

## March 2020



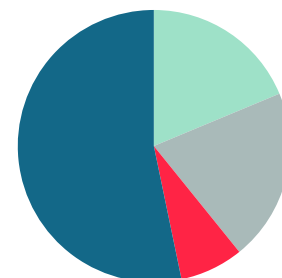
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### 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%
Median List Price	165,900	184,250	11.06%
Median Sale Price	164,900	182,000	10.37%
Median Percent of Selling Price to List Price	99.09%	99.67%	0.58%
Median Days on Market to Sale	28.00	17.00	-39.29%
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.

##### 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 **10.37%** in March 2020 to \$182,000 versus the previous year at \$164,900.

##### Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 11.00 days or **39.29%** in March 2020 compared to last year's same month at **28.00** DOM.

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

Overall, with Median 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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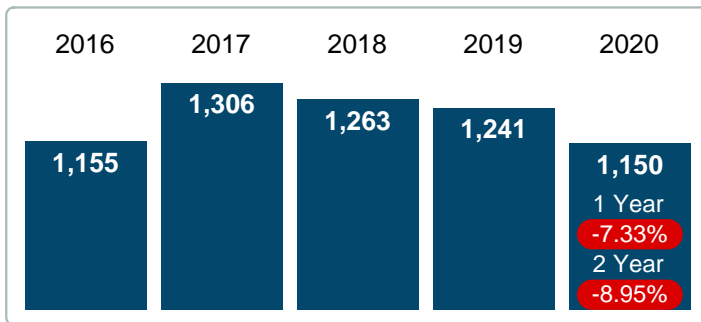
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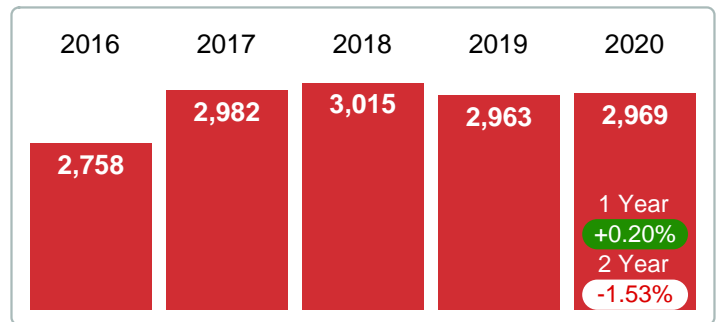
## CLOSED LISTINGS

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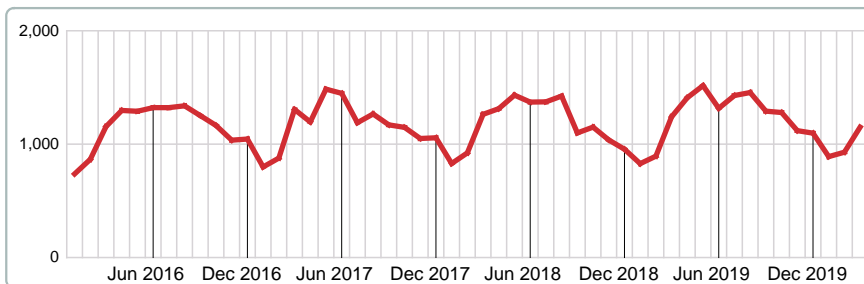
### MARCH



### YEAR TO DATE (YTD)

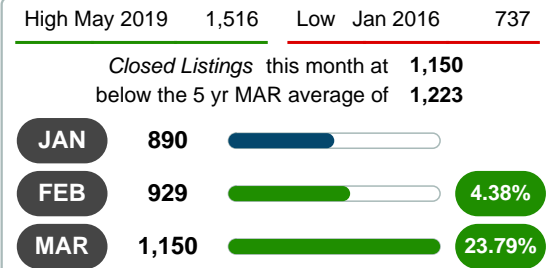


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,223



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	116	10.09%	17.5	65	49	2	0
\$75,001 - \$100,000	74	6.43%	14.0	16	54	4	0
\$100,001 - \$150,000	212	18.43%	10.0	21	174	16	1
\$150,001 - \$200,000	267	23.22%	13.0	14	188	61	4
\$200,001 - \$250,000	169	14.70%	14.0	6	79	79	5
\$250,001 - \$350,000	179	15.57%	36.0	2	70	92	15
\$350,001 and up	133	11.57%	38.0	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>17.0</b>	<b>11.64M</b>	<b>107.80M</b>	<b>101.86M</b>	<b>20.12M</b>
<b>Median Closed Price</b>	<b>\$182,000</b>			<b>\$74,000</b>	<b>\$160,000</b>	<b>\$261,620</b>	<b>\$347,000</b>

