

July 2020



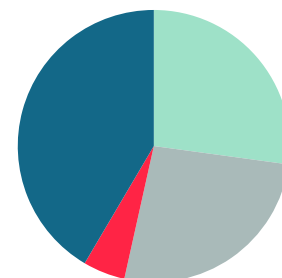
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



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%
Median List Price	184,900	205,000	10.87%
Median Sale Price	180,000	203,000	12.78%
Median Percent of Selling Price to List Price	99.27%	100.00%	0.73%
Median Days on Market to Sale	19.00	9.00	-52.63%
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.

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 **12.78%** in July 2020 to \$203,000 versus the previous year at \$180,000.

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 July 2020 compared to last year's same month at **19.00** DOM.

Sales Success for July 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 1,868 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.

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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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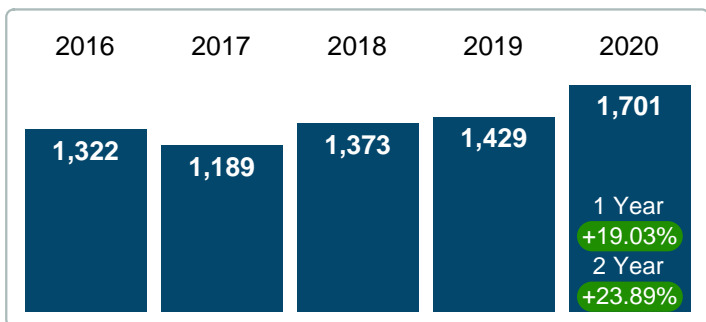
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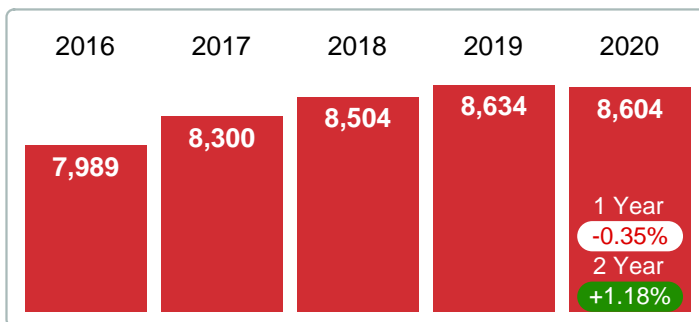
CLOSED LISTINGS

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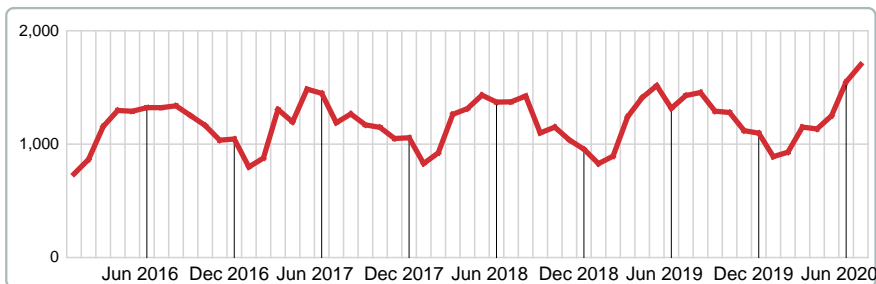
JULY



YEAR TO DATE (YTD)

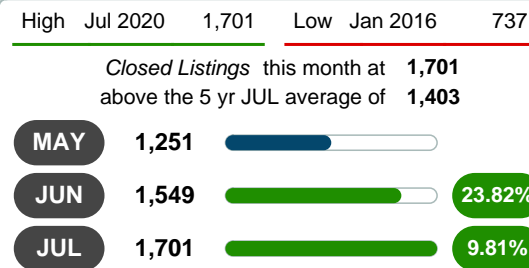


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,403



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	109	6.41%	15.0	41	55	12	1
\$75,001 - \$125,000	210	12.35%	7.0	50	143	15	2
\$125,001 - \$150,000	154	9.05%	4.0	20	116	15	3
\$150,001 - \$225,000	524	30.81%	6.0	25	357	131	11
\$225,001 - \$275,000	242	14.23%	7.0	7	99	127	9
\$275,001 - \$400,000	291	17.11%	23.0	5	92	167	27
\$400,001 and up	171	10.05%	32.0	0	28	81	62
Total Closed Units	1,701			148	890	548	115
Total Closed Volume	403,337,282	100%	9.0	17.82M	167.89M	163.40M	54.23M
Median Closed Price	\$203,000			\$109,450	\$173,875	\$266,000	\$420,910

