

## March 2020



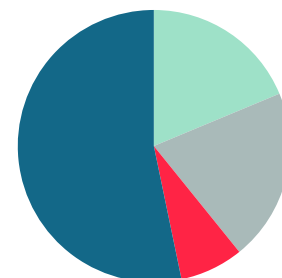
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	1,241	1,150	-7.33%
Pending Listings	1,373	1,258	-8.38%
New Listings	1,865	1,818	-2.52%
Average List Price	195,542	214,068	9.47%
Average Sale Price	191,042	209,934	9.89%
Average Percent of Selling Price to List Price	97.79%	98.82%	1.05%
Average Days on Market to Sale	47.19	39.06	-17.23%
End of Month Inventory	3,798	3,273	-13.82%
Months Supply of Inventory	3.23	2.64	-18.25%



■ Closed (18.71%)  
■ Pending (20.47%)  
■ Other OffMarket (7.55%)  
■ Active (53.26%)

**Absorption:** Last 12 months, an Average of **1,240** Sales/Month  
**Active Inventory** as of March 31, 2020 = **3,273**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **13.82%** to 3,273 existing homes available for sale. Over the last 12 months this area has had an average of 1,240 closed sales per month. This represents an unsold inventory index of **2.64** 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 **9.89%** in March 2020 to \$209,934 versus the previous year at \$191,042.

##### Average Days on Market Shortens

The average number of **39.06** days that homes spent on the market before selling decreased by 8.13 days or **17.23%** in March 2020 compared to last year's same month at **47.19** DOM.

##### Sales Success for March 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,818 New Listings in March 2020, down **2.52%** from last year at 1,865. Furthermore, there were 1,150 Closed Listings this month versus last year at 1,241, a **-7.33%** decrease.

Closed versus Listed trends yielded a **63.3%** ratio, down from previous year's, March 2019, at **66.5%**, a **4.94%** downswing. 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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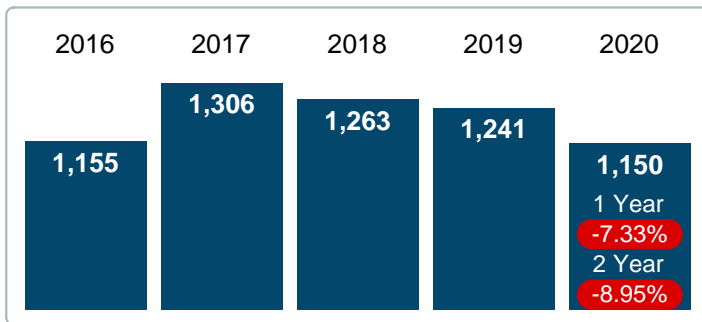
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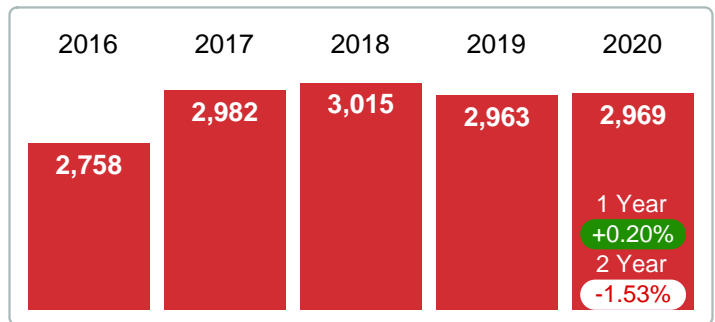
## CLOSED LISTINGS

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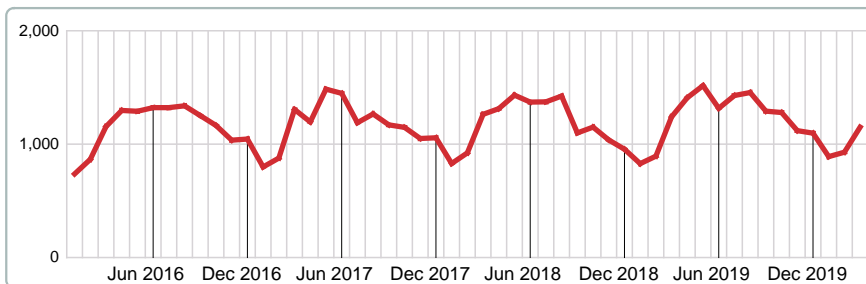
### MARCH



