

June 2020



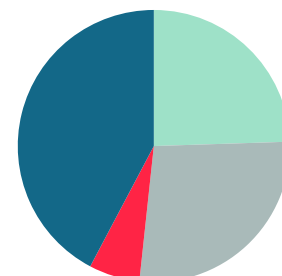
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	1,316	1,549	17.71%
Pending Listings	1,312	1,721	31.17%
New Listings	1,798	1,857	3.28%
Average List Price	219,584	230,636	5.03%
Average Sale Price	214,581	226,564	5.58%
Average Percent of Selling Price to List Price	98.05%	98.53%	0.49%
Average Days on Market to Sale	33.73	30.94	-8.29%
End of Month Inventory	4,019	2,673	-33.49%
Months Supply of Inventory	3.39	2.20	-35.00%



■ Closed (24.49%)
■ Pending (27.21%)
■ Other OffMarket (6.04%)
■ Active (42.26%)

Absorption: Last 12 months, an Average of **1,214** Sales/Month
Active Inventory as of June 30, 2020 = **2,673**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **33.49%** to 2,673 existing homes available for sale. Over the last 12 months this area has had an average of 1,214 closed sales per month. This represents an unsold inventory index of **2.20** 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 **5.58%** in June 2020 to \$226,564 versus the previous year at \$214,581.

Average Days on Market Shortens

The average number of **30.94** days that homes spent on the market before selling decreased by 2.80 days or **8.29%** in June 2020 compared to last year's same month at **33.73** DOM.

Sales Success for June 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 1,857 New Listings in June 2020, up **3.28%** from last year at 1,798. Furthermore, there were 1,549 Closed Listings this month versus last year at 1,316, a **17.71%** increase.

Closed versus Listed trends yielded a **83.4%** ratio, up from previous year's, June 2019, at **73.2%**, a **13.97%** 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

June 2020



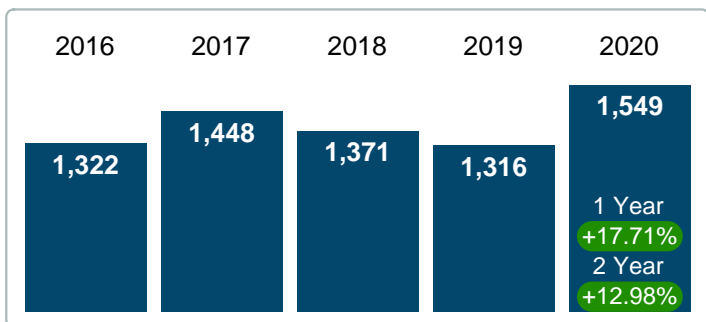
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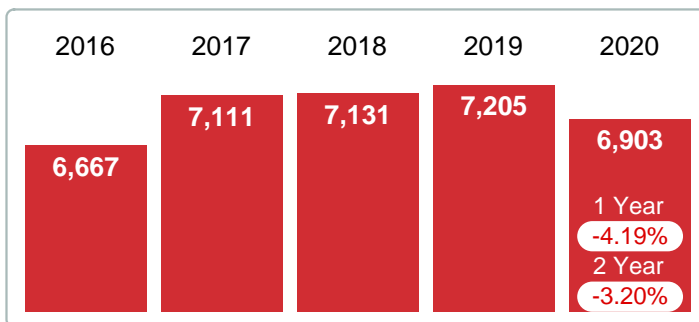
CLOSED LISTINGS

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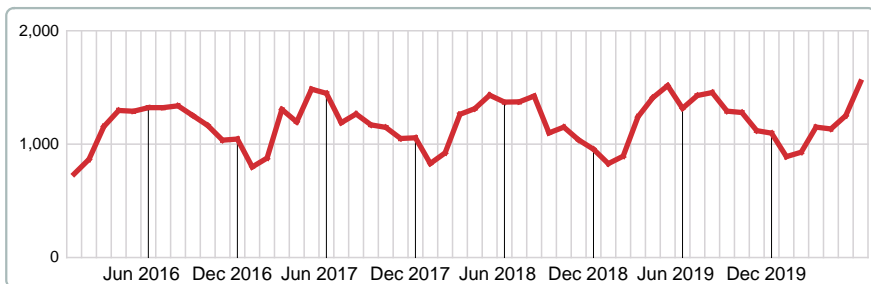
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,401

High Jun 2020 1,549 Low Jan 2016 737

Closed Listings this month at 1,549 above the 5 yr JUN average of 1,401

- APR 1,134
- MAY 1,251 (10.32% above avg)
- JUN 1,549 (23.82% above avg)

