

June 2020



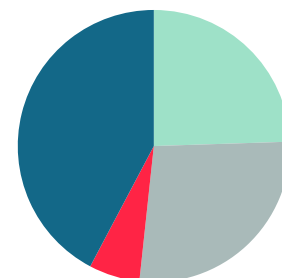
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	183,950	197,000	7.09%
Median Sale Price	180,000	195,000	8.33%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%
Median Days on Market to Sale	16.00	12.00	-25.00%
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.

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 **8.33%** in June 2020 to \$195,000 versus the previous year at \$180,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 4.00 days or **25.00%** in June 2020 compared to last year's same month at **16.00** DOM.

Sales Success for June 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 1,857 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



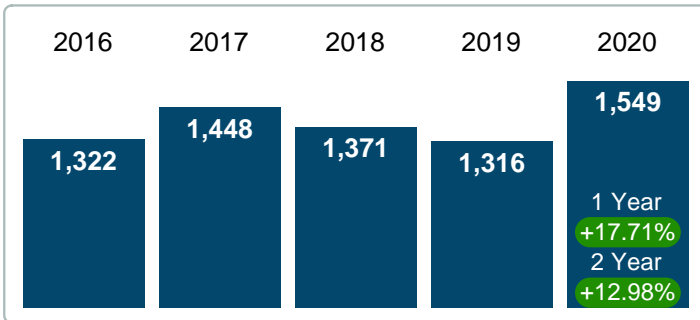
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



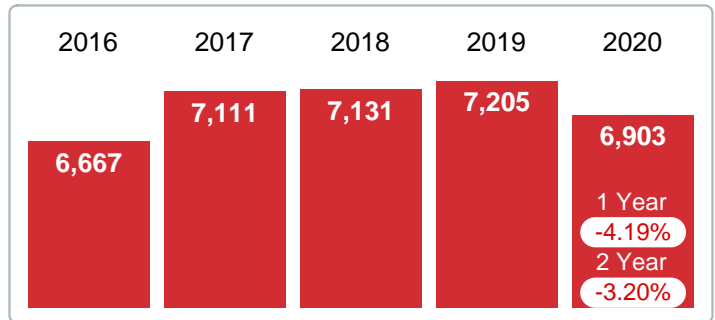
CLOSED LISTINGS

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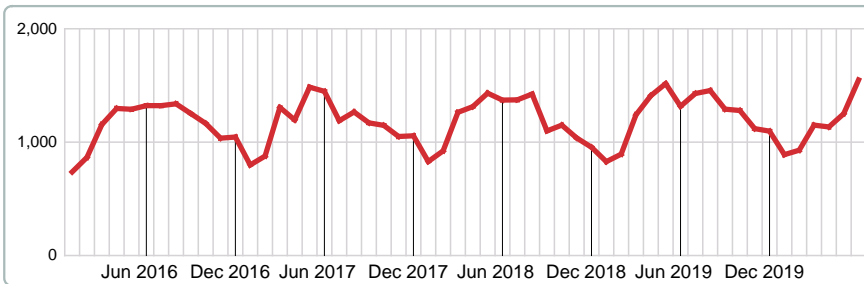
JUNE



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



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	112	7.23%	25.0	58	46	8	0
\$75,001 - \$125,000	193	12.46%	10.0	47	126	19	1
\$125,001 - \$150,000	146	9.43%	5.0	17	115	14	0
\$150,001 - \$225,000	501	32.34%	7.0	26	343	129	3
\$225,001 - \$275,000	175	11.30%	14.0	7	76	87	5
\$275,001 - \$375,000	256	16.53%	20.0	5	84	139	28
\$375,001 and up	166	10.72%	37.5	0	23	102	41
Total Closed Units	1,549			160	813	498	78
Total Closed Volume	350,947,032	100%	12.0	18.09M	151.97M	147.93M	32.95M
Median Closed Price	\$195,000			\$105,500	\$170,000	\$270,000	\$391,000

