

May 2020



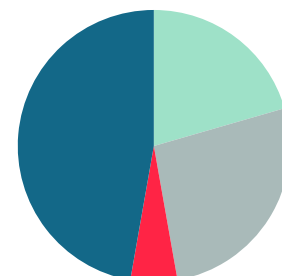
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	1,516	1,251	-17.48%
Pending Listings	1,386	1,627	17.39%
New Listings	1,984	1,776	-10.48%
Average List Price	210,907	222,504	5.50%
Average Sale Price	207,738	219,129	5.48%
Average Percent of Selling Price to List Price	98.55%	98.44%	-0.11%
Average Days on Market to Sale	37.51	30.64	-18.32%
End of Month Inventory	3,912	2,879	-26.41%
Months Supply of Inventory	3.28	2.41	-26.62%



■ Closed (20.52%)
■ Pending (26.69%)
■ Other OffMarket (5.56%)
■ Active (47.23%)

Absorption: Last 12 months, an Average of **1,195** Sales/Month
Active Inventory as of May 31, 2020 = **2,879**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **26.41%** to 2,879 existing homes available for sale. Over the last 12 months this area has had an average of 1,195 closed sales per month. This represents an unsold inventory index of **2.41** 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 **5.48%** in May 2020 to \$219,129 versus the previous year at \$207,738.

Average Days on Market Shortens

The average number of **30.64** days that homes spent on the market before selling decreased by 6.87 days or **18.32%** in May 2020 compared to last year's same month at **37.51** DOM.

Sales Success for May 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 1,776 New Listings in May 2020, down **10.48%** from last year at 1,984. Furthermore, there were 1,251 Closed Listings this month versus last year at 1,516, a **-17.48%** decrease.

Closed versus Listed trends yielded a **70.4%** ratio, down from previous year's, May 2019, at **76.4%**, a **7.82%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

May 2020



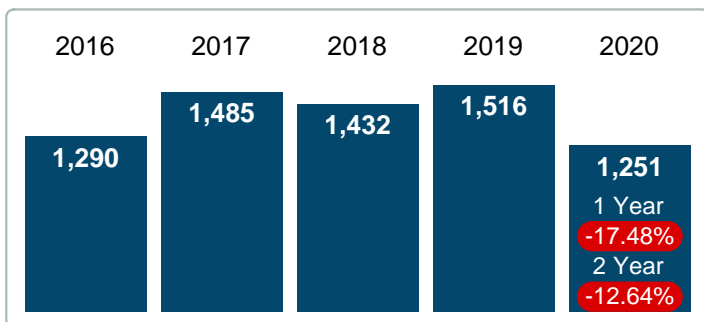
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



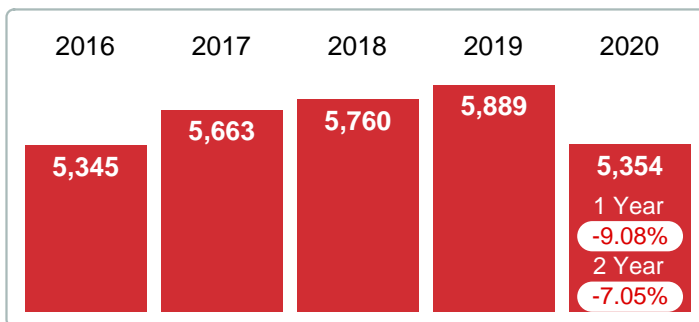
CLOSED LISTINGS

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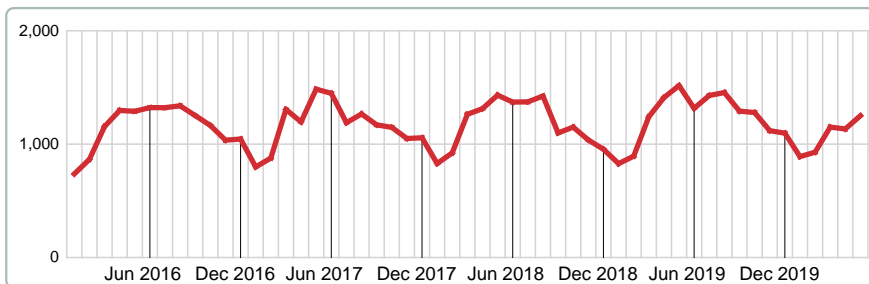
MAY