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	112	7.23%	39.3	58	46	8	0
\$75,001 - \$125,000	193	12.46%	26.5	47	126	19	1
\$125,001 - \$150,000	146	9.43%	20.2	17	115	14	0
\$150,001 - \$225,000	501	32.34%	22.6	26	343	129	3
\$225,001 - \$275,000	175	11.30%	35.2	7	76	87	5
\$275,001 - \$375,000	256	16.53%	36.3	5	84	139	28
\$375,001 and up	166	10.72%	52.3	0	23	102	41
Total Closed Units	1,549			160	813	498	78
Total Closed Volume	350,947,032	100%	30.9	18.09M	151.97M	147.93M	32.95M
Average Closed Price	\$226,564			\$113,084	\$186,923	\$297,055	\$422,462

June 2020



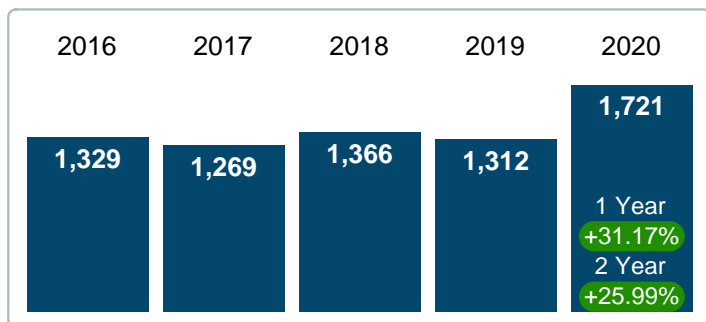
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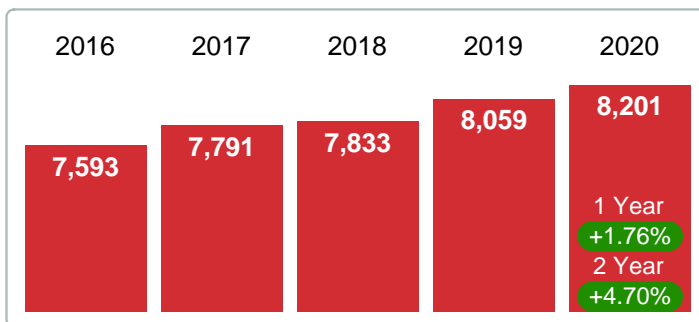
PENDING LISTINGS

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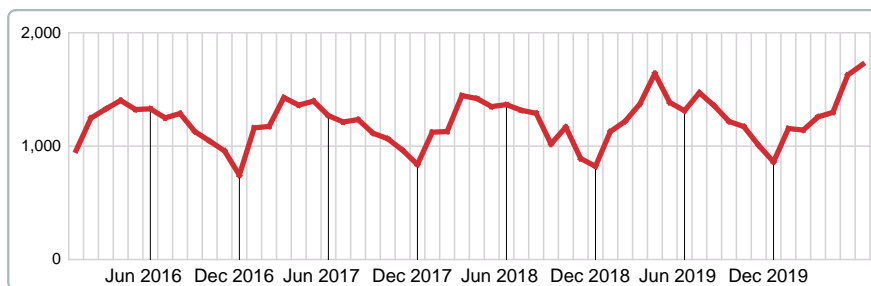
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

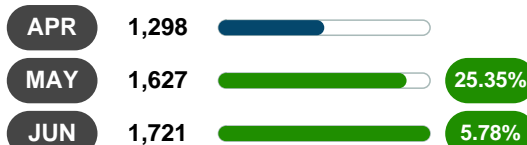


3 MONTHS

5 year JUN AVG = 1,399

High Jun 2020 1,721 Low Dec 2016 745

Pending Listings this month at 1,721 above the 5 yr JUN average of 1,399



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	101	5.87%	45.7	44	47	9	1
\$75,001 - \$125,000	214	12.43%	24.8	49	141	19	5
\$125,001 - \$175,000	333	19.35%	27.0	31	255	44	3
\$175,001 - \$225,000	340	19.76%	28.1	16	218	91	15
\$225,001 - \$300,000	332	19.29%	32.3	7	135	166	24
\$300,001 - \$400,000	230	13.36%	40.2	4	67	131	28
\$400,001 and up	171	9.94%	52.7	0	27	91	53
Total Pending Units	1,721			151	890	551	129
Total Pending Volume	426,856,551	100%	33.3	18.19M	179.29M	170.82M	58.56M
Average Listing Price	\$246,966			\$120,459	\$201,449	\$310,011	\$453,967