July 2020



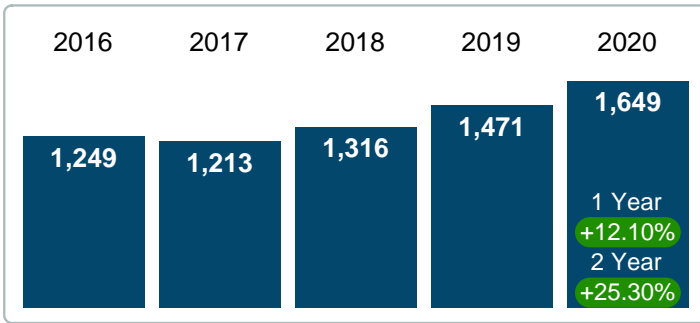
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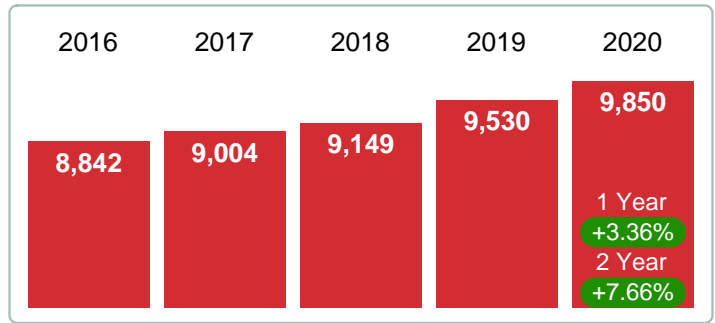
PENDING LISTINGS

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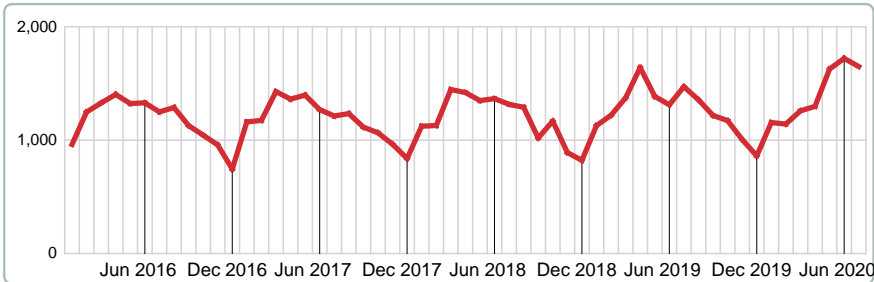
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	106	6.43%	16.0	51	39	14	2
\$75,001 - \$125,000	162	9.82%	6.0	47	100	14	1
\$125,001 - \$175,000	325	19.71%	6.0	20	271	33	1
\$175,001 - \$225,000	304	18.44%	7.0	11	185	101	7
\$225,001 - \$300,000	346	20.98%	14.0	12	159	154	21
\$300,001 - \$425,000	234	14.19%	21.0	2	76	127	29
\$425,001 and up	172	10.43%	41.5	2	21	97	52
Total Pending Units	1,649			145	851	540	113
Total Pending Volume	412,257,434	100%	11.0	17.81M	170.38M	172.32M	51.74M
Median Listing Price	\$214,500			\$102,000	\$179,900	\$273,450	\$408,593