YEAR TO DATE (YTD)

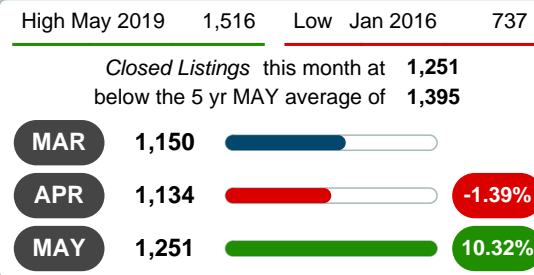


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,395



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	94	7.51%	34.9	44	44	5	1
\$75,001 - \$125,000	145	11.59%	23.4	34	96	15	0
\$125,001 - \$150,000	119	9.51%	15.1	10	101	8	0
\$150,001 - \$200,000	329	26.30%	25.4	20	226	79	4
\$200,001 - \$275,000	283	22.62%	29.2	7	137	134	5
\$275,001 - \$375,000	154	12.31%	39.5	3	50	88	13
\$375,001 and up	127	10.15%	56.3	4	27	72	24
Total Closed Units	1,251			122	681	401	47
Total Closed Volume	274,130,474	100%	30.6	14.58M	127.43M	111.98M	20.14M
Average Closed Price	\$219,129			\$119,532	\$187,121	\$279,254	\$428,461

May 2020



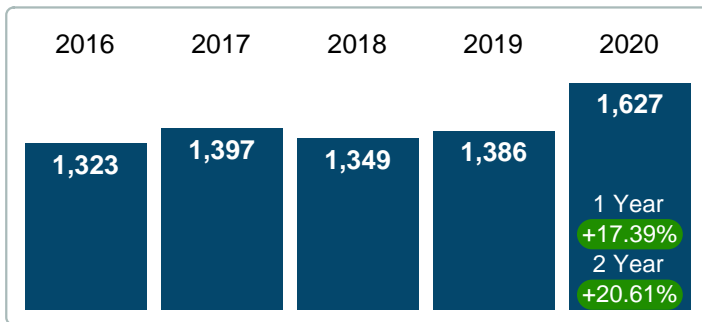
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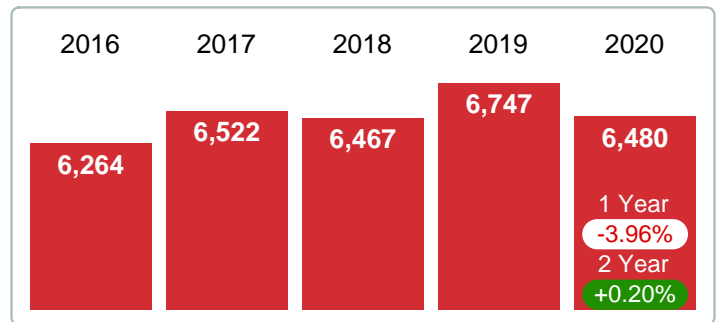
PENDING LISTINGS

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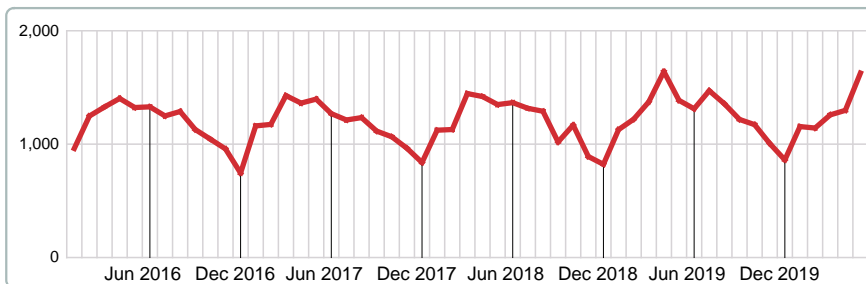
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,416