June 2020



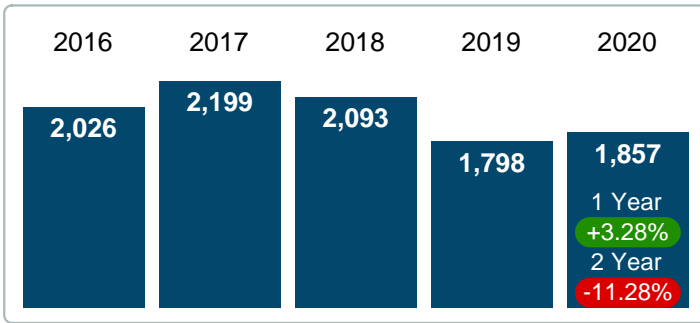
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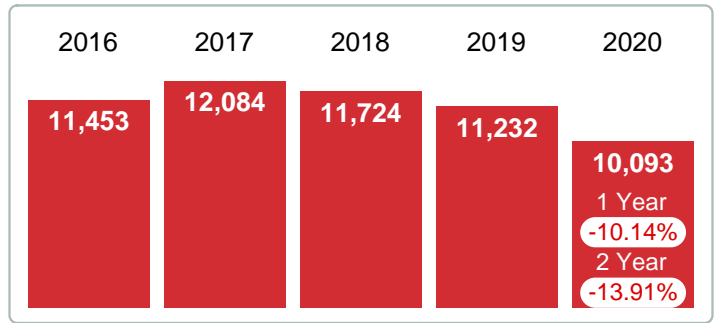
NEW LISTINGS

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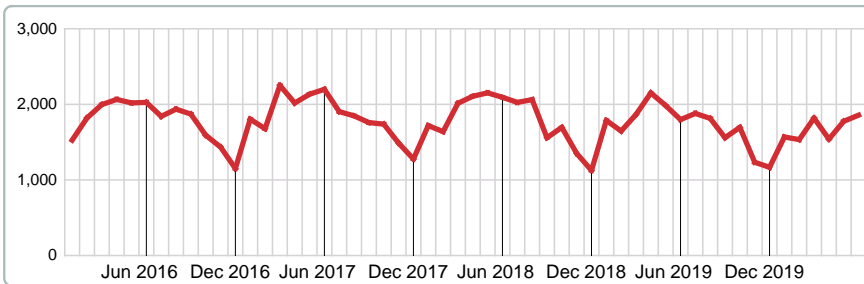
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,995

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

New Listings this month at **1,857**
 below the 5 yr JUN average of **1,995**



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	117	6.30%	48	61	7	1
\$75,001 - \$125,000	207	11.15%	58	136	9	4
\$125,001 - \$175,000	331	17.82%	22	272	34	3
\$175,001 - \$250,000	478	25.74%	15	283	163	17
\$250,001 - \$325,000	297	15.99%	12	116	140	29
\$325,001 - \$425,000	215	11.58%	8	59	115	33
\$425,001 and up	212	11.42%	7	37	105	63
Total New Listed Units	1,857		170	964	573	150
Total New Listed Volume	486,697,677	100%	25.15M	200.89M	186.96M	73.70M
Average New Listed Listing Price	\$242,968		\$147,961	\$208,390	\$326,280	\$491,320

June 2020



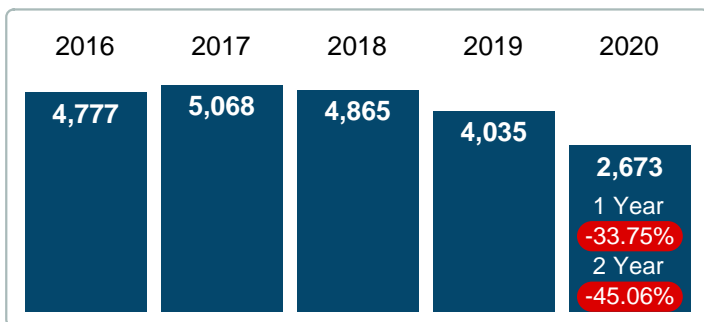
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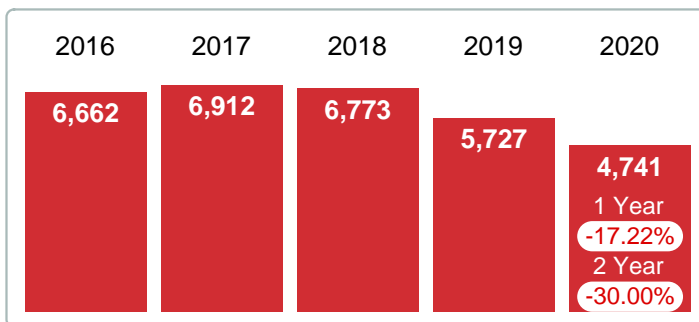
ACTIVE INVENTORY