# March 2020



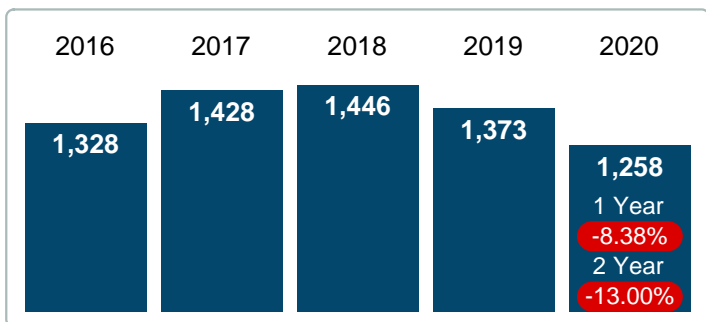
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



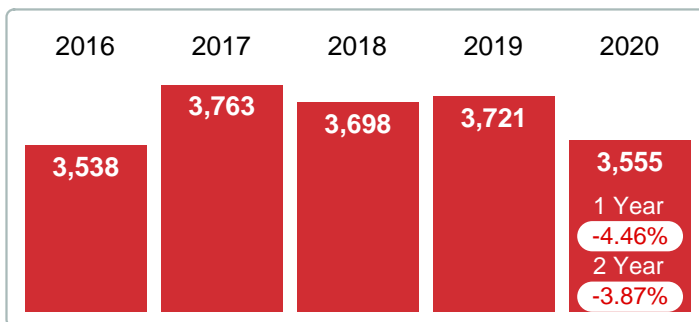
## PENDING LISTINGS

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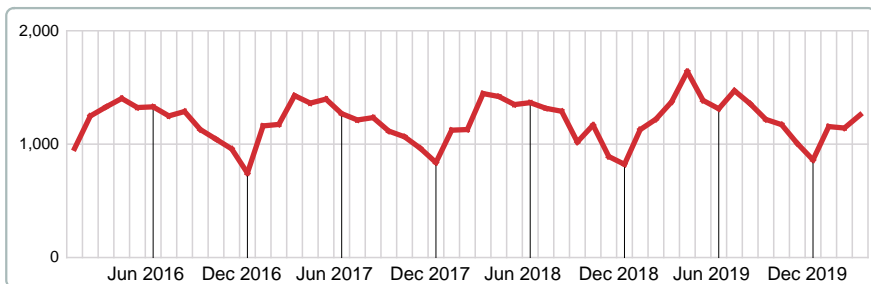
### MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	99	7.87%	21.0	43	53	3	0
\$75,001 - \$125,000	174	13.83%	13.0	38	117	18	1
\$125,001 - \$150,000	161	12.80%	6.0	9	140	12	0
\$150,001 - \$200,000	280	22.26%	13.5	14	191	71	4
\$200,001 - \$275,000	253	20.11%	14.0	9	132	104	8
\$275,001 - \$350,000	144	11.45%	21.5	6	53	71	14
\$350,001 and up	147	11.69%	25.0	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>15.0</b>	<b>13.85M</b>	<b>126.04M</b>	<b>109.40M</b>	<b>22.33M</b>
<b>Median Listing Price</b>	<b>\$187,250</b>			<b>\$87,500</b>	<b>\$163,000</b>	<b>\$259,950</b>	<b>\$350,000</b>

# March 2020



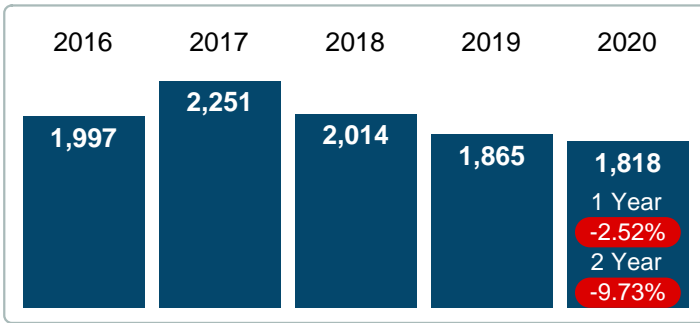
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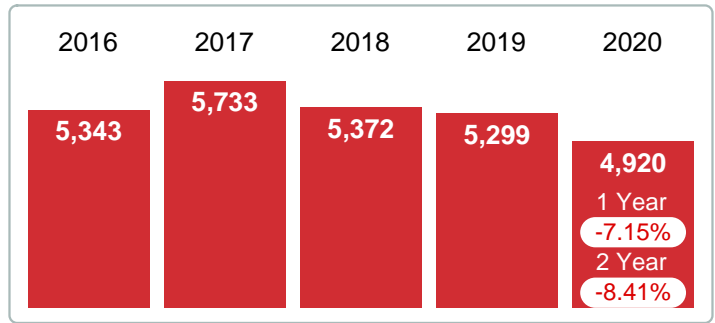
## NEW LISTINGS