### YEAR TO DATE (YTD)

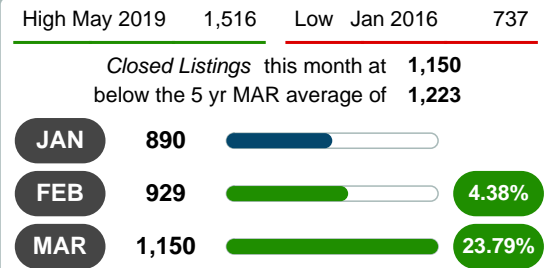


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,223



### 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	116	10.09%	34.3	65	49	2	0
\$75,001 - \$100,000	74	6.43%	33.9	16	54	4	0
\$100,001 - \$150,000	212	18.43%	27.0	21	174	16	1
\$150,001 - \$200,000	267	23.22%	34.5	14	188	61	4
\$200,001 - \$250,000	169	14.70%	39.0	6	79	79	5
\$250,001 - \$350,000	179	15.57%	53.3	2	70	92	15
\$350,001 and up	133	11.57%	55.5	1	18	94	20
<b>Total Closed Units</b>	<b>1,150</b>			<b>125</b>	<b>632</b>	<b>348</b>	<b>45</b>
<b>Total Closed Volume</b>	<b>241,424,290</b>	<b>100%</b>	<b>39.1</b>	<b>11.64M</b>	<b>107.80M</b>	<b>101.86M</b>	<b>20.12M</b>
<b>Average Closed Price</b>	<b>\$209,934</b>			<b>\$93,116</b>	<b>\$170,563</b>	<b>\$292,714</b>	<b>\$447,212</b>

# March 2020



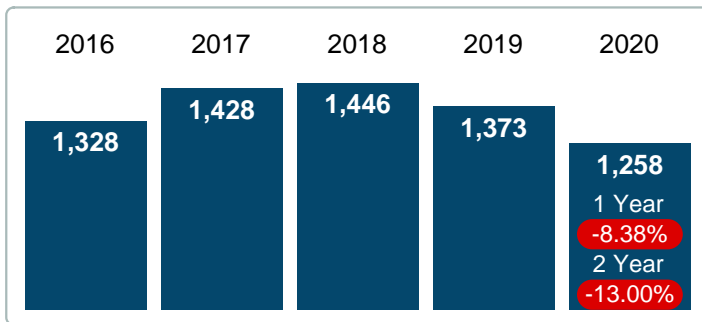
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



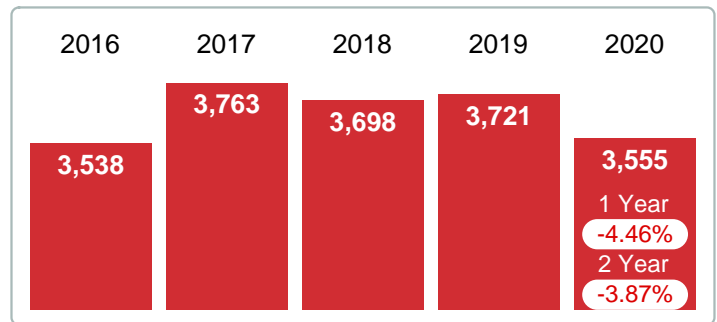
## PENDING LISTINGS

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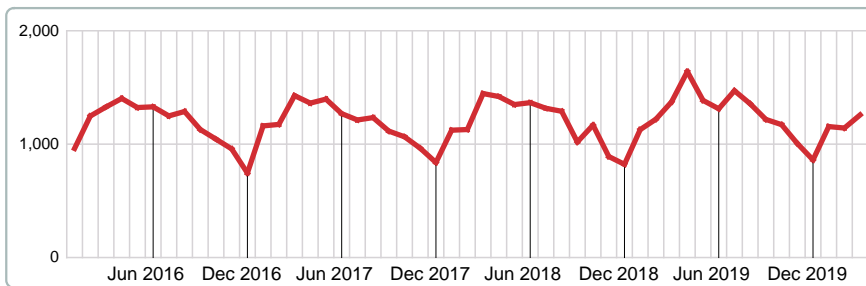
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,367

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at 1,258 below the 5 yr MAR average of 1,367



### 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	99	7.87%	38.1	43	53	3	0
\$75,001 - \$125,000	174	13.83%	29.4	38	117	18	1
\$125,001 - \$150,000	161	12.80%	26.4	9	140	12	0
\$150,001 - \$200,000	280	22.26%	32.9	14	191	71	4
\$200,001 - \$275,000	253	20.11%	34.7	9	132	104	8
\$275,001 - \$350,000	144	11.45%	47.8	6	53	71	14
\$350,001 and up	147	11.69%	54.4	1	23	97	26
<b>Total Pending Units</b>	<b>1,258</b>			<b>120</b>	<b>709</b>	<b>376</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>271,622,565</b>	<b>100%</b>	<b>36.2</b>	<b>13.85M</b>	<b>126.04M</b>	<b>109.40M</b>	<b>22.33M</b>
<b>Average Listing Price</b>	<b>\$215,768</b>			<b>\$115,439</b>	<b>\$177,767</b>	<b>\$290,963</b>	<b>\$421,339</b>