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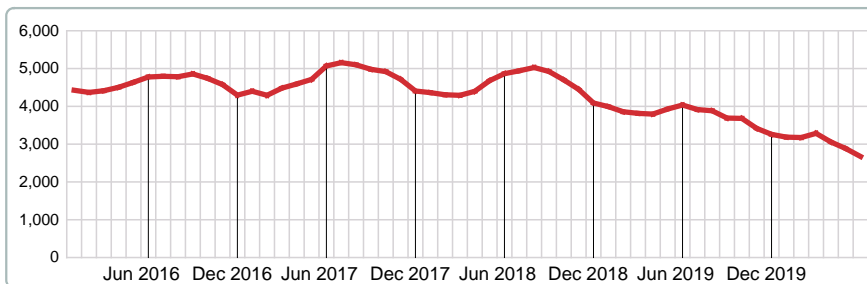
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4,284

High Jul 2017 5,156 Low Jun 2020 2,673

Inventory this month at **2,673**
below the 5 yr JUN average of **4,284**



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	225	8.42%	86.7	110	87	24	4
\$75,001 - \$150,000	336	12.57%	60.2	81	224	26	5
\$150,001 - \$200,000	321	12.01%	53.1	19	213	85	4
\$200,001 - \$325,000	702	26.26%	53.5	27	340	284	51
\$325,001 - \$425,000	425	15.90%	70.9	15	136	209	65
\$425,001 - \$675,000	394	14.74%	71.3	9	77	214	94
\$675,001 and up	270	10.10%	81.4	6	35	110	119
Total Active Inventory by Units			2,673	267	1,112	952	342
Total Active Inventory by Volume			973,990,860	42.02M	288.94M	404.51M	238.52M
Average Active Inventory Listing Price			\$364,381	\$157,372	\$259,839	\$424,906	\$697,430

June 2020



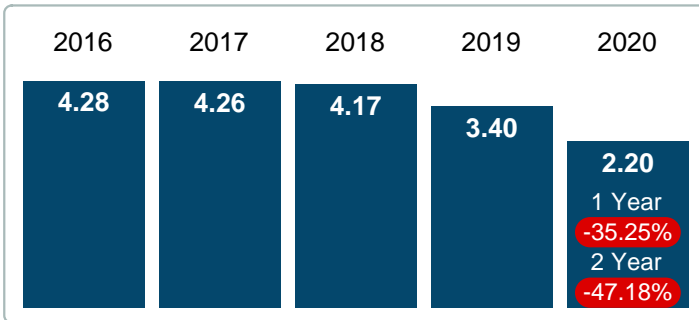
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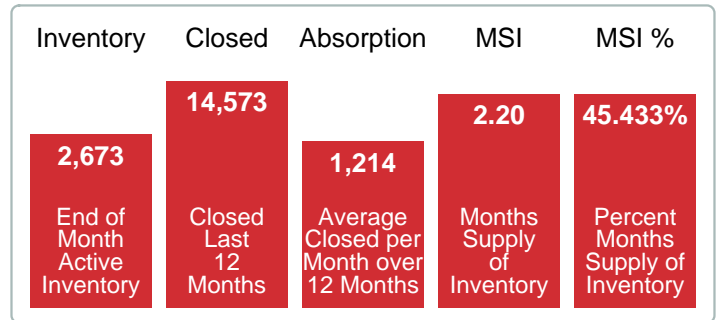
MONTHS SUPPLY of INVENTORY (MSI)

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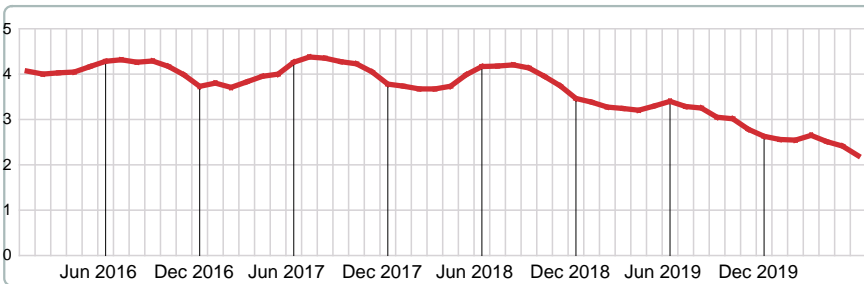
MSI FOR JUNE



INDICATORS FOR JUNE 2020

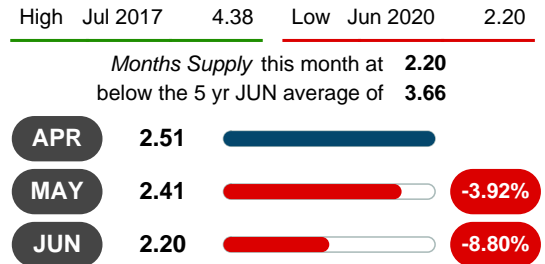


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.66



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	225	8.42%	1.98	2.17	1.57	3.35	6.00
\$75,001 - \$150,000	336	12.57%	1.09	1.79	0.97	0.88	2.14
\$150,001 - \$200,000	321	12.01%	1.08	1.19	1.02	1.25	0.96
\$200,001 - \$325,000	702	26.26%	2.13	2.57	2.32	1.83	3.01
\$325,001 - \$425,000	425	15.90%	4.41	10.00	5.33	3.63	5.45
\$425,001 - \$675,000	394	14.74%	7.45	27.00	7.33	7.36	7.23
\$675,001 and up	270	10.10%	15.43	24.00	13.13	12.45	20.70
Market Supply of Inventory (MSI)			2.20	2.15	1.64	2.68	6.25
Total Active Inventory by Units		100%	2,673	267	1,112	952	342