July 2020



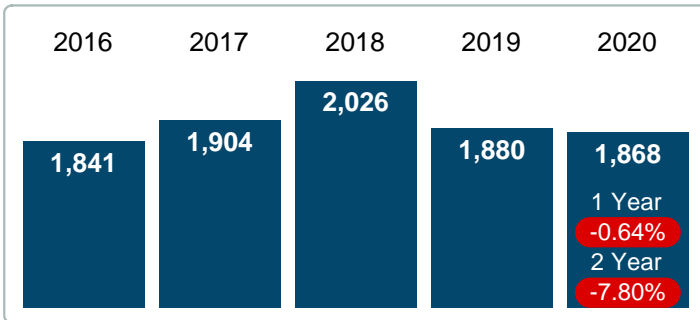
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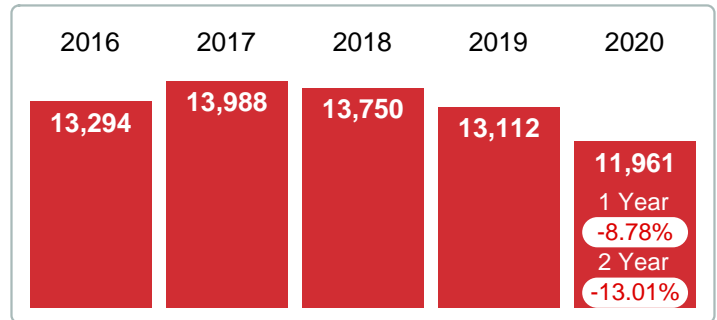
NEW LISTINGS

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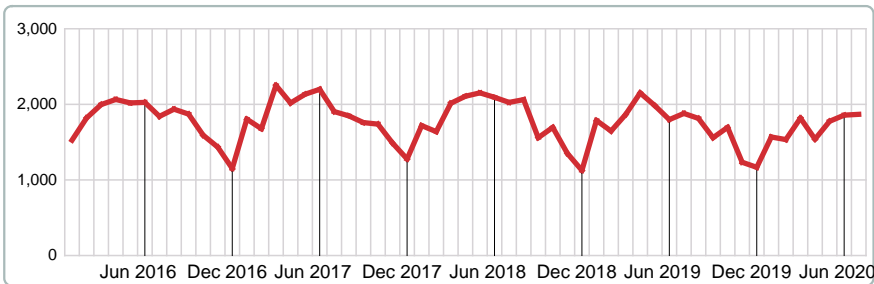
JULY



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
Total New Listed Units	1,868		166	983	593	126
Total New Listed Volume	511,782,565	100%	23.57M	204.28M	205.61M	78.33M
Median New Listed Listing Price	\$218,160		\$103,500	\$180,000	\$295,900	\$442,950

July 2020



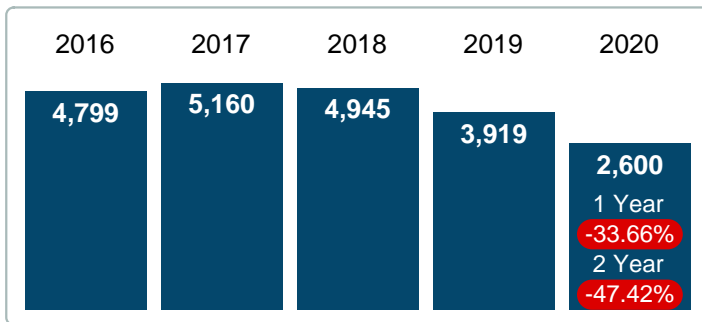
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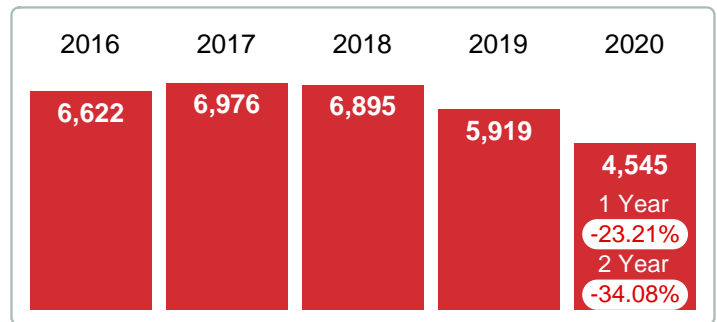
ACTIVE INVENTORY