# March 2020



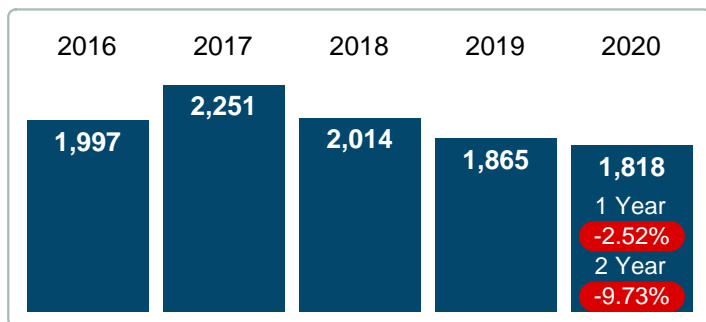
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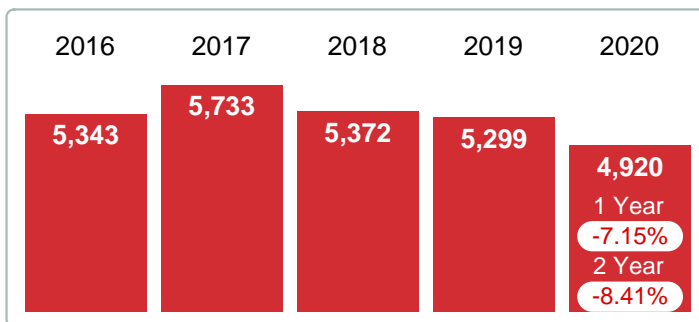
## NEW LISTINGS

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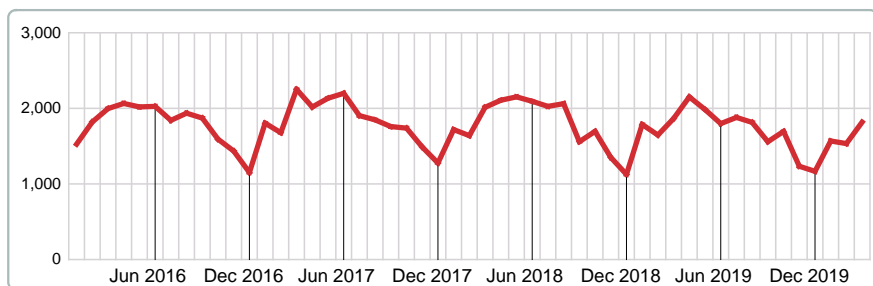
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,989

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

New Listings this month at **1,818**  
 below the 5 yr MAR average of **1,989**

Month	New Listings	Change (%)
JAN	1,568	
FEB	1,534	-2.17%
MAR	1,818	18.51%

### 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	130	7.15%	60	58	11	1
\$75,001 - \$125,000	203	11.17%	40	139	23	1
\$125,001 - \$150,000	188	10.34%	21	144	21	2
\$150,001 - \$250,000	621	34.16%	22	384	203	12
\$250,001 - \$325,000	260	14.30%	9	102	124	25
\$325,001 - \$450,000	228	12.54%	3	63	117	45
\$450,001 and up	188	10.34%	0	29	96	63
<b>Total New Listed Units</b>	<b>1,818</b>		<b>155</b>	<b>919</b>	<b>595</b>	<b>149</b>
<b>Total New Listed Volume</b>	<b>485,321,076</b>	<b>100%</b>	<b>17.90M</b>	<b>182.81M</b>	<b>195.14M</b>	<b>89.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$232,376</b>		<b>\$115,467</b>	<b>\$198,918</b>	<b>\$327,963</b>	<b>\$600,540</b>

# March 2020



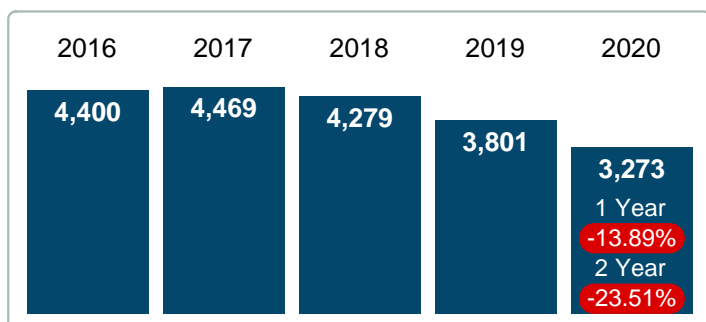
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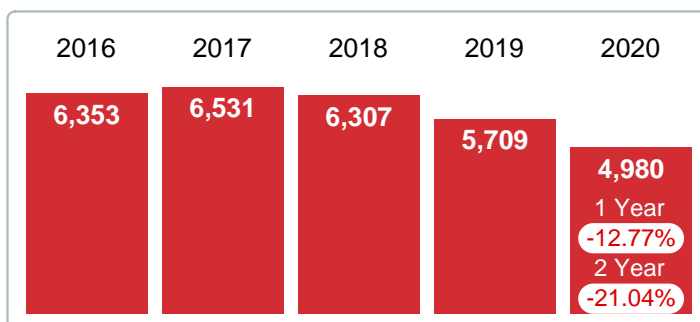
## ACTIVE INVENTORY