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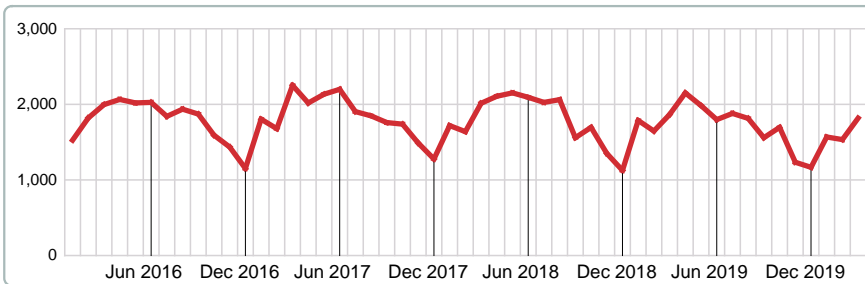
### MARCH



### 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**



### 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>Median New Listed Listing Price</b>	<b>\$209,900</b>		<b>\$95,000</b>	<b>\$169,900</b>	<b>\$272,000</b>	<b>\$419,900</b>

# March 2020



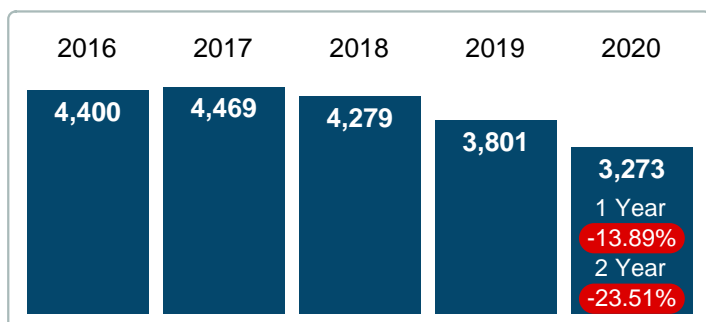
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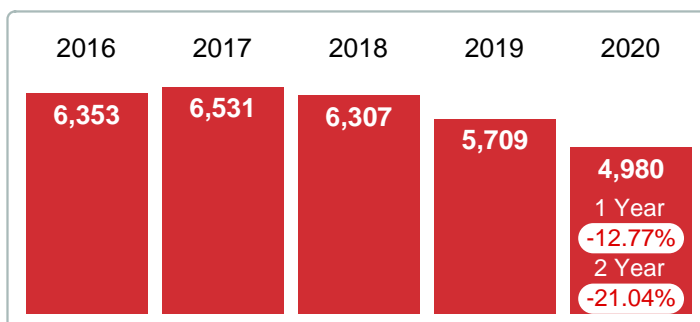
## ACTIVE INVENTORY