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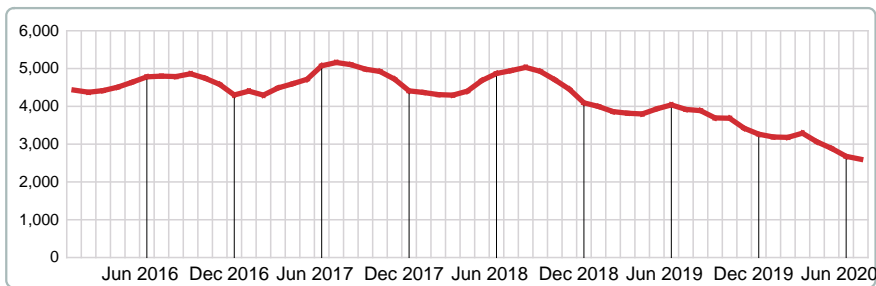
END OF JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	210	8.08%	64.0	106	84	17	3	
\$75,001 - \$150,000	315	12.12%	39.0	74	207	29	5	
\$150,001 - \$200,000	334	12.85%	29.0	18	244	69	3	
\$200,001 - \$325,000	678	26.08%	34.0	34	327	270	47	
\$325,001 - \$425,000	415	15.96%	53.0	14	126	221	54	
\$425,001 - \$675,000	367	14.12%	60.0	7	79	192	89	
\$675,001 and up	281	10.81%	73.0	6	39	116	120	
Total Active Inventory by Units		2,600		259	1,106	914	321	
Total Active Inventory by Volume		954,210,577	100%	49.0	41.37M	287.95M	389.93M	234.96M
Median Active Inventory Listing Price		\$280,000			\$89,500	\$209,500	\$365,000	\$545,000

July 2020



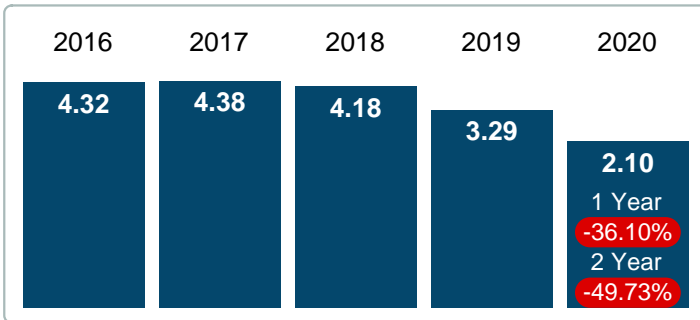
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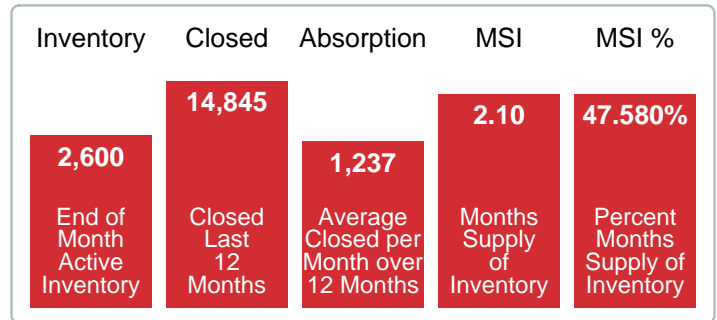
MONTHS SUPPLY of INVENTORY (MSI)

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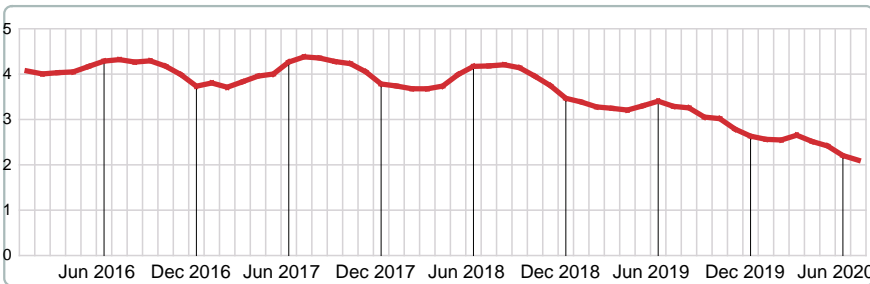
MSI FOR JULY