June 2020



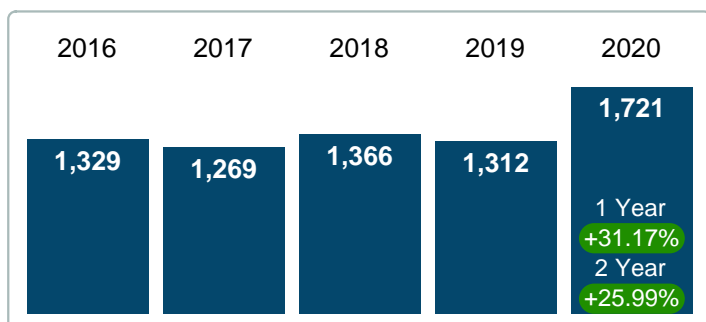
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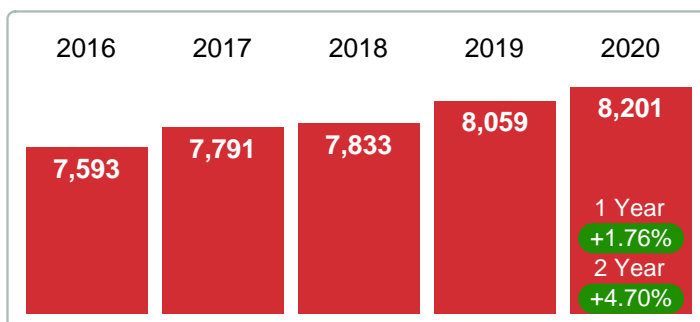
PENDING LISTINGS

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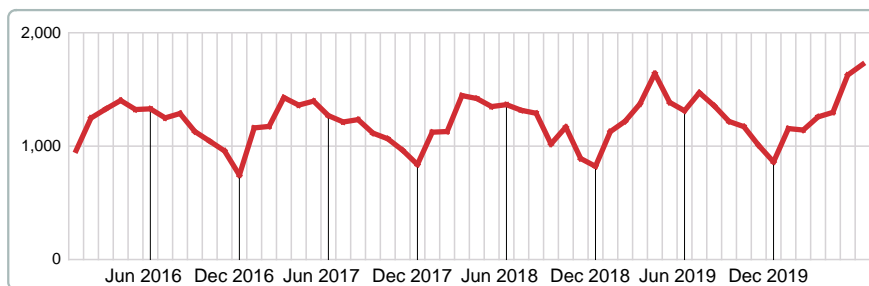
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

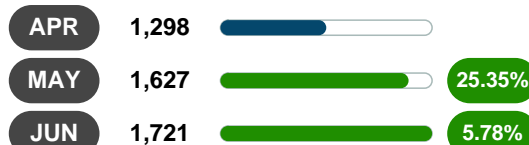


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	101	5.87%	17.0	44	47	9	1
\$75,001 - \$125,000	214	12.43%	6.0	49	141	19	5
\$125,001 - \$175,000	333	19.35%	7.0	31	255	44	3
\$175,001 - \$225,000	340	19.76%	11.0	16	218	91	15
\$225,001 - \$300,000	332	19.29%	13.0	7	135	166	24
\$300,001 - \$400,000	230	13.36%	21.5	4	67	131	28
\$400,001 and up	171	9.94%	35.0	0	27	91	53
Total Pending Units	1,721			151	890	551	129
Total Pending Volume	426,856,551	100%	12.0	18.19M	179.29M	170.82M	58.56M
Median Listing Price	\$205,000			\$105,000	\$177,000	\$275,000	\$379,000

June 2020



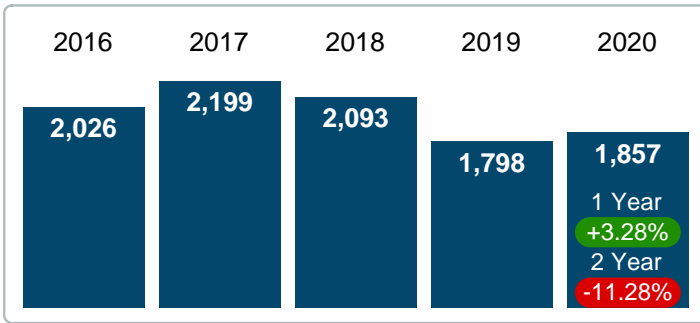
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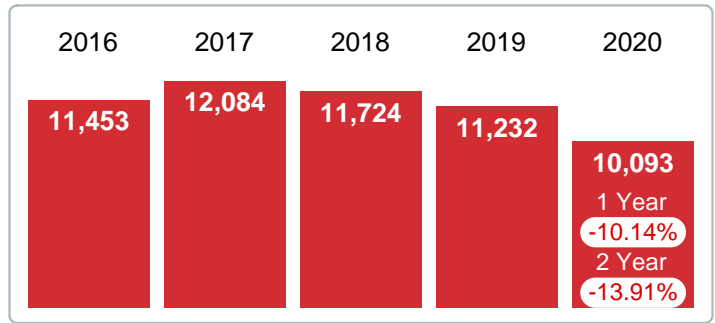
NEW LISTINGS