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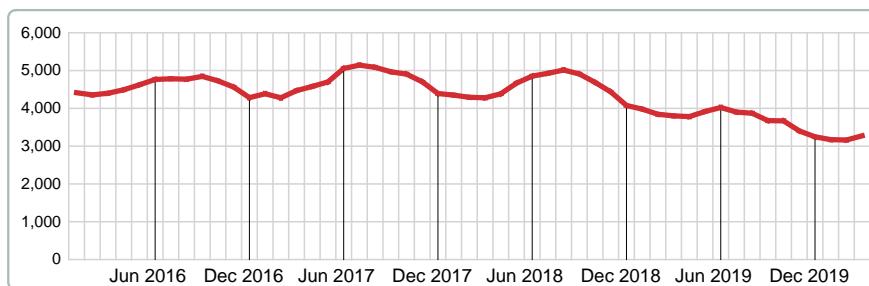
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4,044

High Jul 2017 5,143 Low Feb 2020 3,162

Inventory this month at 3,273 below the 5 yr MAR average of 4,044



## 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	291	8.89%	78.9	141	116	31	3
\$75,001 - \$125,000	358	10.94%	70.8	108	205	41	4
\$125,001 - \$175,000	405	12.37%	48.7	47	283	70	5
\$175,001 - \$300,000	919	28.08%	54.5	52	447	376	44
\$300,001 - \$400,000	532	16.25%	68.6	11	171	280	70
\$400,001 - \$600,000	436	13.32%	75.4	5	91	240	100
\$600,001 and up	332	10.14%	72.5	2	38	149	143
Total Active Inventory by Units	3,273			366	1,351	1,187	369
Total Active Inventory by Volume	1,079,992,323	100%	64.6	45.25M	313.73M	470.09M	250.92M
Average Active Inventory Listing Price	\$329,970			\$123,634	\$232,221	\$396,033	\$680,000

# March 2020



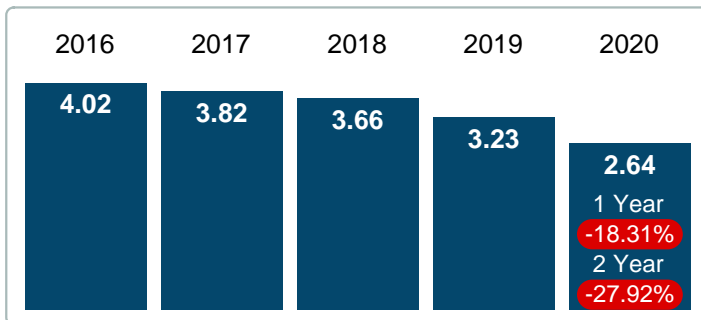
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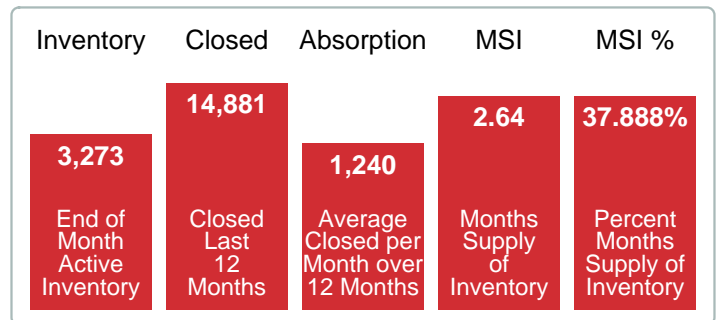
## MONTHS SUPPLY of INVENTORY (MSI)

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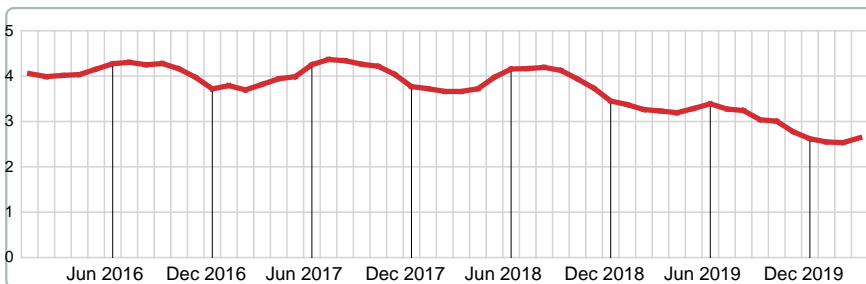
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

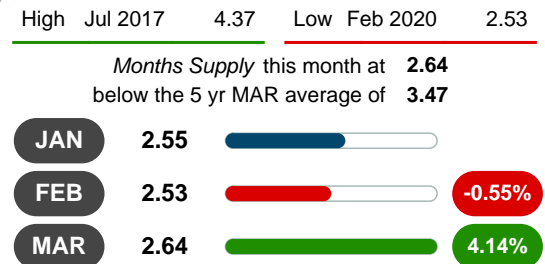


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.47



### 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	291	8.89%	2.39	2.60	1.95	4.13	4.50
\$75,001 - \$125,000	358	10.94%	1.95	3.26	1.52	2.78	3.43
\$125,001 - \$175,000	405	12.37%	1.31	2.19	1.19	1.49	1.36
\$175,001 - \$300,000	919	28.08%	2.16	3.32	2.07	2.15	2.42
\$300,001 - \$400,000	532	16.25%	4.68	5.74	5.50	4.07	5.92
\$400,001 - \$600,000	436	13.32%	7.30	6.67	6.83	7.42	7.50
\$600,001 and up	332	10.14%	12.89	8.00	9.91	11.39	16.66
Market Supply of Inventory (MSI)			2.64	2.87	1.94	3.31	6.43
Total Active Inventory by Units		100%	2.64	366	1,351	1,187	369