High Apr 2019 1,640 Low Dec 2016 745

Pending Listings this month at **1,627**
above the 5 yr MAY average of **1,416**



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	103	6.33%	42.6	52	46	5	0
\$75,001 - \$125,000	200	12.29%	25.3	46	138	16	0
\$125,001 - \$150,000	162	9.96%	28.3	27	117	16	2
\$150,001 - \$225,000	508	31.22%	22.2	25	355	124	4
\$225,001 - \$300,000	293	18.01%	31.0	11	117	150	15
\$300,001 - \$375,000	162	9.96%	41.5	3	50	90	19
\$375,001 and up	199	12.23%	59.4	1	31	122	45
Total Pending Units	1,627			165	854	523	85
Total Pending Volume	380,643,923	100%	32.2	19.66M	162.27M	161.41M	37.31M
Average Listing Price	\$233,652			\$119,124	\$190,010	\$308,616	\$438,988

May 2020



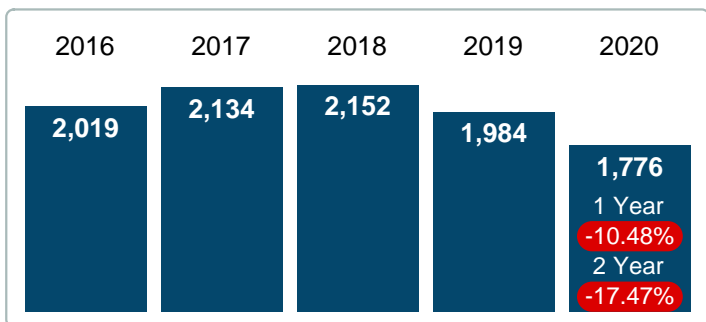
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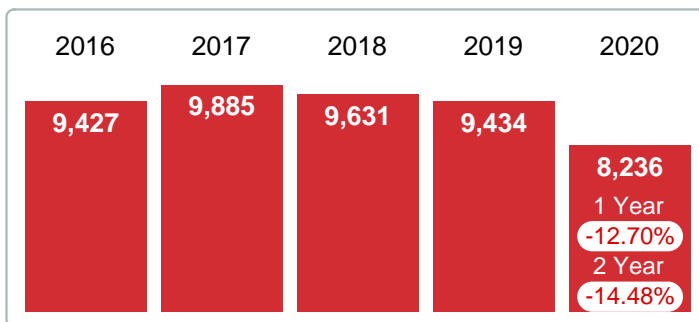
NEW LISTINGS

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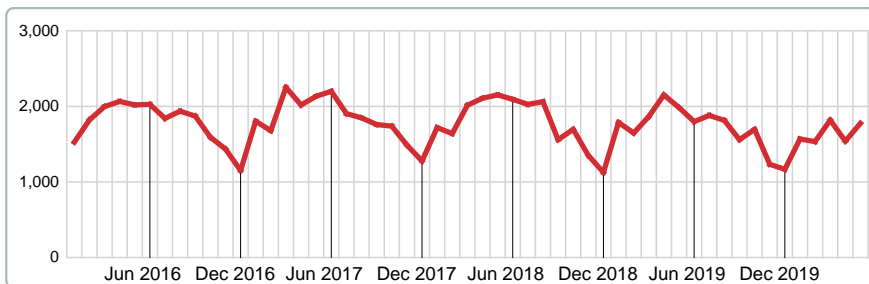
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,013

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

New Listings this month at **1,776**
 below the 5 yr MAY average of **2,013**



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	115	6.48%	63	43	7	2
\$75,001 - \$125,000	211	11.88%	53	137	20	1
\$125,001 - \$175,000	323	18.19%	30	255	36	2
\$175,001 - \$225,000	355	19.99%	21	213	113	8
\$225,001 - \$325,000	365	20.55%	6	158	181	20
\$325,001 - \$500,000	228	12.84%	5	55	130	38
\$500,001 and up	179	10.08%	1	40	80	58
Total New Listed Units	1,776		179	901	567	129
Total New Listed Volume	496,953,049	100%	21.66M	201.88M	197.02M	76.38M
Average New Listed Listing Price	\$247,706		\$121,008	\$224,067	\$347,485	\$592,125

May 2020



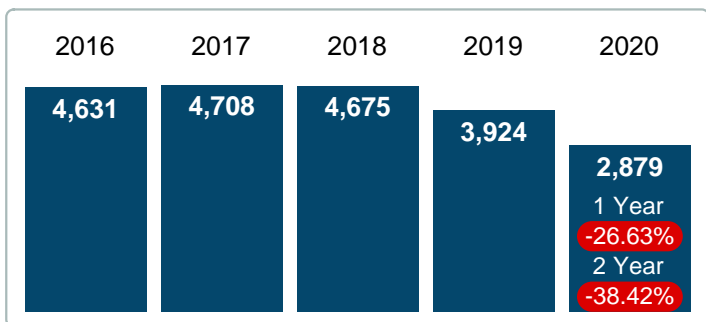
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