INDICATORS FOR JULY 2020

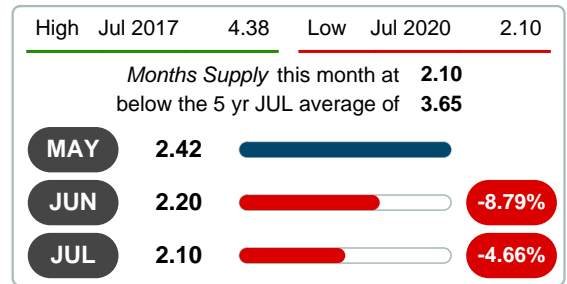


5 YEAR MARKET ACTIVITY TRENDS



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



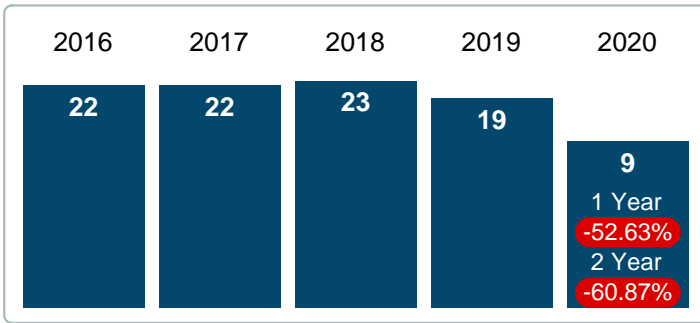
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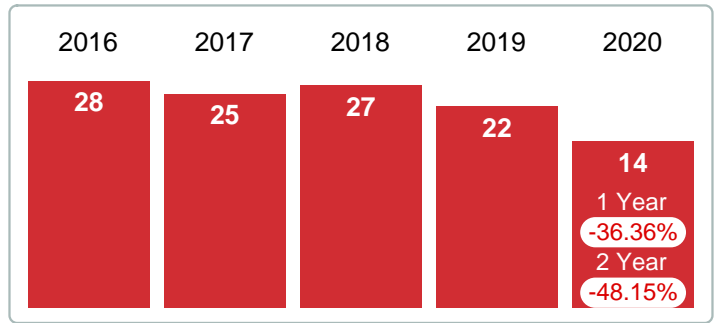
MEDIAN DAYS ON MARKET TO SALE

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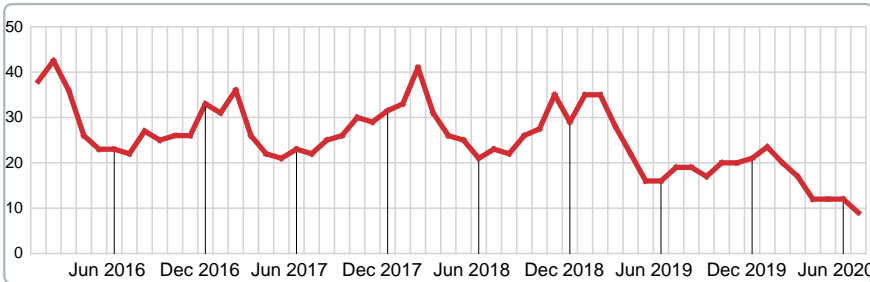
JULY



YEAR TO DATE (YTD)

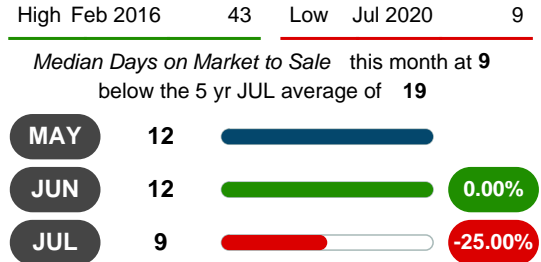


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 19



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	6.41%	15	19	8	30	166
\$75,001 - \$125,000	12.35%	7	6	6	16	30
\$125,001 - \$150,000	9.05%	4	7	4	18	47
\$150,001 - \$225,000	30.81%	6	36	5	9	12
\$225,001 - \$275,000	14.23%	7	3	6	8	5
\$275,001 - \$400,000	17.11%	23	14	19	27	20
\$400,001 and up	10.05%	32	0	47	22	32
Median Closed DOM		9	11	6	14	26
Total Closed Units	100%	1,701	148	890	548	115
Total Closed Volume		403,337,282	17.82M	167.89M	163.40M	54.23M