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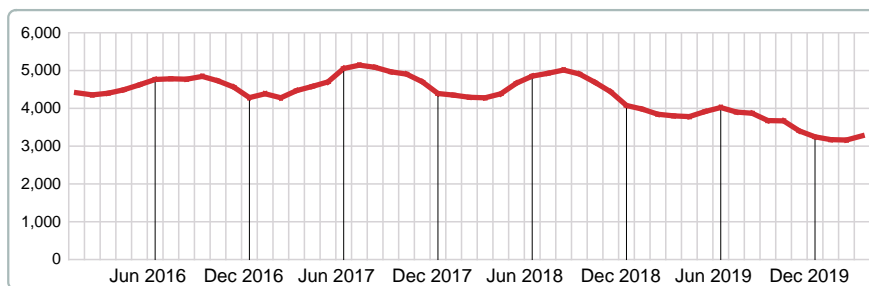
### END OF MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	291	8.89%	53.0	141	116	31	3
\$75,001 - \$125,000	358	10.94%	70.0	108	205	41	4
\$125,001 - \$175,000	405	12.37%	29.0	47	283	70	5
\$175,001 - \$300,000	919	28.08%	37.0	52	447	376	44
\$300,001 - \$400,000	532	16.25%	50.0	11	171	280	70
\$400,001 - \$600,000	436	13.32%	56.0	5	91	240	100
\$600,001 and up	332	10.14%	61.5	2	38	149	143
<b>Total Active Inventory by Units</b>	<b>3,273</b>			<b>366</b>	<b>1,351</b>	<b>1,187</b>	<b>369</b>
<b>Total Active Inventory by Volume</b>	<b>1,079,992,323</b>	<b>100%</b>	<b>47.0</b>	<b>45.25M</b>	<b>313.73M</b>	<b>470.09M</b>	<b>250.92M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,900</b>			<b>\$106,250</b>	<b>\$189,500</b>	<b>\$339,000</b>	<b>\$485,000</b>

# March 2020



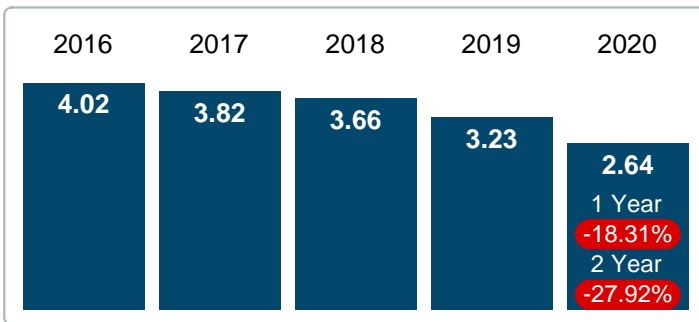
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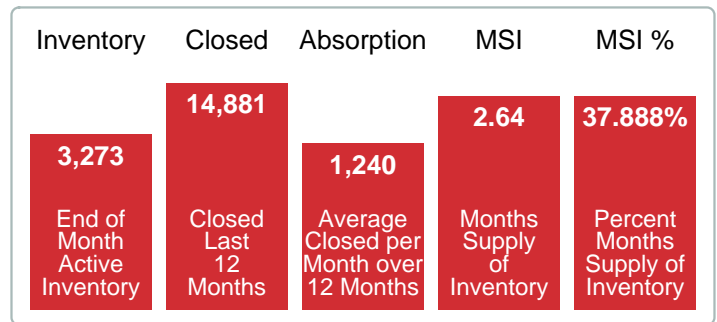
## MONTHS SUPPLY of INVENTORY (MSI)

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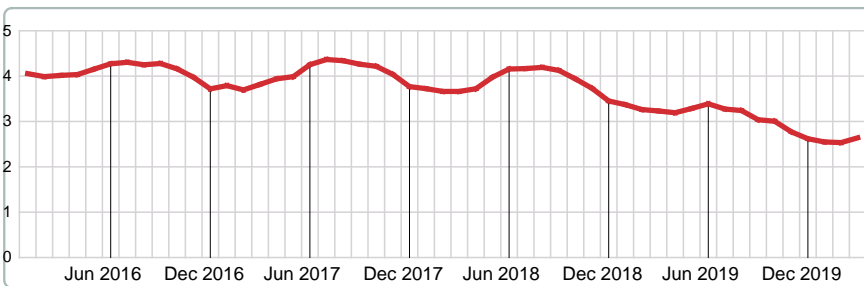
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.47

High Jul 2017 4.37 Low Feb 2020 2.53

Months Supply this month at 2.64 below the 5 yr MAR average of 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