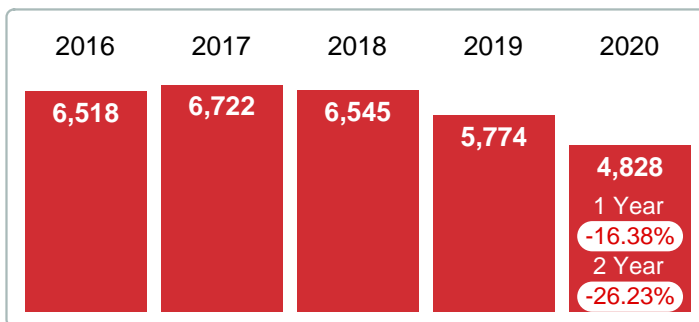
ACTIVE INVENTORY

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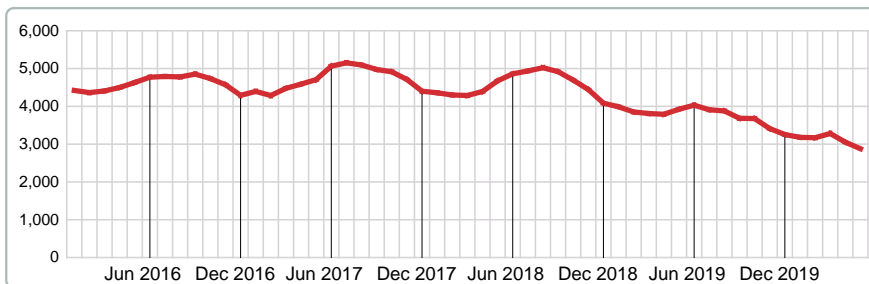
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4,163

High Jul 2017 5,151 Low May 2020 2,879

Inventory this month at **2,879**
 below the 5 yr MAY average of **4,163**



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	242	8.41%	92.2	122	89	27	4	
\$75,001 - \$125,000	315	10.94%	87.7	96	179	35	5	
\$125,001 - \$200,000	482	16.74%	57.3	48	313	108	13	
\$200,001 - \$325,000	722	25.08%	55.1	24	339	305	54	
\$325,001 - \$425,000	447	15.53%	67.8	12	136	236	63	
\$425,001 - \$675,000	375	13.03%	70.4	6	73	204	92	
\$675,001 and up	296	10.28%	69.3	5	40	118	133	
Total Active Inventory by Units			2,879		313	1,169	1,033	364
Total Active Inventory by Volume			1,020,118,588		43.60M	301.57M	428.09M	246.86M
Average Active Inventory Listing Price			\$354,331		\$139,297	\$257,972	\$414,415	\$678,182

May 2020



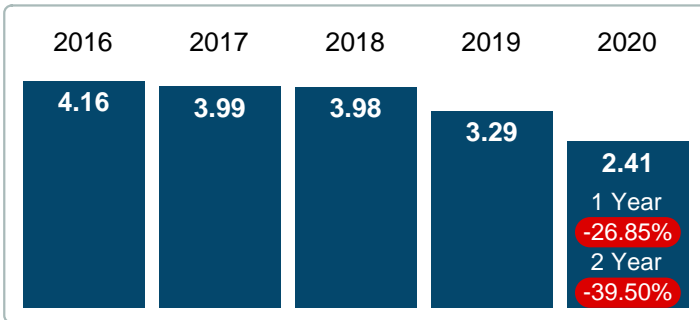
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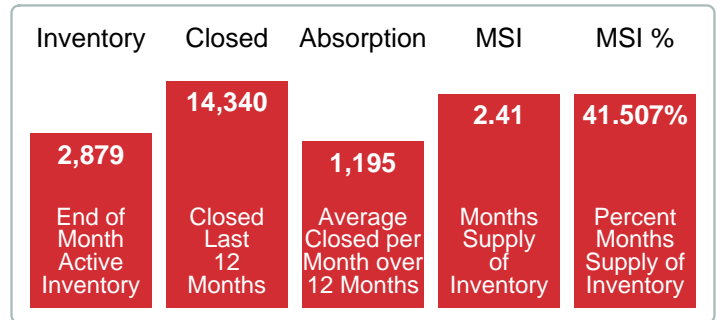
MONTHS SUPPLY of INVENTORY (MSI)