# March 2020



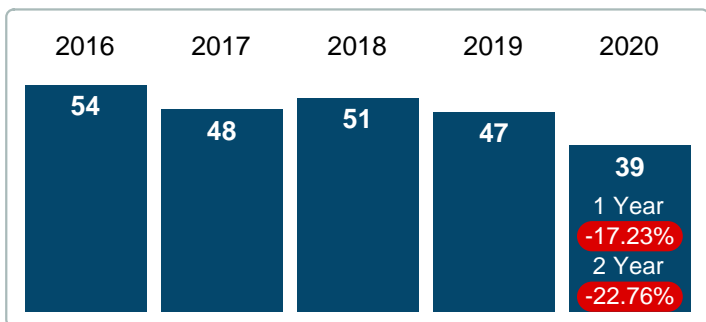
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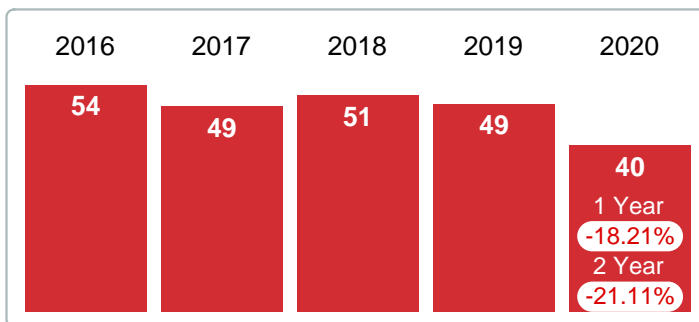
## AVERAGE DAYS ON MARKET TO SALE

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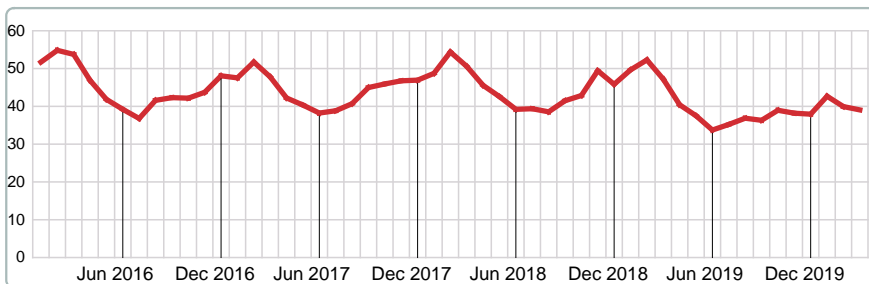
### MARCH



### YEAR TO DATE (YTD)

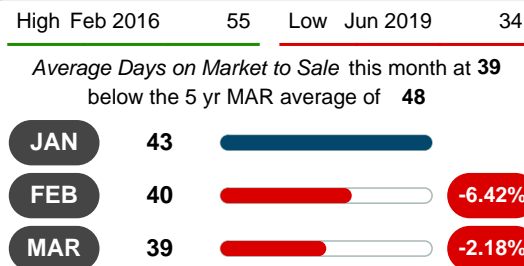


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 48



### 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	116	10.09%	34	36	32	44	0	
\$75,001 - \$100,000	74	6.43%	34	38	33	33	0	
\$100,001 - \$150,000	212	18.43%	27	26	26	46	4	
\$150,001 - \$200,000	267	23.22%	34	25	32	44	26	
\$200,001 - \$250,000	169	14.70%	39	43	36	41	55	
\$250,001 - \$350,000	179	15.57%	53	167	56	49	56	
\$350,001 and up	133	11.57%	55	23	67	52	62	
Average Closed DOM		39		35	34	47	54	
Total Closed Units		1,150	100%	39	125	632	348	45
Total Closed Volume		241,424,290			11.64M	107.80M	101.86M	20.12M