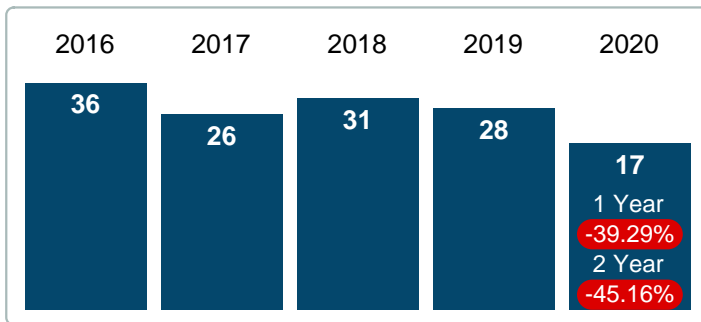
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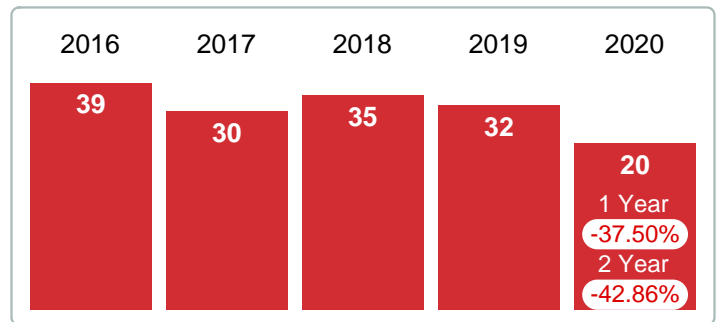
## MEDIAN DAYS ON MARKET TO SALE

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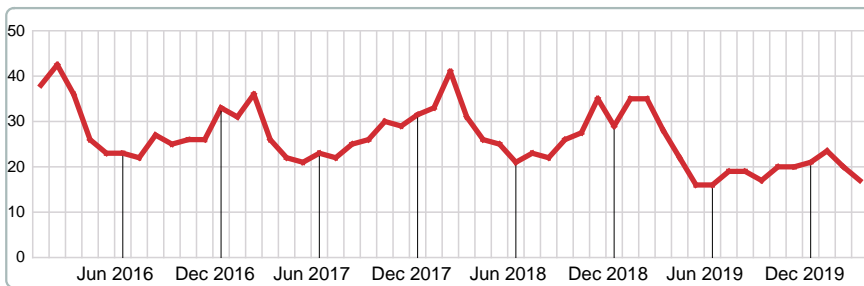
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

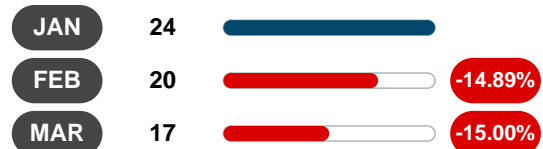


### 3 MONTHS

5 year MAR AVG = 28

High Feb 2016 43 Low Jun 2019 16

Median Days on Market to Sale this month at 17 below the 5 yr MAR average of 28



### 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	116	10.09%	18	11	20	44	0
\$75,001 - \$100,000	74	6.43%	14	11	14	24	0
\$100,001 - \$150,000	212	18.43%	10	10	9	25	4
\$150,001 - \$200,000	267	23.22%	13	12	12	21	25
\$200,001 - \$250,000	169	14.70%	14	38	16	14	62
\$250,001 - \$350,000	179	15.57%	36	167	41	26	63
\$350,001 and up	133	11.57%	38	23	48	33	54
Median Closed DOM		17		13	13	24	51
Total Closed Units		1,150		125	632	348	45
Total Closed Volume		241,424,290		11.64M	107.80M	101.86M	20.12M

# March 2020



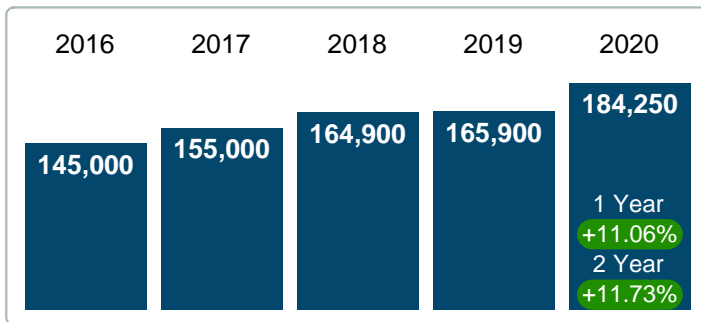
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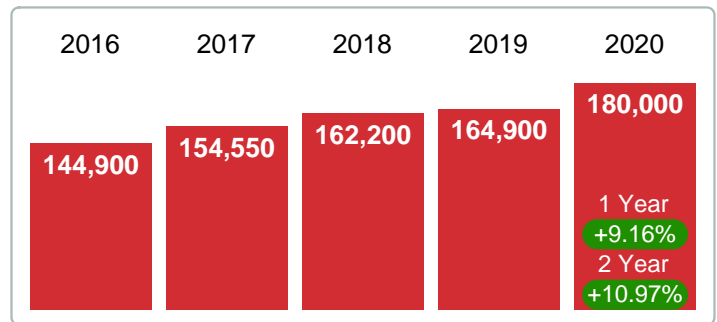
## MEDIAN LIST PRICE AT CLOSING