July 2020



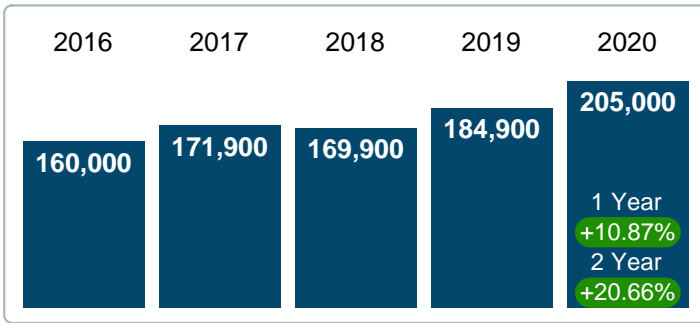
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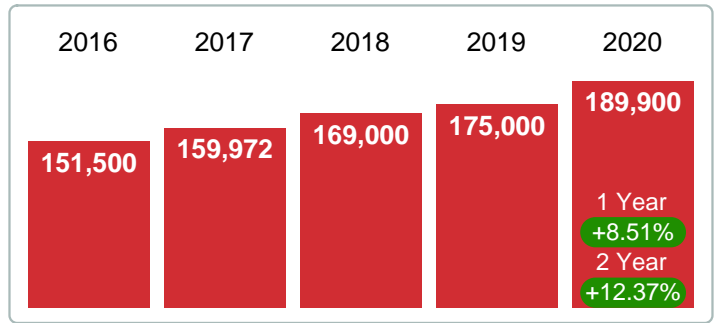
MEDIAN LIST PRICE AT CLOSING

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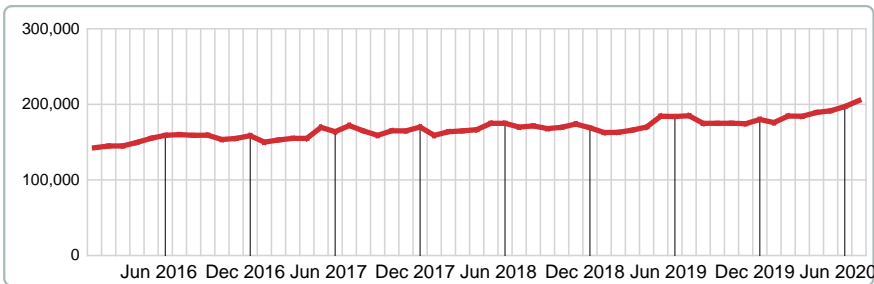
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

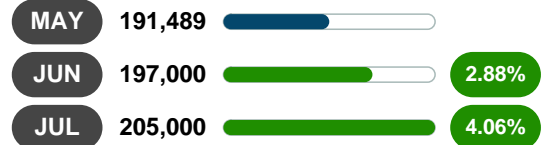


3 MONTHS

5 year JUL AVG = 178,340

High Jul 2020 205,000 Low Jan 2016 142,600

Median List Price at Closing this month at **205,000**
above the 5 yr JUL average of **178,340**



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	6.06%	58,000	47,950	60,000	61,000	75,000
\$75,001 - \$125,000	12.70%	105,000	96,400	109,500	108,450	111,200
\$125,001 - \$150,000	8.94%	139,950	139,700	139,900	147,375	150,000
\$150,001 - \$225,000	30.34%	185,000	204,900	183,950	199,999	185,950
\$225,001 - \$275,000	14.93%	249,900	249,900	247,500	249,900	246,500
\$275,001 - \$400,000	16.81%	326,225	322,000	315,000	337,258	324,900
\$400,001 and up	10.23%	519,900	0	463,500	498,500	559,000
Median List Price		205,000	108,200	174,900	268,250	419,900
Total Closed Units	100%	205,000	148	890	548	115
Total Closed Volume		410,071,632	18.24M	169.68M	165.74M	56.40M

July 2020



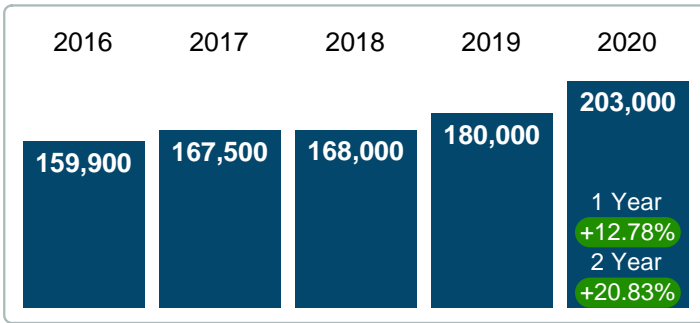
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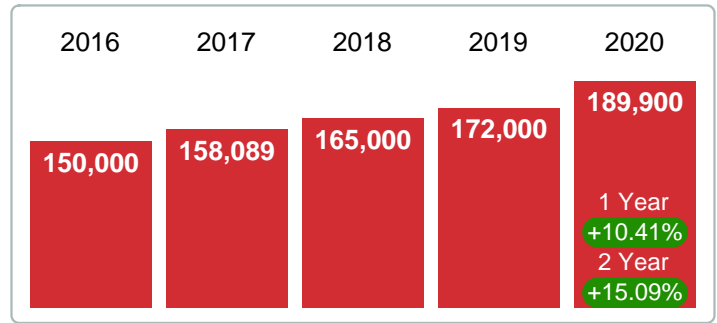
MEDIAN SOLD PRICE AT CLOSING