June 2020



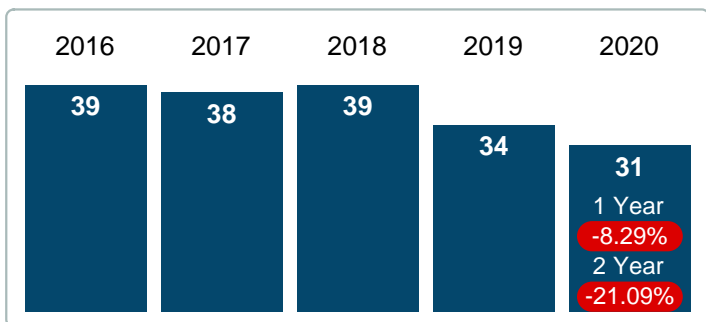
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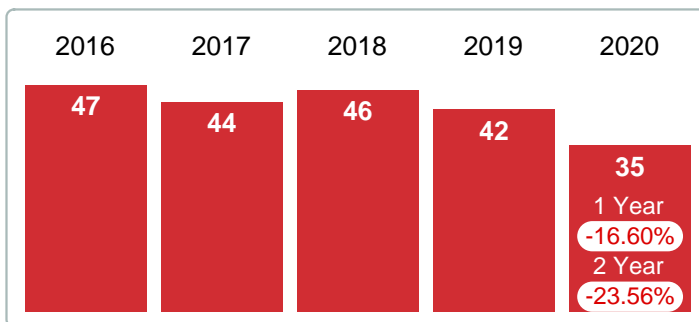
AVERAGE DAYS ON MARKET TO SALE

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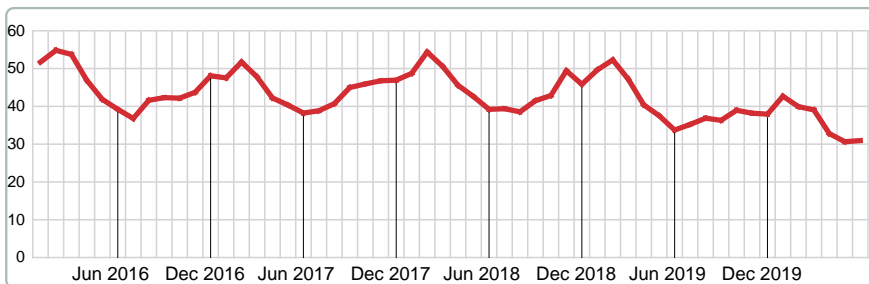
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 36

High Feb 2016 55 Low May 2020 31

Average Days on Market to Sale this month at 31 below the 5 yr JUN 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	7.23%	39	37	41	48	0
\$75,001 - \$125,000	12.46%	27	33	24	26	61
\$125,001 - \$150,000	9.43%	20	30	17	31	0
\$150,001 - \$225,000	32.34%	23	36	19	29	58
\$225,001 - \$275,000	11.30%	35	58	32	36	42
\$275,001 - \$375,000	16.53%	36	48	42	32	37
\$375,001 and up	10.72%	52	0	45	53	56
Average Closed DOM		31	36	25	36	48
Total Closed Units	100%	31	160	813	498	78
Total Closed Volume		350,947,032	18.09M	151.97M	147.93M	32.95M

June 2020



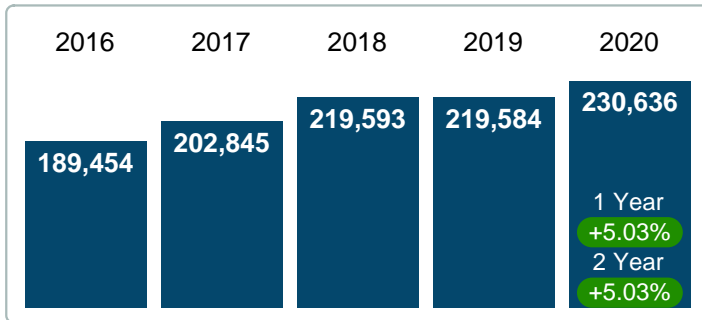
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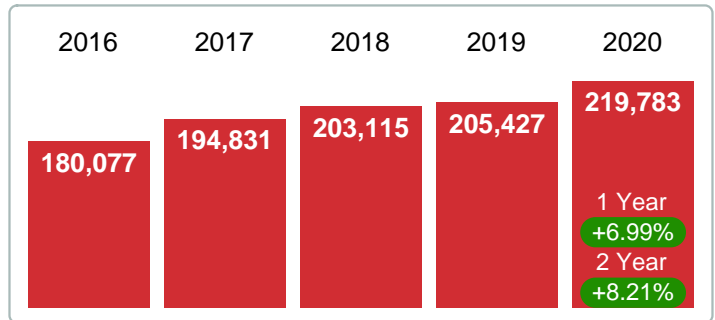
AVERAGE LIST PRICE AT CLOSING