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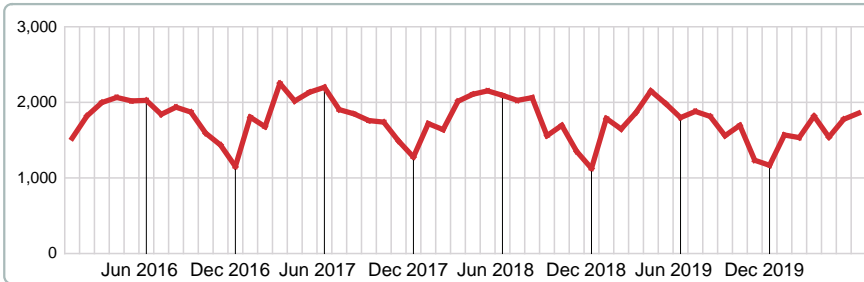
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

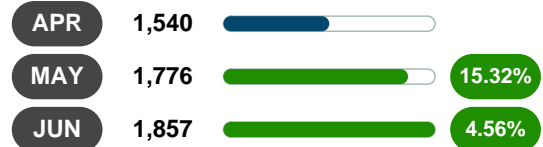


3 MONTHS

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
Median New Listed Listing Price	\$215,000		\$103,750	\$179,000	\$290,000	\$389,700

June 2020



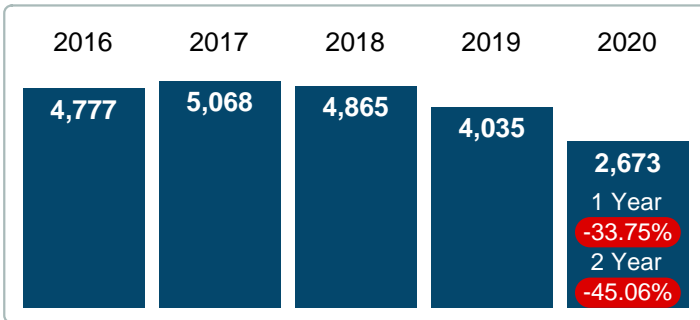
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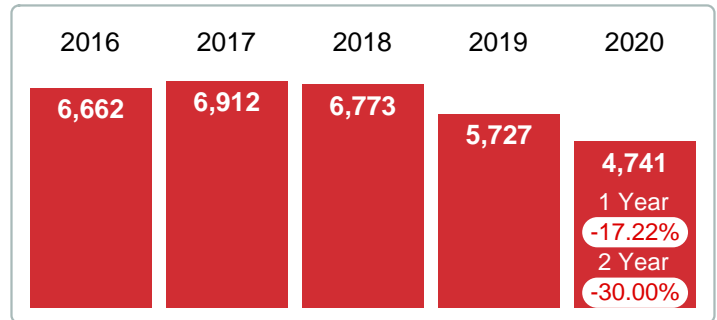
ACTIVE INVENTORY

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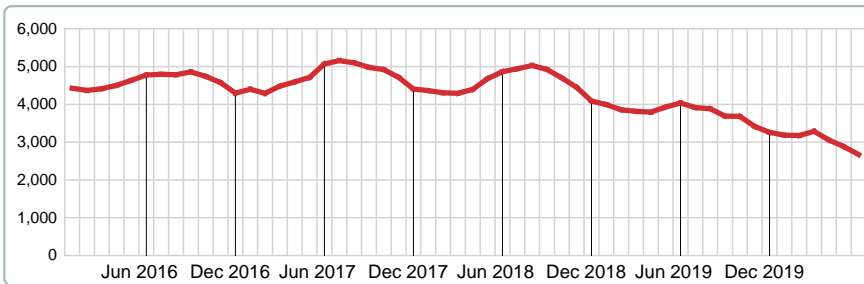
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