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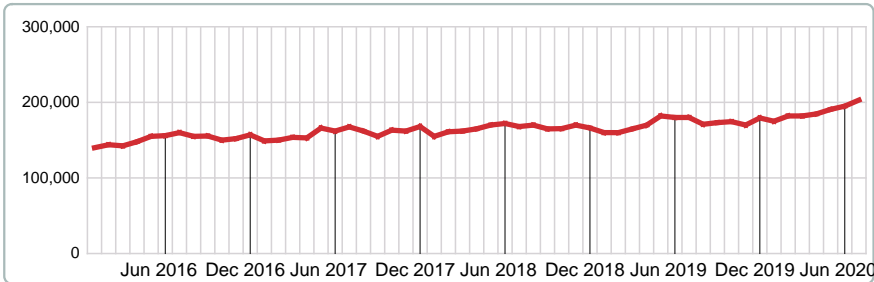
JULY



YEAR TO DATE (YTD)

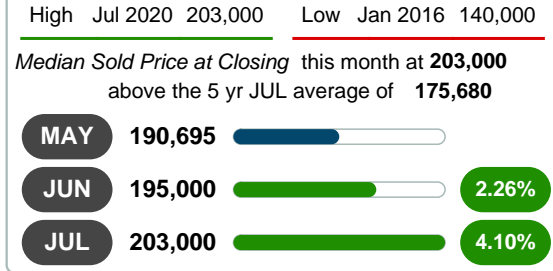


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 175,680



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	6.41%	55,000	43,500	62,000	59,030	65,000
\$75,001 - \$125,000	12.35%	105,000	99,750	107,500	110,000	101,427
\$125,001 - \$150,000	9.05%	140,000	135,000	140,000	145,000	134,900
\$150,001 - \$225,000	30.81%	187,000	200,000	182,500	200,000	183,225
\$225,001 - \$275,000	14.23%	248,500	264,000	245,500	250,000	239,900
\$275,001 - \$400,000	17.11%	322,500	296,000	309,950	330,000	320,000
\$400,001 and up	10.05%	510,000	0	455,500	494,500	543,000
Median Sold Price		203,000	109,450	173,875	266,000	420,910
Total Closed Units	100%	1,701	148	890	548	115
Total Closed Volume		403,337,282	17.82M	167.89M	163.40M	54.23M

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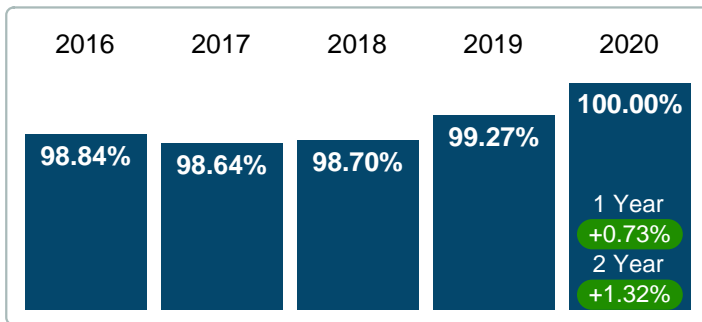
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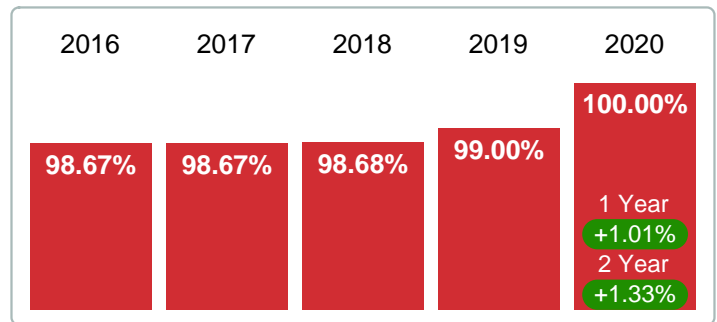
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.09%

