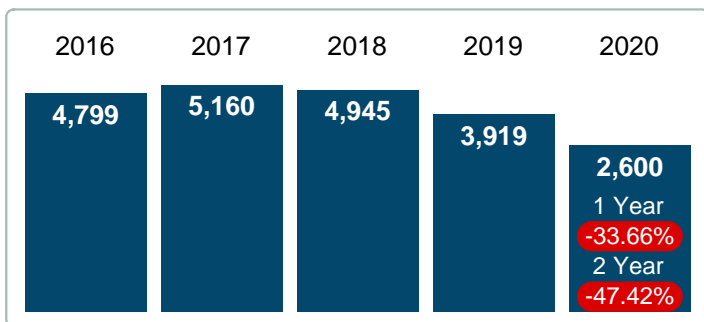
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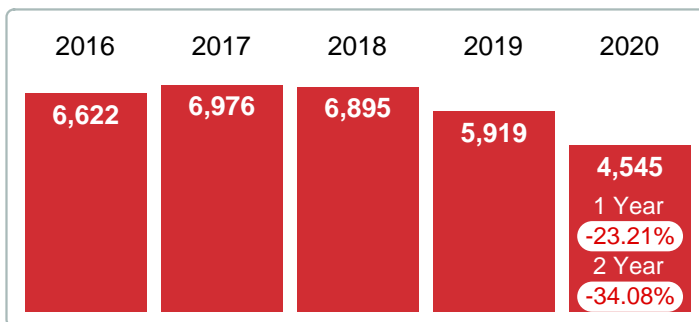
## ACTIVE INVENTORY

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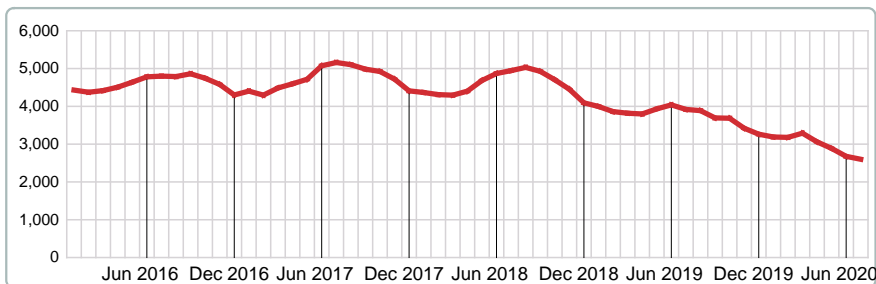
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 4,285

High Jul 2017 5,160 Low Jul 2020 2,600

Inventory this month at **2,600**  
below the 5 yr JUL average of **4,285**



### 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	210	8.08%	91.3	106	84	17	3
\$75,001 - \$150,000	315	12.12%	63.3	74	207	29	5
\$150,001 - \$200,000	334	12.85%	50.8	18	244	69	3
\$200,001 - \$325,000	678	26.08%	52.1	34	327	270	47
\$325,001 - \$425,000	415	15.96%	67.8	14	126	221	54
\$425,001 - \$675,000	367	14.12%	73.4	7	79	192	89
\$675,001 and up	281	10.81%	81.2	6	39	116	120
Total Active Inventory by Units			2,600	259	1,106	914	321
Total Active Inventory by Volume			954,210,577	41.37M	287.95M	389.93M	234.96M
Average Active Inventory Listing Price			\$367,004	\$159,740	\$260,353	\$426,617	\$731,961

# July 2020



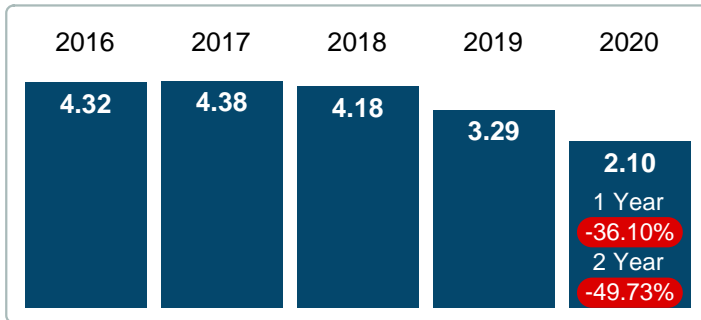
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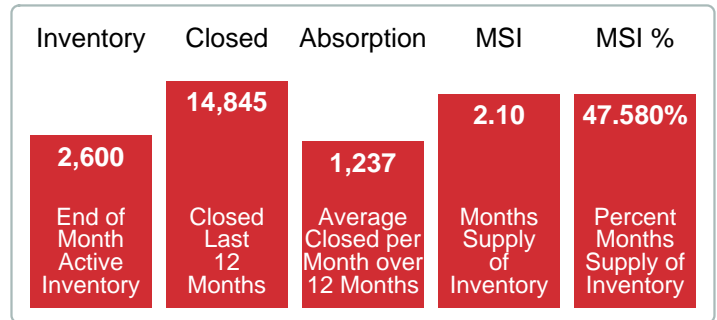
## MONTHS SUPPLY of INVENTORY (MSI)