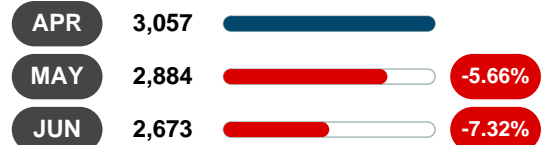


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	225	8.42%	46.0	110	87	24	4
\$75,001 - \$150,000	336	12.57%	35.0	81	224	26	5
\$150,001 - \$200,000	321	12.01%	39.0	19	213	85	4
\$200,001 - \$325,000	702	26.26%	39.0	27	340	284	51
\$325,001 - \$425,000	425	15.90%	64.0	15	136	209	65
\$425,001 - \$675,000	394	14.74%	60.0	9	77	214	94
\$675,001 and up	270	10.10%	76.5	6	35	110	119
Total Active Inventory by Units		2,673		267	1,112	952	342
Total Active Inventory by Volume		973,990,860	100%	42.02M	288.94M	404.51M	238.52M
Median Active Inventory Listing Price		\$279,900		\$89,900	\$213,300	\$359,900	\$507,200

June 2020



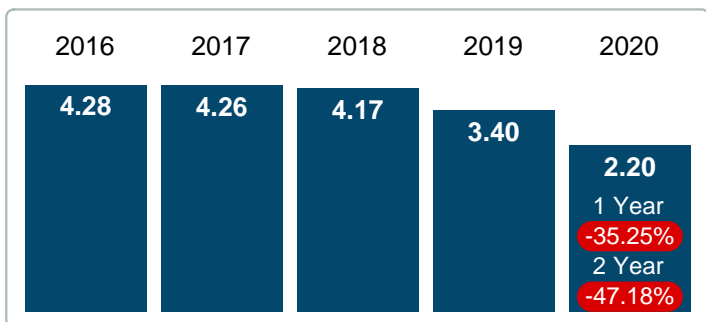
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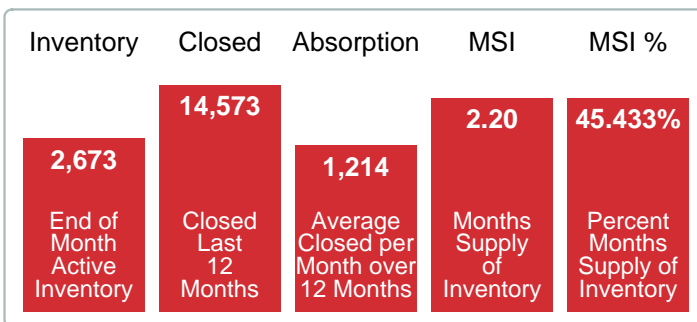
MONTHS SUPPLY of INVENTORY (MSI)

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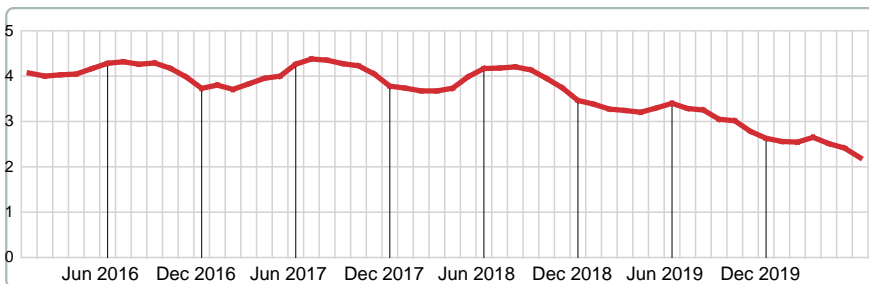
MSI FOR JUNE