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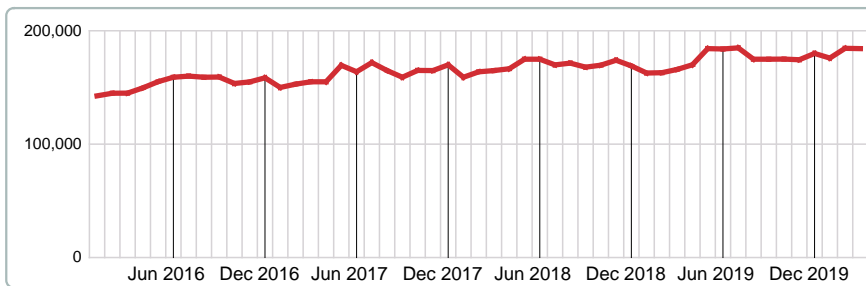
### MARCH



### YEAR TO DATE (YTD)

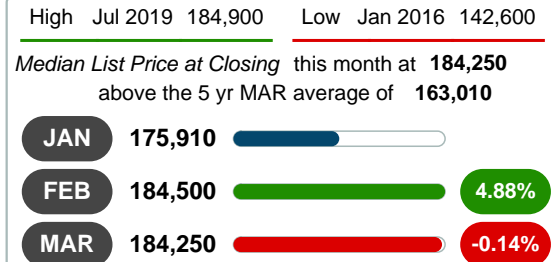


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 163,010



### 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	9.74%	45,250	42,000	50,000	33,800	0
\$75,001 - \$100,000	6.61%	89,900	85,000	92,500	99,000	0
\$100,001 - \$150,000	18.26%	129,900	119,900	130,000	122,450	150,000
\$150,001 - \$200,000	23.30%	175,000	180,000	172,950	182,771	179,900
\$200,001 - \$250,000	14.61%	226,841	219,950	228,182	228,700	217,250
\$250,001 - \$350,000	15.65%	285,000	302,500	275,500	289,900	320,000
\$350,001 and up	11.83%	420,415	375,000	430,000	400,000	625,000
<b>Median List Price</b>		<b>184,250</b>	<b>75,000</b>	<b>161,418</b>	<b>266,250</b>	<b>350,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,150</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



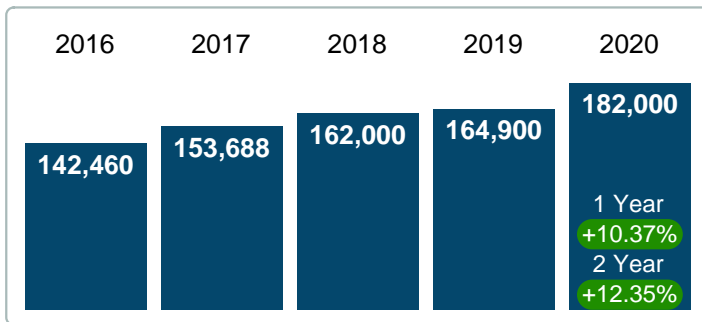
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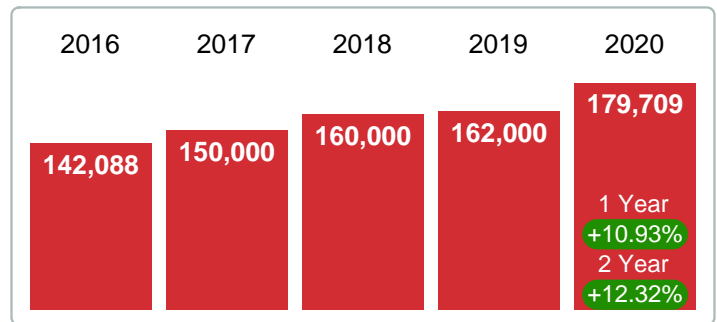
## MEDIAN SOLD PRICE AT CLOSING