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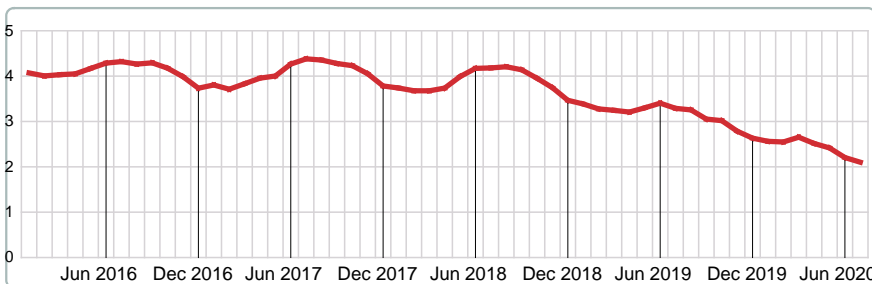
### MSI FOR JULY



### INDICATORS FOR JULY 2020

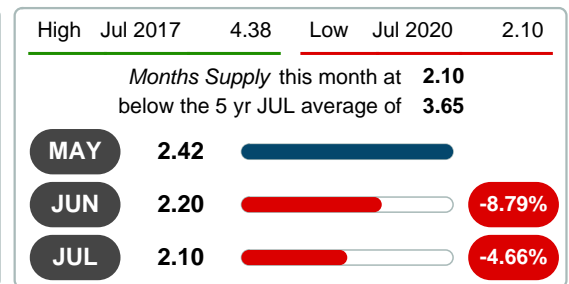


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.65



### 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	210	8.08%	1.84	2.08	1.53	2.19	4.00
\$75,001 - \$150,000	315	12.12%	1.03	1.59	0.91	1.01	1.88
\$150,001 - \$200,000	334	12.85%	1.12	1.13	1.15	1.04	0.68
\$200,001 - \$325,000	678	26.08%	1.98	2.94	2.14	1.68	2.74
\$325,001 - \$425,000	415	15.96%	4.14	9.88	4.86	3.63	4.44
\$425,001 - \$675,000	367	14.12%	6.44	21.00	7.07	6.31	5.90
\$675,001 and up	281	10.81%	15.61	36.00	15.10	12.89	19.20
Market Supply of Inventory (MSI)			2.10	2.04	1.61	2.51	5.49
Total Active Inventory by Units		100%	2,600	259	1,106	914	321

# July 2020



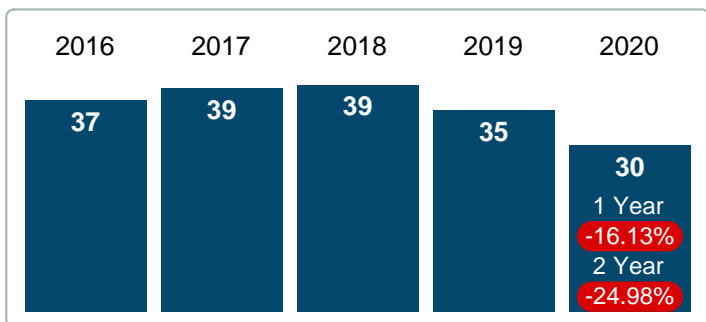
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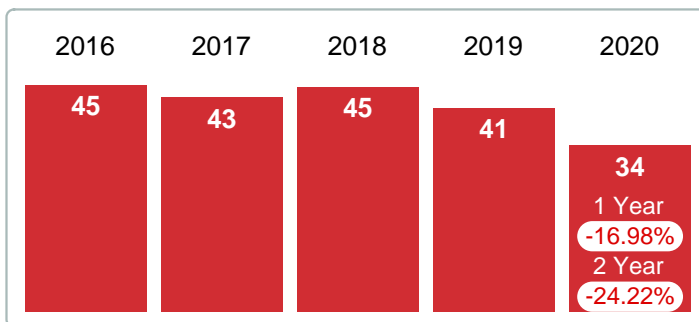
## AVERAGE DAYS ON MARKET TO SALE