INDICATORS FOR JUNE 2020

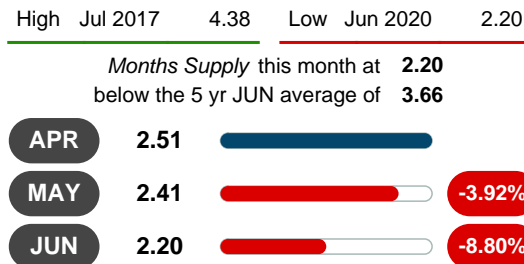


5 YEAR MARKET ACTIVITY TRENDS



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



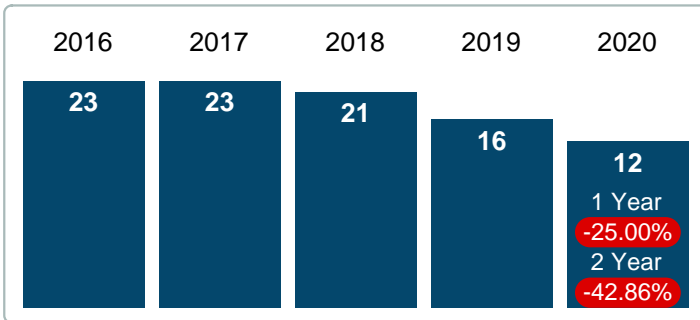
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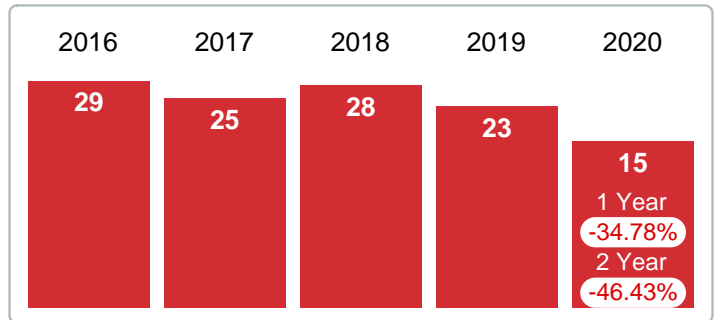
MEDIAN DAYS ON MARKET TO SALE

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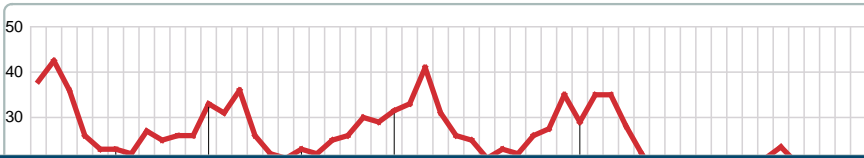
JUNE



YEAR TO DATE (YTD)

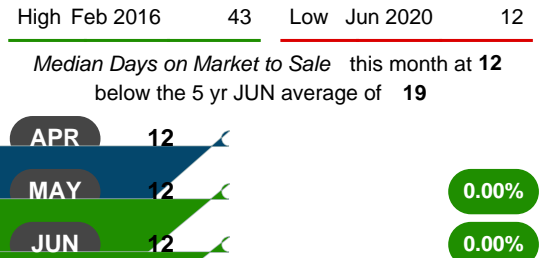


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 19



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	112	7.23%	25	25	21	38	0
\$75,001 - \$125,000	193	12.46%	10	13	8	19	61
\$125,001 - \$150,000	146	9.43%	5	5	5	20	0
\$150,001 - \$225,000	501	32.34%	7	12	6	15	35
\$225,001 - \$275,000	175	11.30%	14	43	13	17	5
\$275,001 - \$375,000	256	16.53%	20	22	26	11	22
\$375,001 and up	166	10.72%	38	0	20	39	39
Median Closed DOM			12	18	8	19	33
Total Closed Units		100%	1,549	160	813	498	78
Total Closed Volume			350,947,032	18.09M	151.97M	147.93M	32.95M

June 2020



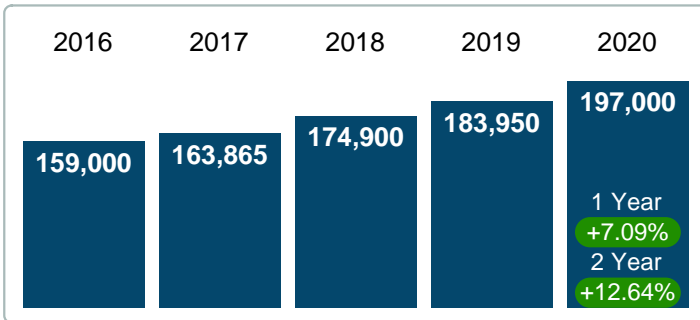
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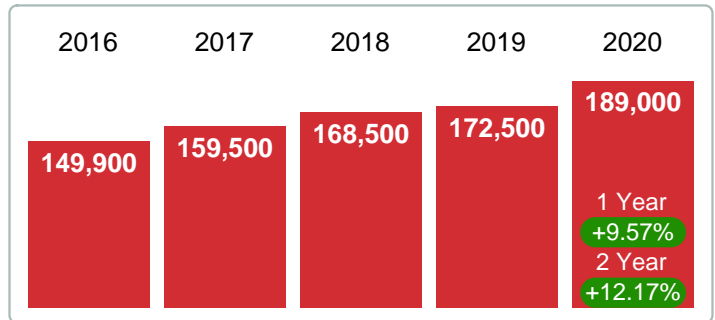
MEDIAN LIST PRICE AT CLOSING