High Jul 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.09%**

MAY 100.00%
JUN 100.00%
JUL 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
\$75,000 and less	109	6.41%	96.47%	96.67%	98.59%	89.74%	86.67%
\$75,001 - \$125,000	210	12.35%	100.00%	100.00%	100.00%	99.13%	96.29%
\$125,001 - \$150,000	154	9.05%	100.00%	98.22%	100.00%	100.00%	100.00%
\$150,001 - \$225,000	524	30.81%	100.00%	98.22%	100.00%	100.00%	100.00%
\$225,001 - \$275,000	242	14.23%	100.00%	100.00%	100.00%	100.00%	101.16%
\$275,001 - \$400,000	291	17.11%	100.00%	100.00%	100.00%	100.00%	100.00%
\$400,001 and up	171	10.05%	98.05%	0.00%	97.51%	98.82%	97.77%
Median Sold/List Ratio		100.00%		99.40%	100.00%	100.00%	98.79%
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



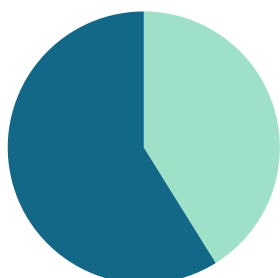
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

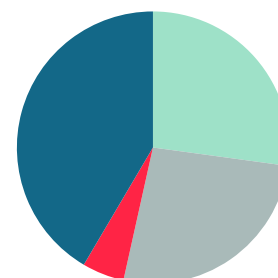


Inventory
 New Listings
1,868 = 41.14%
 Start Inventory
2,673
 Total Inventory Units
4,541
 Volume
\$1,485,773,425

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%
Median List Price	184,900	205,000	10.87%	175,000	189,900	8.51%
Median Sale Price	180,000	203,000	12.78%	172,000	189,900	10.41%
Median Percent of Selling Price to List Price	99.27%	100.00%	0.73%	99.00%	100.00%	1.01%
Median Days on Market to Sale	19.00	9.00	-52.63%	22.00	14.00	-36.36%
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%

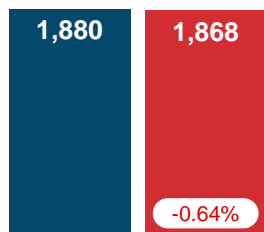
Absorption: Last 12 months, an Average of **1,237** Sales/Month

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

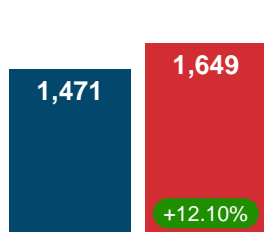
2019 **2020**

JULY MARKET

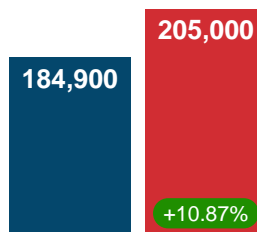
New Listings



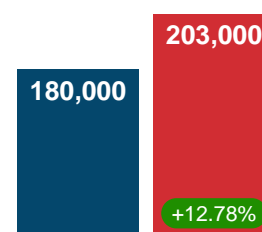
Pending Listings



List Price

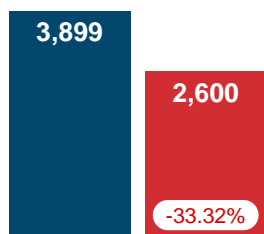


Sale Price

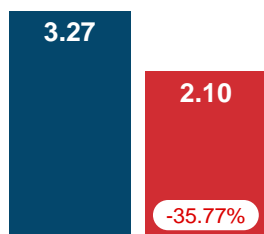


INVENTORY

Active Inventory

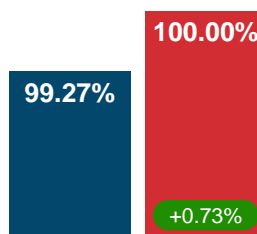


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