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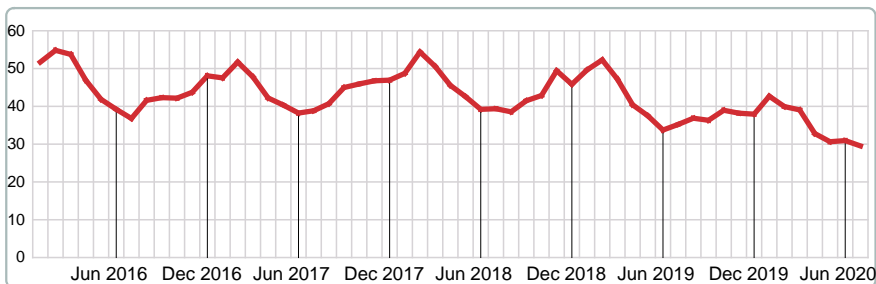
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

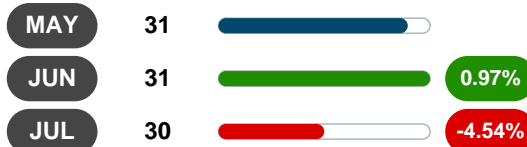


### 3 MONTHS

5 year JUL AVG = 36

High Feb 2016 55 Low Jul 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr JUL average of 36



## 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	6.41%	37	42	29	47	166
\$75,001 - \$125,000	12.35%	22	18	21	37	30
\$125,001 - \$150,000	9.05%	16	30	11	28	34
\$150,001 - \$225,000	30.81%	23	46	21	26	19
\$225,001 - \$275,000	14.23%	26	32	24	28	23
\$275,001 - \$400,000	17.11%	42	20	41	44	39
\$400,001 and up	10.05%	49	0	64	45	48
Average Closed DOM		30	32	24	35	42
Total Closed Units	100%	30	148	890	548	115
Total Closed Volume		403,337,282	17.82M	167.89M	163.40M	54.23M

# July 2020



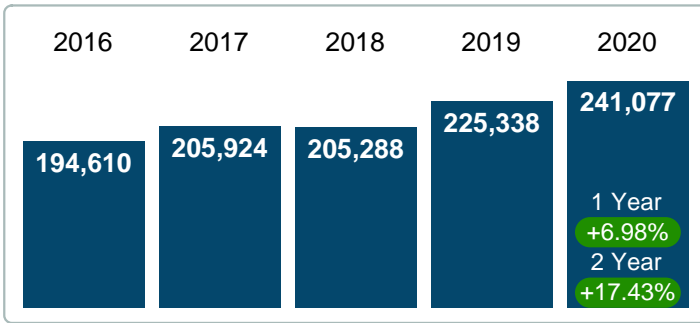
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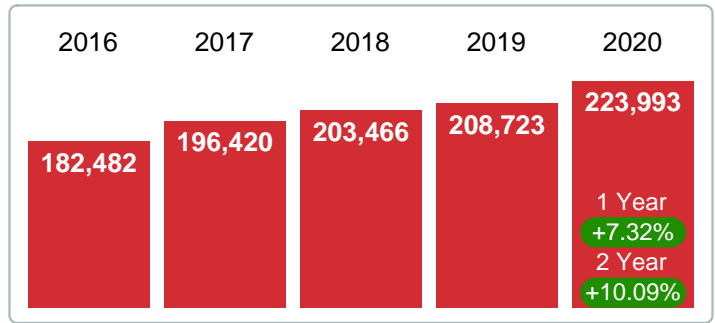
## AVERAGE LIST PRICE AT CLOSING

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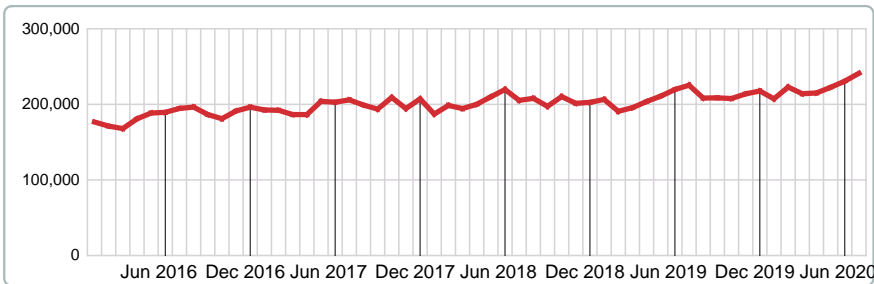
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