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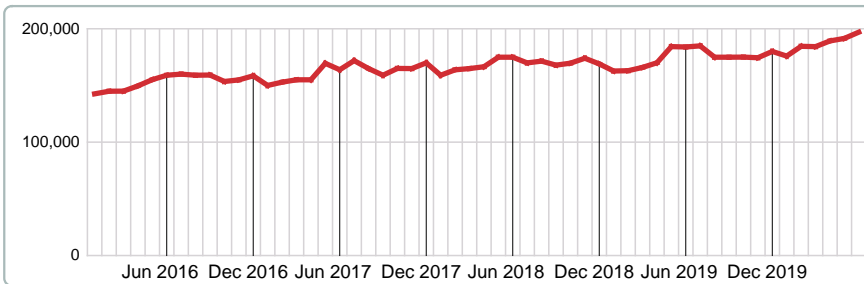
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 175,743

High Jun 2020 197,000 Low Jan 2016 142,600
 Median List Price at Closing this month at **197,000**
 above the 5 yr JUN average of **175,743**

- APR 189,250
- MAY 191,489 1.18%
- JUN 197,000 2.88%

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	105	6.78%	52,500	45,000	57,950	57,500	0
\$75,001 - \$125,000	187	12.07%	109,000	100,700	114,900	107,750	0
\$125,001 - \$150,000	155	10.01%	139,900	135,000	139,900	138,500	145,000
\$150,001 - \$225,000	498	32.15%	185,000	181,250	180,000	198,950	198,250
\$225,001 - \$275,000	176	11.36%	249,000	250,000	247,950	249,900	254,400
\$275,001 - \$375,000	253	16.33%	315,000	302,500	315,000	309,000	325,000
\$375,001 and up	175	11.30%	450,000	379,000	447,450	457,500	447,500
Median List Price			197,000	106,828	170,000	274,826	396,200
Total Closed Units		100%	1,549	160	813	498	78
Total Closed Volume			357,254,554	18.70M	154.13M	150.67M	33.75M

June 2020



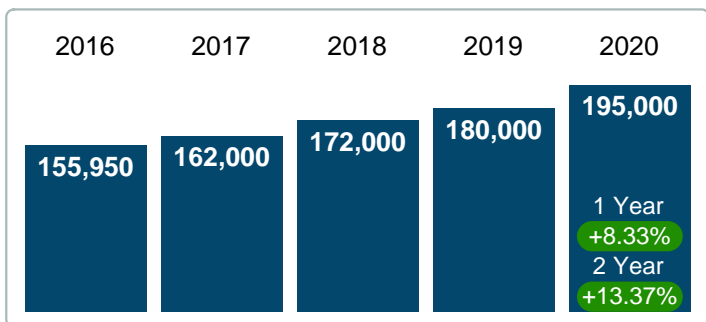
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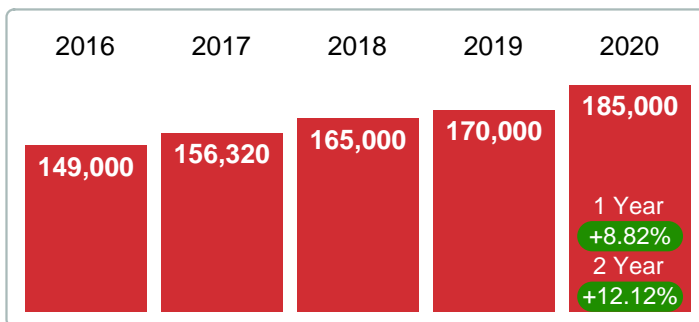
MEDIAN SOLD PRICE AT CLOSING