# March 2020



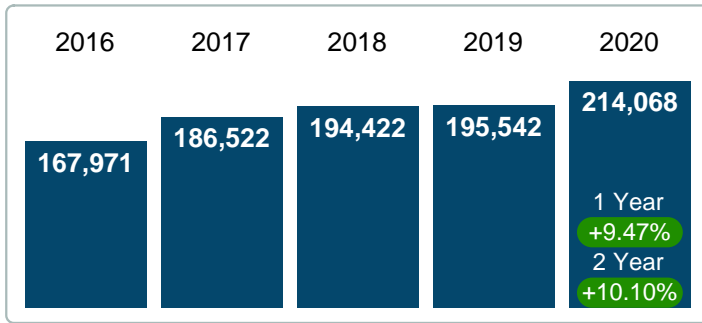
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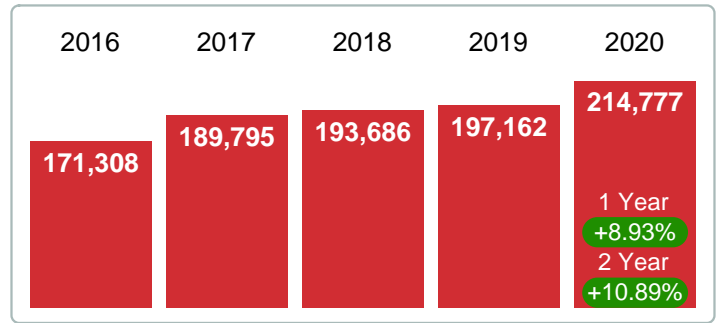
## AVERAGE LIST PRICE AT CLOSING

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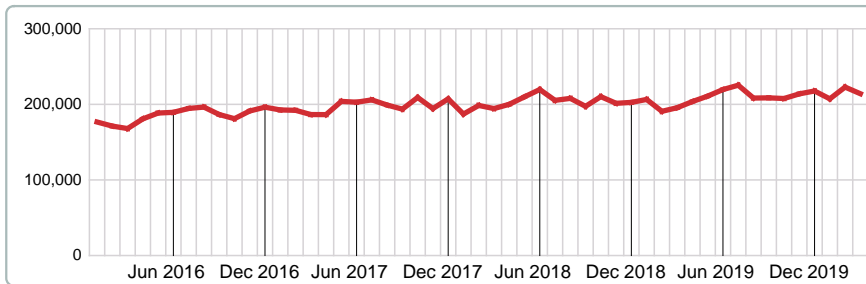
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

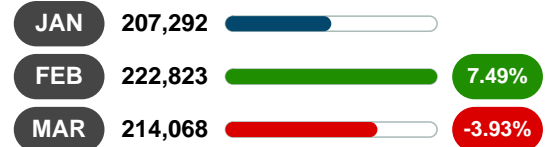


### 3 MONTHS

5 year MAR AVG = 191,705

High Jul 2019 225,338 Low Mar 2016 167,971

Average List Price at Closing this month at **214,068** above the 5 yr MAR average of **191,705**



### 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	9.74%	45,500	44,431	51,457	33,800	0
\$75,001 - \$100,000	6.61%	89,851	89,506	92,249	94,213	0
\$100,001 - \$150,000	18.26%	129,014	126,278	130,066	128,819	150,000
\$150,001 - \$200,000	23.30%	176,727	182,093	174,969	184,186	188,350
\$200,001 - \$250,000	14.61%	228,050	225,683	228,876	228,332	219,280
\$250,001 - \$350,000	15.65%	293,008	302,500	285,300	297,919	322,903
\$350,001 and up	11.83%	505,471	375,000	466,056	475,830	704,725
<b>Average List Price</b>		<b>214,068</b>	<b>94,843</b>	<b>173,211</b>	<b>298,608</b>	<b>465,285</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>214,068</b>	<b>125</b>	<b>632</b>	<b>348</b>	<b>45</b>
<b>Total Closed Volume</b>		<b>246,178,500</b>	<b>11.86M</b>	<b>109.47M</b>	<b>103.92M</b>	<b>20.94M</b>



# March 2020



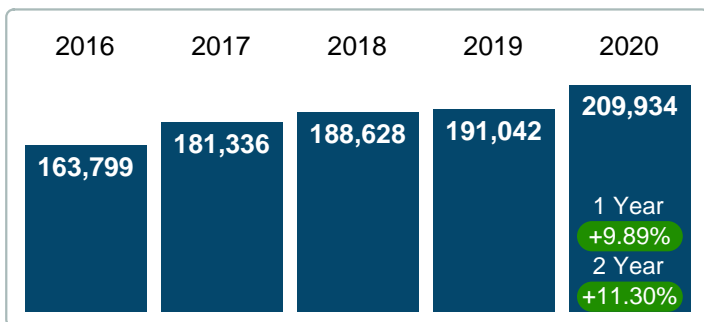
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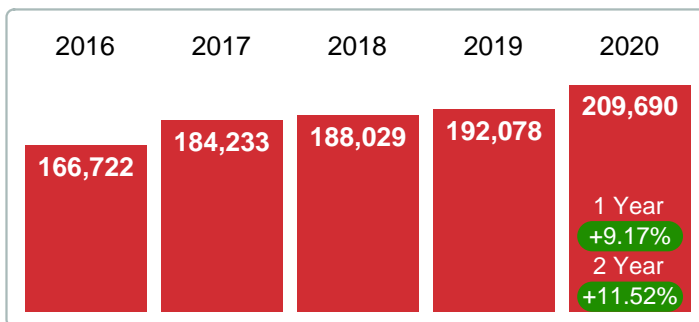
## AVERAGE SOLD PRICE AT CLOSING