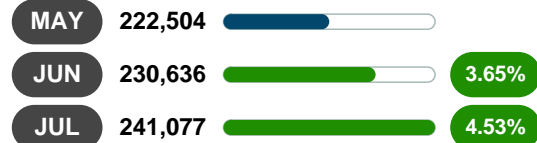


### 3 MONTHS

5 year JUL AVG = 214,447

High Jul 2020 241,077 Low Mar 2016 167,971

Average List Price at Closing this month at **241,077** above the 5 yr JUL average of **214,447**



### 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	103	6.06%	52,093	48,088	57,711	57,858
\$75,001 - \$125,000	216	12.70%	104,302	101,101	106,790	111,171
\$125,001 - \$150,000	152	8.94%	140,423	139,570	140,426	143,943
\$150,001 - \$225,000	516	30.34%	188,310	204,004	184,904	198,546
\$225,001 - \$275,000	254	14.93%	250,138	254,714	249,318	251,892
\$275,001 - \$400,000	286	16.81%	332,571	308,580	322,294	339,298
\$400,001 and up	174	10.23%	603,529	0	521,607	574,807
Average List Price		241,077		123,271	190,656	302,451
Total Closed Units	1,701	100%	241,077	148	890	548
Total Closed Volume	410,071,632			18.24M	169.68M	165.74M



# July 2020



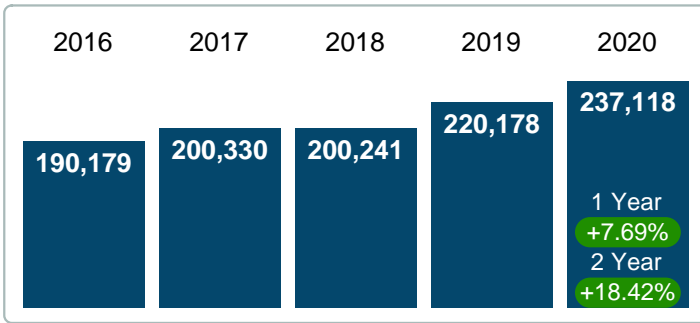
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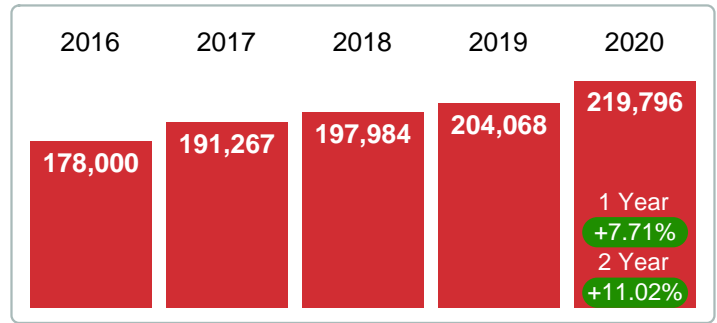
## AVERAGE SOLD PRICE AT CLOSING

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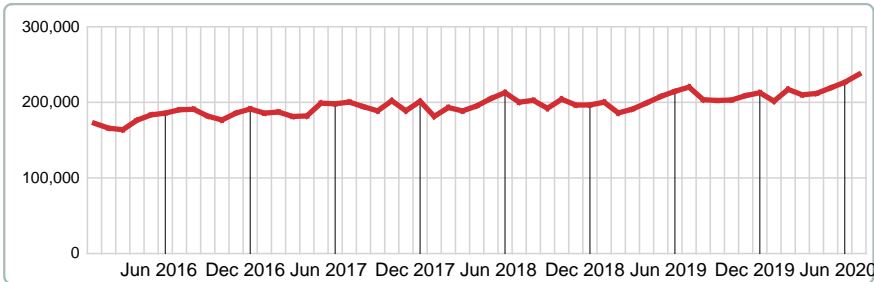
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

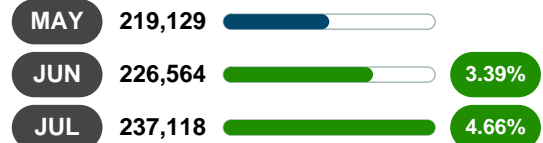


### 3 MONTHS

5 year JUL AVG = 209,609

High Jul 2020 237,118 Low Mar 2016 163,799

Average Sold Price at Closing this month at 237,118 above the 5 yr JUL average of 209,609