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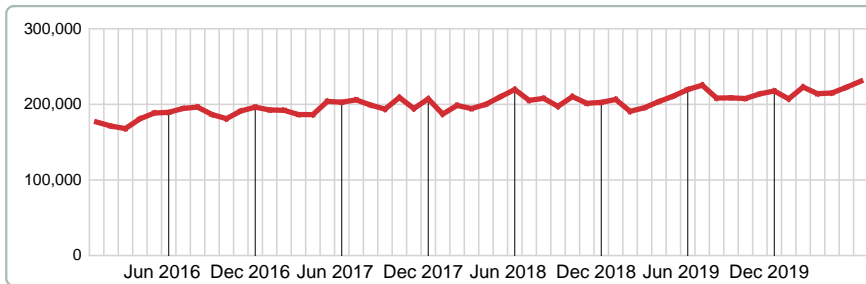
JUNE



YEAR TO DATE (YTD)

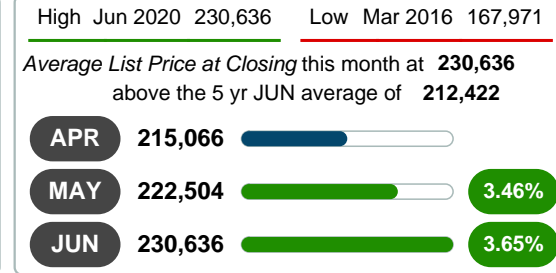


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 212,422



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	6.78%	50,651	49,308	55,522	65,863	0
\$75,001 - \$125,000	12.07%	105,083	107,671	107,994	116,022	145,000
\$125,001 - \$150,000	10.01%	139,285	141,488	138,931	139,471	0
\$150,001 - \$225,000	32.15%	186,788	189,212	183,820	197,130	215,133
\$225,001 - \$275,000	11.36%	249,947	255,986	250,205	251,988	256,960
\$275,001 - \$375,000	16.33%	317,748	332,700	322,285	318,352	327,564
\$375,001 and up	11.30%	533,114	0	558,952	533,132	548,975
Average List Price		230,636	116,879	189,584	302,544	432,756
Total Closed Units	100%	230,636	160	813	498	78
Total Closed Volume		357,254,554	18.70M	154.13M	150.67M	33.75M

June 2020



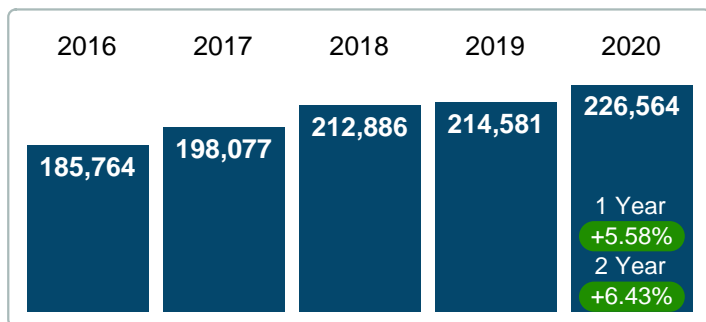
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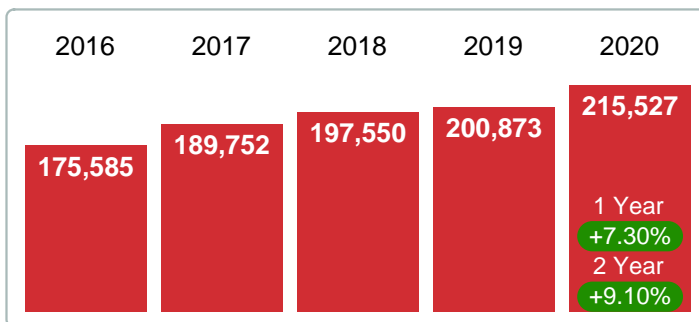
AVERAGE SOLD PRICE AT CLOSING