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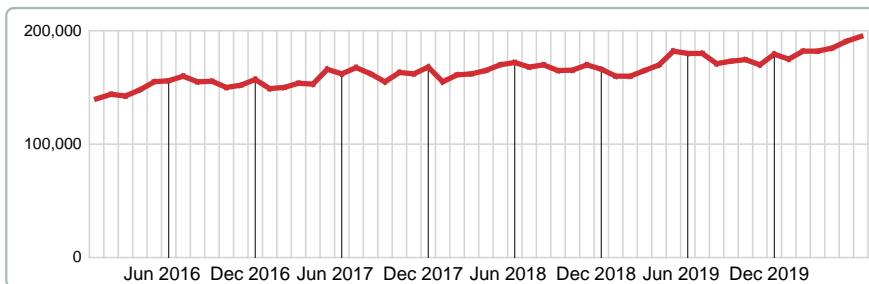
JUNE



YEAR TO DATE (YTD)

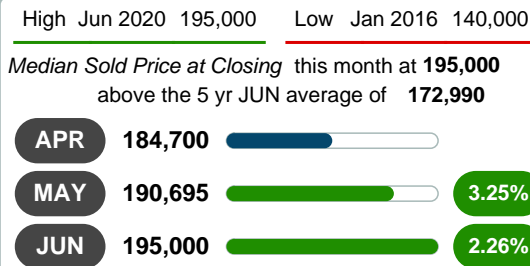


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 172,990



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	112	7.23%	50,000	43,850	53,250	59,500	0
\$75,001 - \$125,000	193	12.46%	108,000	107,000	110,000	108,000	118,000
\$125,001 - \$150,000	146	9.43%	139,950	140,000	139,900	139,250	0
\$150,001 - \$225,000	501	32.34%	185,000	182,250	179,900	195,000	212,000
\$225,001 - \$275,000	175	11.30%	246,900	260,000	245,000	249,500	260,000
\$275,001 - \$375,000	256	16.53%	311,000	306,250	311,500	310,000	325,750
\$375,001 and up	166	10.72%	450,450	0	499,907	450,450	450,000
Median Sold Price			195,000	105,500	170,000	270,000	391,000
Total Closed Units		100%	1,549	160	813	498	78
Total Closed Volume			350,947,032	18.09M	151.97M	147.93M	32.95M

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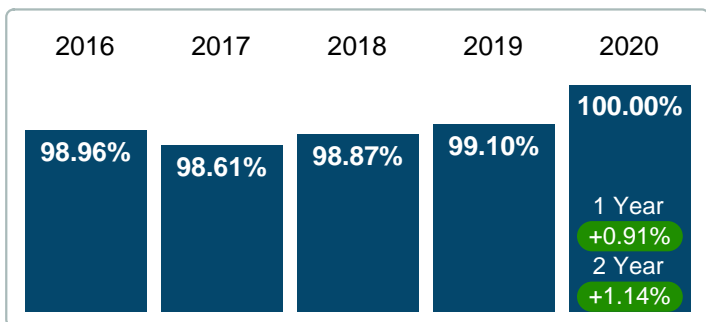
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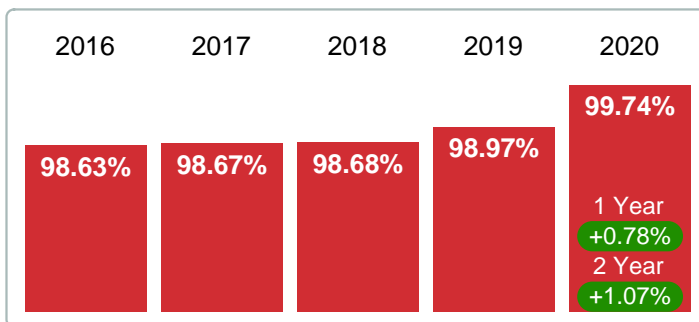
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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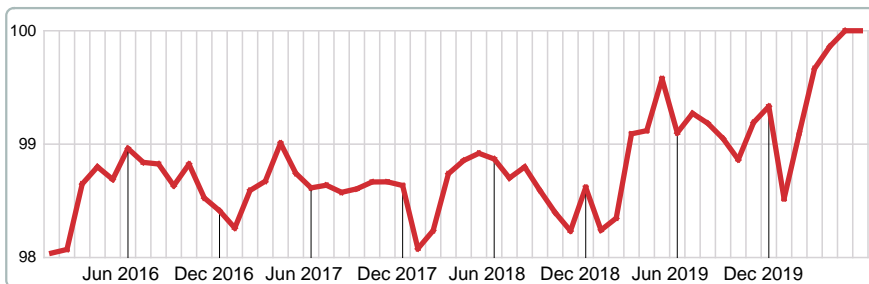
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