### 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	6.41%	49,795	44,195	53,976	48,497	65,000
\$75,001 - \$125,000	12.35%	103,550	99,995	104,330	108,240	101,427
\$125,001 - \$150,000	9.05%	139,842	137,575	139,856	143,061	138,300
\$150,001 - \$225,000	30.81%	187,992	198,133	183,839	197,258	189,366
\$225,001 - \$275,000	14.23%	249,618	253,357	249,091	250,400	241,478
\$275,001 - \$400,000	17.11%	328,875	305,400	318,993	335,131	328,205
\$400,001 and up	10.05%	584,857	0	505,200	560,954	652,060
<b>Average Sold Price</b>		<b>237,118</b>	<b>120,386</b>	<b>188,646</b>	<b>298,170</b>	<b>471,551</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,701</b>	<b>148</b>	<b>890</b>	<b>548</b>	<b>115</b>
<b>Total Closed Volume</b>		<b>403,337,282</b>	<b>17.82M</b>	<b>167.89M</b>	<b>163.40M</b>	<b>54.23M</b>

# July 2020



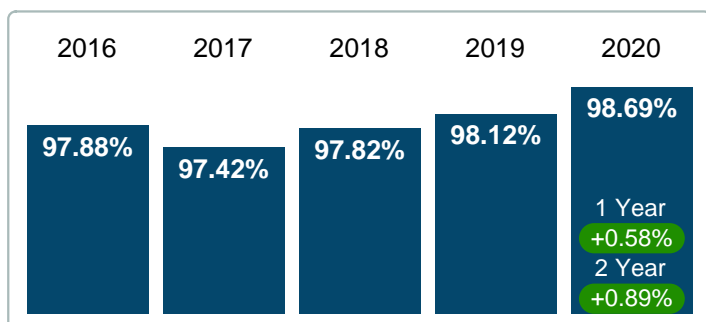
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



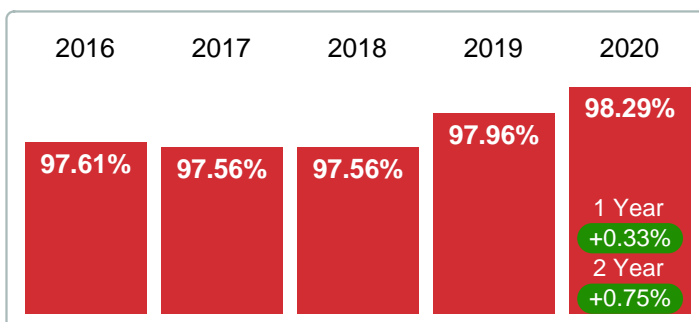
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

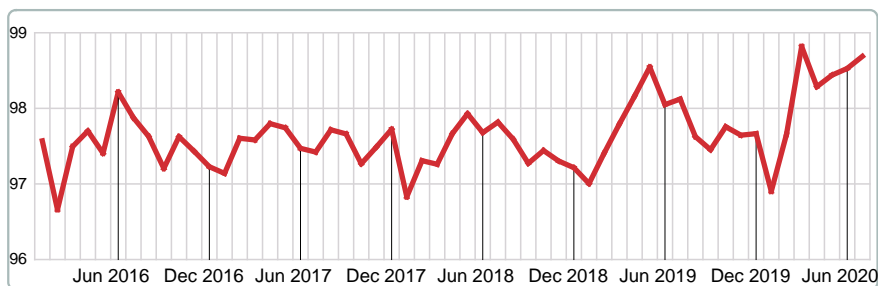
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

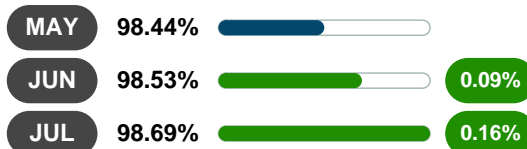


### 3 MONTHS

5 year JUL AVG = 97.98%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.69%** above the 5 yr JUL average of **97.98%**