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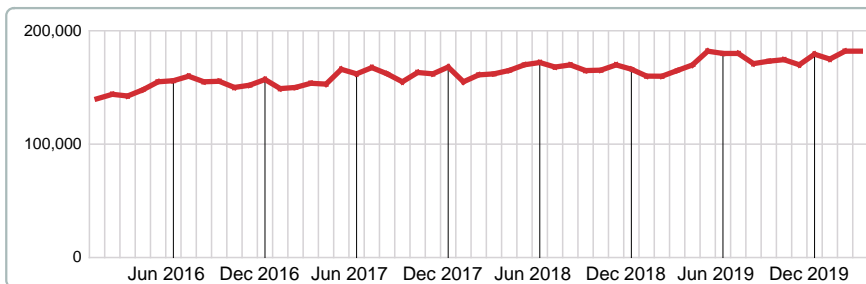
### MARCH



### YEAR TO DATE (YTD)

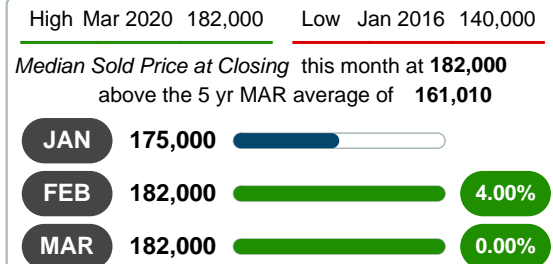


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 161,010



### 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	10.09%	46,250	40,502	52,900	32,333	0
\$75,001 - \$100,000	6.43%	89,900	86,500	90,000	92,250	0
\$100,001 - \$150,000	18.43%	128,778	122,000	129,000	122,500	144,000
\$150,001 - \$200,000	23.22%	175,000	179,925	171,650	182,541	184,000
\$200,001 - \$250,000	14.70%	225,000	217,450	225,000	228,000	212,500
\$250,001 - \$350,000	15.57%	284,900	290,000	273,500	289,950	321,500
\$350,001 and up	11.57%	418,000	365,000	411,250	402,971	610,000
Median Sold Price		182,000	74,000	160,000	261,620	347,000
Total Closed Units	100%	1,150	125	632	348	45
Total Closed Volume		241,424,290	11.64M	107.80M	101.86M	20.12M

# March 2020



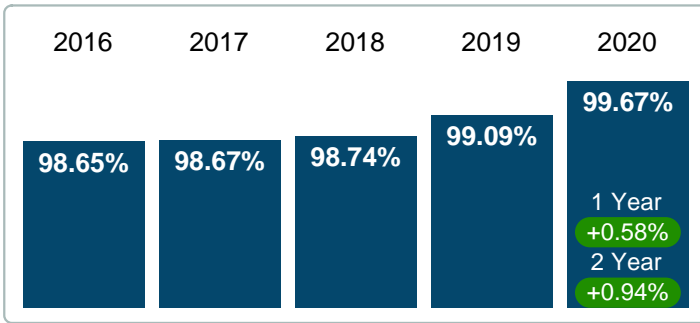
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



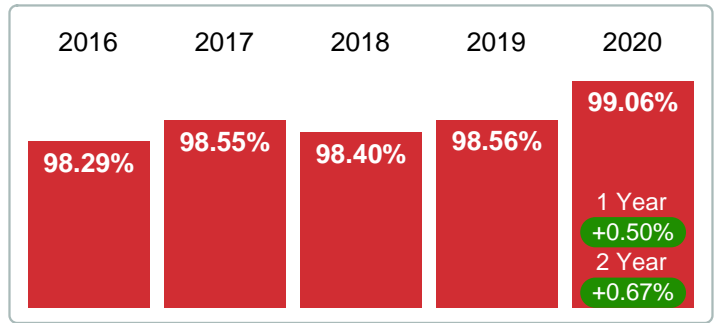
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

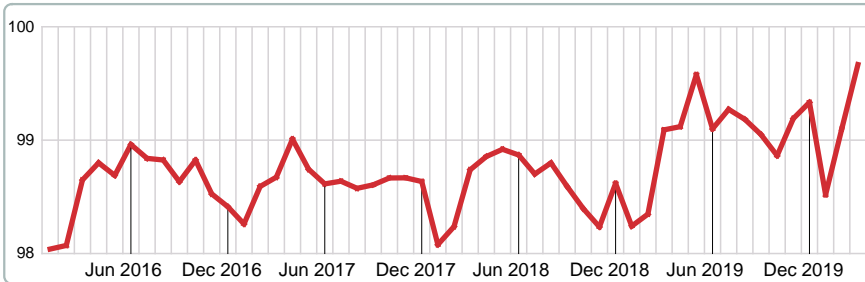
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