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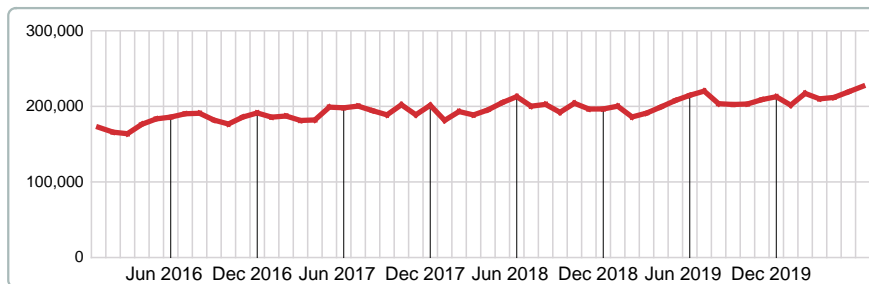
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

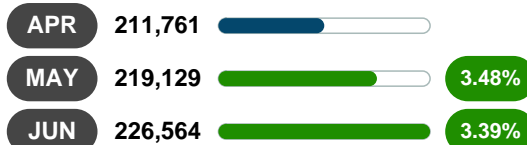


3 MONTHS

5 year JUN AVG = 207,574

High Jun 2020 226,564 Low Mar 2016 163,799

Average Sold Price at Closing this month at **226,564** above the 5 yr JUN average of **207,574**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.23%	49,420	46,262	51,572	59,938	0
\$75,001 - \$125,000	12.46%	105,070	103,912	105,453	104,716	118,000
\$125,001 - \$150,000	9.43%	139,023	139,219	139,088	138,250	0
\$150,001 - \$225,000	32.34%	186,174	185,475	182,686	195,162	204,500
\$225,001 - \$275,000	11.30%	248,710	254,143	246,907	249,424	256,100
\$275,001 - \$375,000	16.53%	315,827	311,650	315,080	315,119	322,332
\$375,001 and up	10.72%	525,222	0	540,035	518,150	534,507
Average Sold Price		226,564	113,084	186,923	297,055	422,462
Total Closed Units	100%	226,564	160	813	498	78
Total Closed Volume		350,947,032	18.09M	151.97M	147.93M	32.95M

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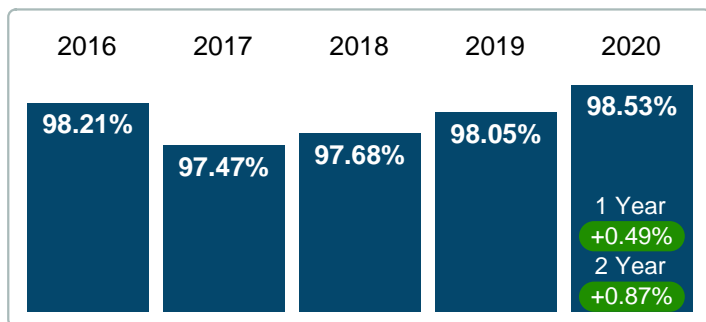
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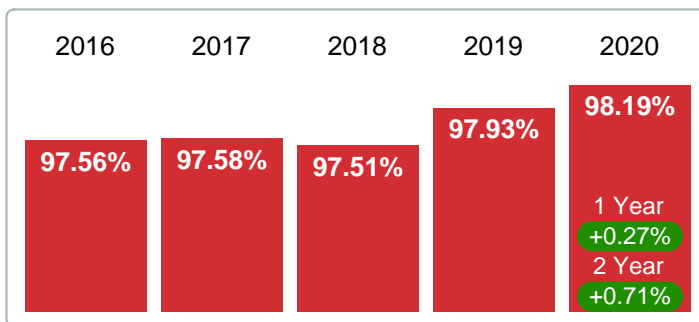
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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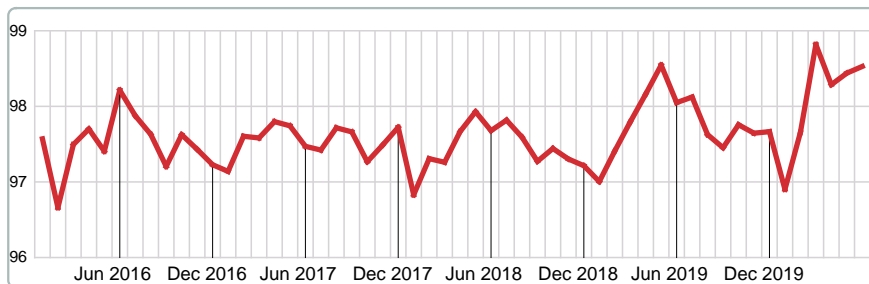
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

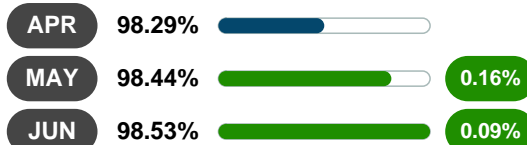


3 MONTHS

5 year JUN AVG = 97.99%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.53%**
above the 5 yr JUN average of **97.99%**