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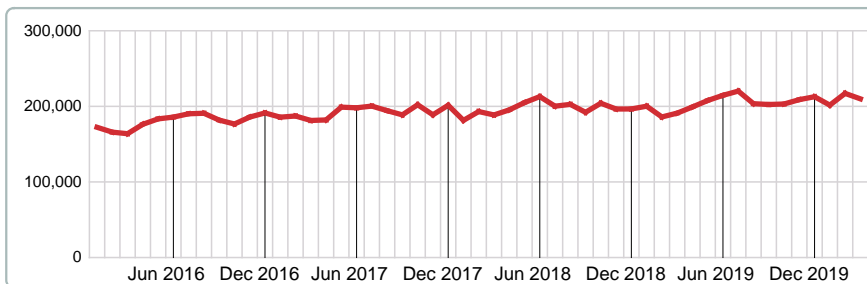
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 186,948

High Jul 2019 220,178 Low Mar 2016 163,799

Average Sold Price at Closing this month at **209,934** above the 5 yr MAR average of **186,948**

- JAN 201,604
- FEB 217,135 +7.70%
- MAR 209,934 -3.32%

### 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 <span>116</span>	10.09%	45,877	42,996	50,252	32,333	0
\$75,001 - \$100,000 <span>74</span>	6.43%	89,335	87,481	89,568	93,600	0
\$100,001 - \$150,000 <span>212</span>	18.43%	127,994	125,811	128,358	125,891	144,000
\$150,001 - \$200,000 <span>267</span>	23.22%	175,606	180,154	173,109	181,858	181,750
\$200,001 - \$250,000 <span>169</span>	14.70%	225,950	222,650	225,275	227,493	216,200
\$250,001 - \$350,000 <span>179</span>	15.57%	289,573	290,000	280,704	292,255	314,453
\$350,001 and up <span>133</span>	11.57%	492,113	365,000	453,996	462,323	672,786
<b>Average Sold Price</b>		<b>209,934</b>	<b>93,116</b>	<b>170,563</b>	<b>292,714</b>	<b>447,212</b>
<b>Total Closed Units</b>		<b>1,150</b>	<b>125</b>	<b>632</b>	<b>348</b>	<b>45</b>
<b>Total Closed Volume</b>		<b>241,424,290</b>	<b>11.64M</b>	<b>107.80M</b>	<b>101.86M</b>	<b>20.12M</b>

# March 2020



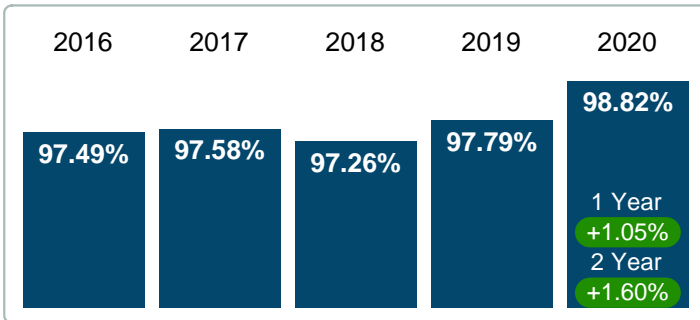
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



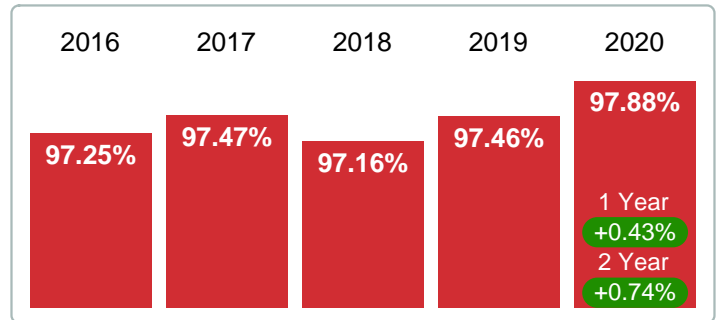
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

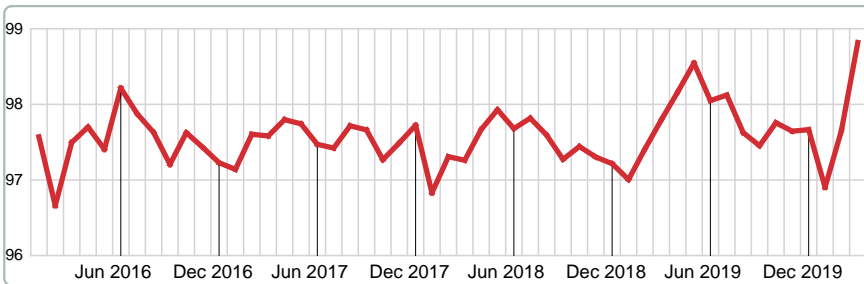
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