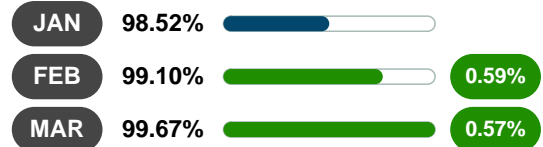


### 3 MONTHS

5 year MAR AVG = 98.96%

High Mar 2020 99.67% Low Jan 2016 98.04%

Median Sold/List Ratio this month at **99.67%** above the 5 yr MAR average of **98.96%**



### 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	116	10.09%	98.08%	97.43%	100.00%	95.09%	0.00%
\$75,001 - \$100,000	74	6.43%	100.00%	100.00%	100.00%	100.51%	0.00%
\$100,001 - \$150,000	212	18.43%	100.00%	100.00%	100.00%	98.24%	96.00%
\$150,001 - \$200,000	267	23.22%	100.00%	98.71%	100.00%	100.00%	99.41%
\$200,001 - \$250,000	169	14.70%	100.00%	99.22%	100.00%	100.00%	100.00%
\$250,001 - \$350,000	179	15.57%	98.66%	96.06%	99.27%	98.59%	98.37%
\$350,001 and up	133	11.57%	97.88%	97.33%	97.93%	98.24%	96.09%
Median Sold/List Ratio		99.67%		98.99%	100.00%	98.88%	97.88%
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



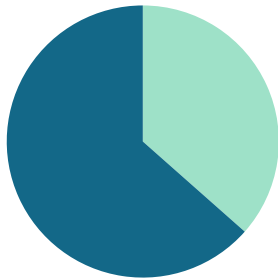
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

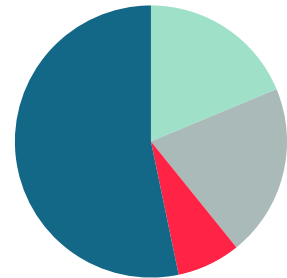


**Inventory**  
 New Listings  
**1,818 = 36.52%**  
 Start Inventory  
**3,160**  
 Total Inventory Units  
**4,978**  
 Volume  
**\$1,500,881,486**

### 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%
Median List Price	165,900	184,250	11.06%	164,900	180,000	9.16%
Median Sale Price	164,900	182,000	10.37%	162,000	179,709	10.93%
Median Percent of Selling Price to List Price	99.09%	99.67%	0.58%	98.56%	99.06%	0.50%
Median Days on Market to Sale	28.00	17.00	-39.29%	32.00	20.00	-37.50%
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

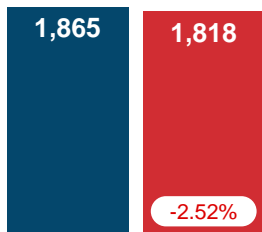
**Inventory** on March 31, 2020 = **3,273**

**2019** **2020**

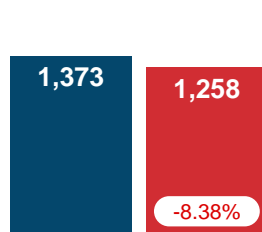
### MARCH MARKET

### MEDIAN PRICES

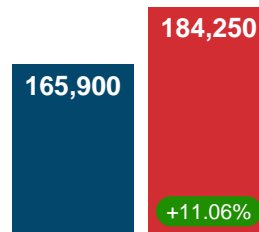
#### New Listings



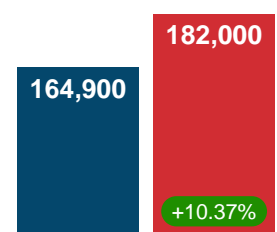
#### Pending Listings



#### List Price



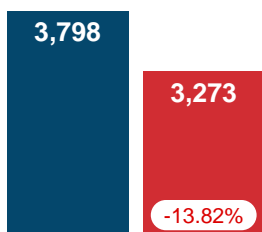
#### Sale Price



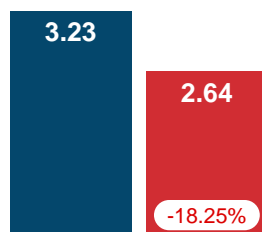
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

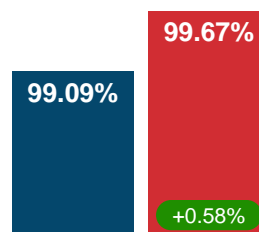
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