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	112	7.23%	95.40%	95.62%	95.86%	91.19%	0.00%
\$75,001 - \$125,000	193	12.46%	97.41%	96.77%	98.52%	92.50%	81.38%
\$125,001 - \$150,000	146	9.43%	99.98%	98.53%	100.29%	99.21%	0.00%
\$150,001 - \$225,000	501	32.34%	99.31%	98.30%	99.49%	99.12%	95.85%
\$225,001 - \$275,000	175	11.30%	98.99%	99.38%	98.83%	99.06%	99.68%
\$275,001 - \$375,000	256	16.53%	98.56%	93.94%	97.98%	99.08%	98.55%
\$375,001 and up	166	10.72%	97.76%	0.00%	97.02%	97.85%	97.95%
Average Sold/List Ratio		98.50%		96.82%	98.96%	98.46%	97.98%
Total Closed Units	1,549	100%	98.50%	160	813	498	78
Total Closed Volume	350,947,032			18.09M	151.97M	147.93M	32.95M

June 2020



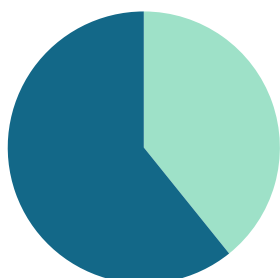
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

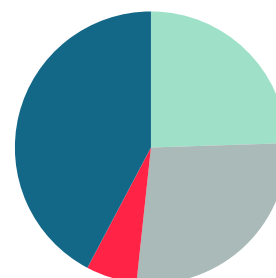


Inventory
 New Listings
1,857 = 39.21%
 Start Inventory
2,879
 Total Inventory Units
4,736
 Volume
\$1,506,816,265

Market Activity

Closed Sales
1,549 = 24.49%
 Pending Sales
1,721 = 27.21%
 Other Off Market
382 = 6.04%
 Active Inventory
2,673 = 42.26%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,316	1,549	17.71%	7,205	6,903	-4.19%
Pending Sales	1,312	1,721	31.17%	8,059	8,201	1.76%
New Listings	1,798	1,857	3.28%	11,232	10,093	-10.14%
Average List Price	219,584	230,636	5.03%	205,427	219,783	6.99%
Average Sale Price	214,581	226,564	5.58%	200,873	215,527	7.30%
Average Percent of Selling Price to List Price	98.05%	98.53%	0.49%	97.93%	98.19%	0.27%
Average Days on Market to Sale	33.73	30.94	-8.29%	42.28	35.27	-16.60%
Monthly Inventory	4,019	2,673	-33.49%	4,019	2,673	-33.49%
Months Supply of Inventory	3.39	2.20	-35.00%	3.39	2.20	-35.00%

Absorption: Last 12 months, an Average of **1,214** Sales/Month

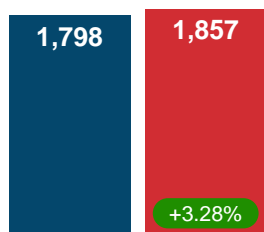
Inventory on June 30, 2020 = **2,673**

2019 **2020**

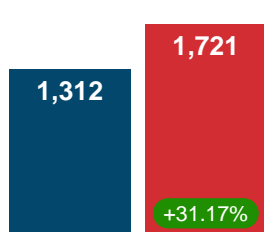
JUNE MARKET

AVERAGE PRICES

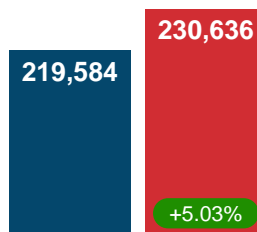
New Listings



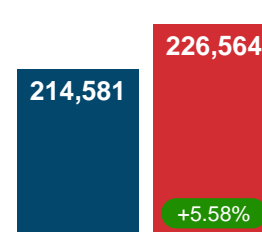
Pending Listings



List Price



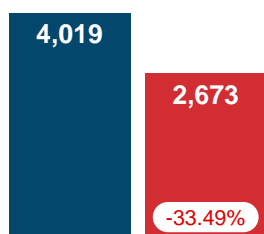
Sale Price



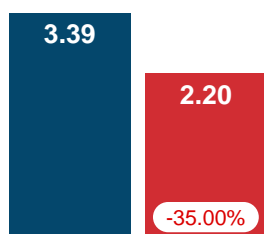
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

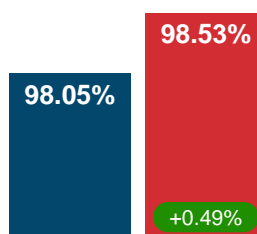
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