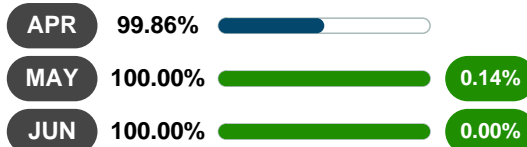


3 MONTHS

5 year JUN AVG = 99.11%

High Jun 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **99.11%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	112	7.23%	93.70%	93.70%	93.99%	90.95%	0.00%
\$75,001 - \$125,000	193	12.46%	98.40%	96.47%	100.00%	97.00%	81.38%
\$125,001 - \$150,000	146	9.43%	100.00%	98.92%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	501	32.34%	100.00%	100.00%	100.00%	100.00%	100.57%
\$225,001 - \$275,000	175	11.30%	100.00%	100.00%	100.00%	99.62%	100.04%
\$275,001 - \$375,000	256	16.53%	99.69%	92.94%	98.61%	100.00%	99.50%
\$375,001 and up	166	10.72%	98.24%	0.00%	96.88%	98.29%	98.82%
Median Sold/List Ratio		100.00%		97.13%	100.00%	99.81%	99.12%
Total Closed Units		1,549	100%	160	813	498	78
Total Closed Volume		350,947,032		18.09M	151.97M	147.93M	32.95M

June 2020



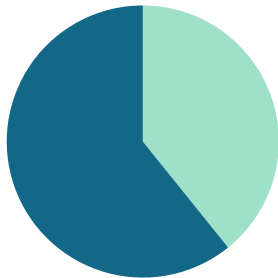
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

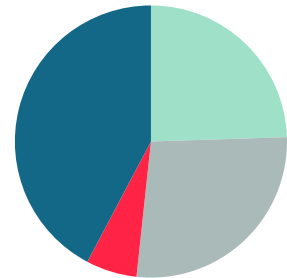


Inventory
 New Listings
1,857 = 39.21%
 Start Inventory
2,879
 Total Inventory Units
4,736
 Volume
\$1,506,816,265

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%
Median List Price	183,950	197,000	7.09%	172,500	189,000	9.57%
Median Sale Price	180,000	195,000	8.33%	170,000	185,000	8.82%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%	98.97%	99.74%	0.77%
Median Days on Market to Sale	16.00	12.00	-25.00%	23.00	15.00	-34.78%
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%

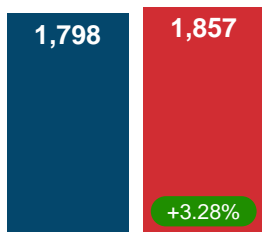
Absorption: Last 12 months, an Average of **1,214** Sales/Month

Inventory on June 30, 2020 = 2,673

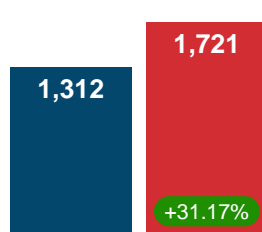
2019 **2020**

JUNE MARKET

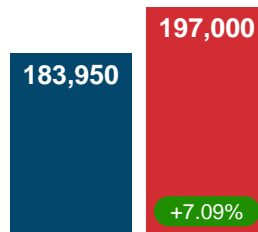
New Listings



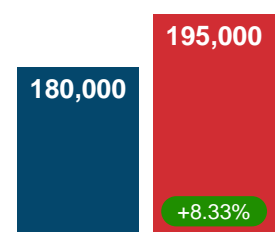
Pending Listings



List Price

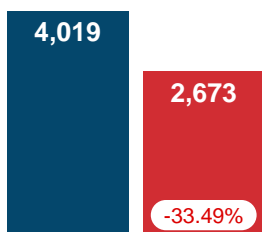


Sale Price

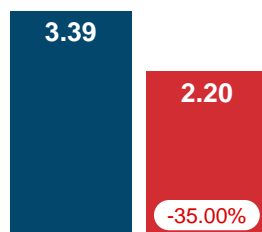


INVENTORY

Active Inventory

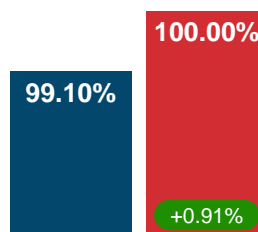


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