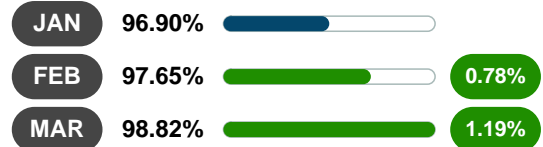


### 3 MONTHS

5 year MAR AVG = 97.79%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.82%** above the 5 yr MAR average of **97.79%**



## 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	116	10.09%	99.87%	98.42%	101.98%	95.09%	0.00%
\$75,001 - \$100,000	74	6.43%	97.81%	98.62%	97.45%	99.46%	0.00%
\$100,001 - \$150,000	212	18.43%	99.01%	99.76%	99.05%	97.84%	96.00%
\$150,001 - \$200,000	267	23.22%	98.96%	98.95%	99.05%	98.82%	97.00%
\$200,001 - \$250,000	169	14.70%	99.58%	98.64%	98.49%	100.79%	98.60%
\$250,001 - \$350,000	179	15.57%	98.24%	96.06%	98.54%	98.17%	97.51%
\$350,001 and up	133	11.57%	97.68%	97.33%	97.56%	97.81%	97.17%
Average Sold/List Ratio		98.80%		98.69%	98.97%	98.77%	97.40%
Total Closed Units		1,150	100%	125	632	348	45
Total Closed Volume		241,424,290		11.64M	107.80M	101.86M	20.12M

# March 2020



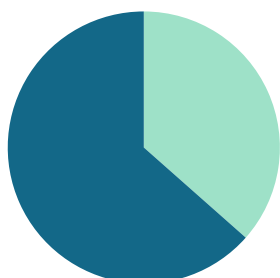
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

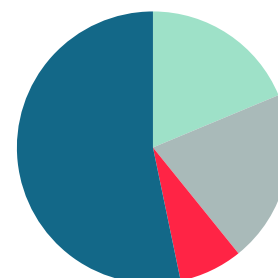


**Inventory**  
 New Listings  
**1,818 = 36.52%**  
 Start Inventory  
**3,160**  
 Total Inventory Units  
**4,978**  
 Volume  
**\$1,500,881,486**

### Market Activity

Closed Sales  
**1,150 = 18.71%**  
 Pending Sales  
**1,258 = 20.47%**  
 Other Off Market  
**464 = 7.55%**  
 Active Inventory  
**3,273 = 53.26%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,241	1,150	-7.33%	2,963	2,969	0.20%
Pending Sales	1,373	1,258	-8.38%	3,721	3,555	-4.46%
New Listings	1,865	1,818	-2.52%	5,299	4,920	-7.15%
Average List Price	195,542	214,068	9.47%	197,162	214,777	8.93%
Average Sale Price	191,042	209,934	9.89%	192,078	209,690	9.17%
Average Percent of Selling Price to List Price	97.79%	98.82%	1.05%	97.46%	97.88%	0.43%
Average Days on Market to Sale	47.19	39.06	-17.23%	49.41	40.42	-18.21%
Monthly Inventory	3,798	3,273	-13.82%	3,798	3,273	-13.82%
Months Supply of Inventory	3.23	2.64	-18.25%	3.23	2.64	-18.25%

**Absorption:** Last 12 months, an Average of **1,240** Sales/Month

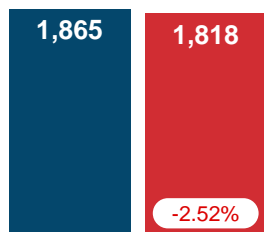
**Inventory** on March 31, 2020 = **3,273**

**2019** **2020**

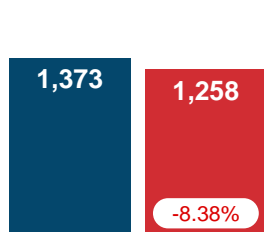
### MARCH MARKET

### AVERAGE PRICES

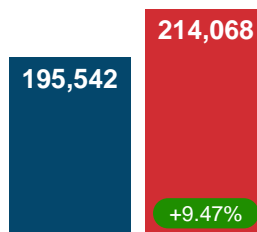
#### New Listings



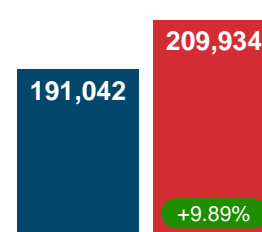
#### Pending Listings



#### List Price



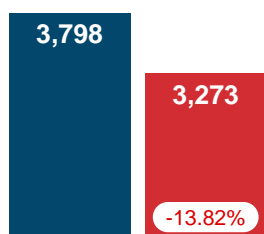
#### Sale Price



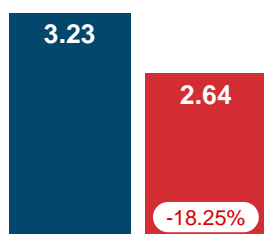
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

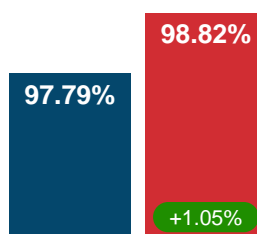
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