## 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	109	6.41%	92.54%	91.97%	94.58%	85.62%	86.67%
\$75,001 - \$125,000	210	12.35%	98.29%	99.19%	98.05%	97.76%	96.29%
\$125,001 - \$150,000	154	9.05%	99.59%	98.91%	99.81%	99.65%	95.56%
\$150,001 - \$225,000	524	30.81%	99.65%	97.44%	99.52%	99.94%	105.46%
\$225,001 - \$275,000	242	14.23%	99.77%	99.53%	99.97%	99.54%	100.98%
\$275,001 - \$400,000	291	17.11%	98.93%	99.17%	99.10%	98.83%	98.96%
\$400,001 and up	171	10.05%	97.40%	0.00%	97.01%	98.13%	96.61%
Average Sold/List Ratio		98.70%		96.87%	98.94%	98.86%	98.23%
Total Closed Units		1,701	100%	148	890	548	115
Total Closed Volume		403,337,282		17.82M	167.89M	163.40M	54.23M

# July 2020



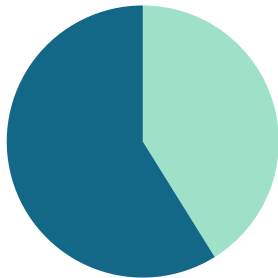
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

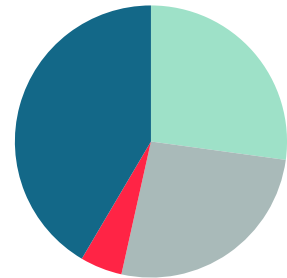


**Inventory**  
 New Listings  
**1,868 = 41.14%**  
 Start Inventory  
**2,673**  
 Total Inventory Units  
**4,541**  
 Volume  
**\$1,485,773,425**

### Market Activity

Closed Sales  
**1,701 = 27.16%**  
 Pending Sales  
**1,649 = 26.33%**  
 Other Off Market  
**313 = 5.00%**  
 Active Inventory  
**2,600 = 41.51%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,429	1,701	19.03%	8,634	8,604	-0.35%
Pending Sales	1,471	1,649	12.10%	9,530	9,850	3.36%
New Listings	1,880	1,868	-0.64%	13,112	11,961	-8.78%
Average List Price	225,338	241,077	6.98%	208,723	223,993	7.32%
Average Sale Price	220,178	237,118	7.69%	204,068	219,796	7.71%
Average Percent of Selling Price to List Price	98.12%	98.69%	0.58%	97.96%	98.29%	0.33%
Average Days on Market to Sale	35.21	29.53	-16.13%	41.11	34.13	-16.98%
Monthly Inventory	3,899	2,600	-33.32%	3,899	2,600	-33.32%
Months Supply of Inventory	3.27	2.10	-35.77%	3.27	2.10	-35.77%

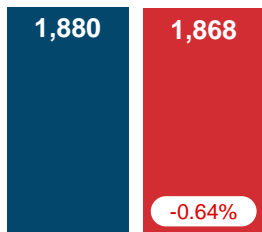
**Absorption:** Last 12 months, an Average of **1,237** Sales/Month

**Inventory** on July 31, 2020 = **2,600**

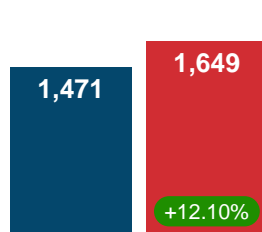
**2019** **2020**

### JULY MARKET

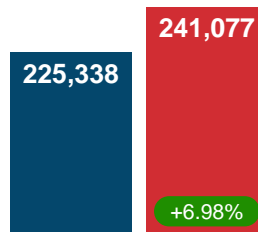
#### New Listings



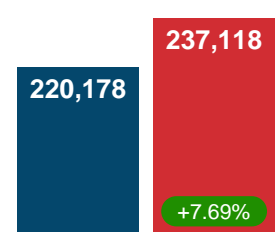
#### Pending Listings



#### List Price

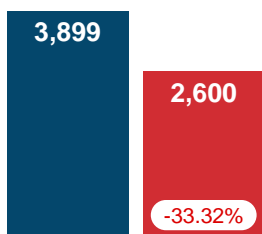


#### Sale Price

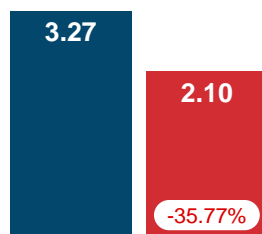


### INVENTORY

#### Active Inventory

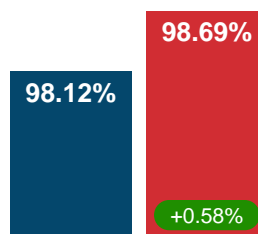


#### Monthly Supply of Inventory



### AVERAGE SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