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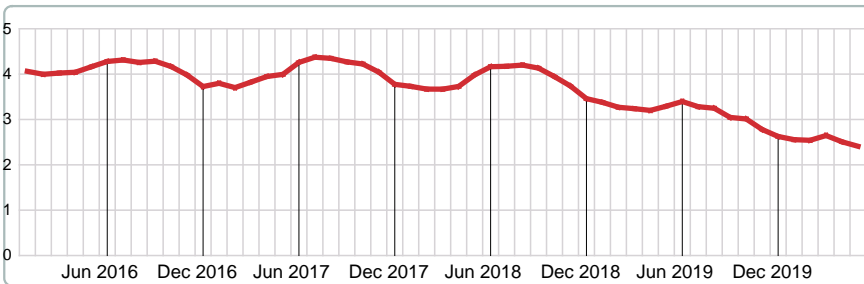
MSI FOR MAY



INDICATORS FOR MAY 2020

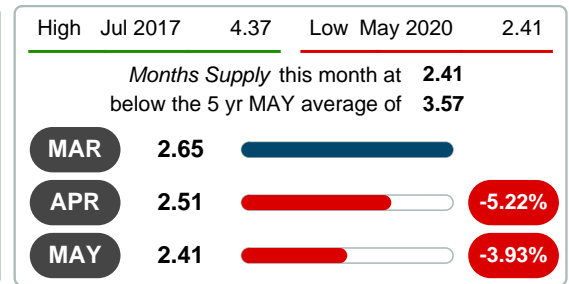


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.57



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	242	8.41%	2.13	2.44	1.60	3.64	6.00
\$75,001 - \$125,000	315	10.94%	1.84	2.98	1.44	2.50	5.45
\$125,001 - \$200,000	482	16.74%	1.12	1.75	1.00	1.30	2.26
\$200,001 - \$325,000	722	25.08%	2.27	2.44	2.40	2.04	3.18
\$325,001 - \$425,000	447	15.53%	4.79	8.47	5.42	4.16	6.25
\$425,001 - \$675,000	375	13.03%	7.25	18.00	6.74	7.26	7.36
\$675,001 and up	296	10.28%	17.33	20.00	15.48	14.02	22.80
Market Supply of Inventory (MSI)			2.41	2.57	1.74	2.97	6.90
Total Active Inventory by Units		100%	2,879	313	1,169	1,033	364

May 2020



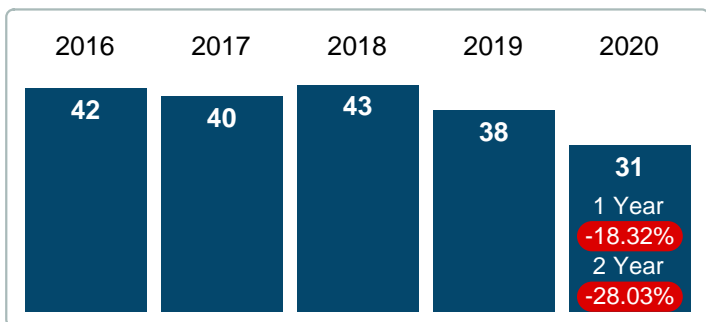
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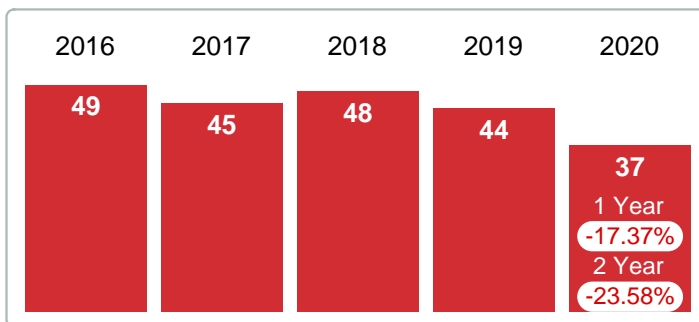
AVERAGE DAYS ON MARKET TO SALE

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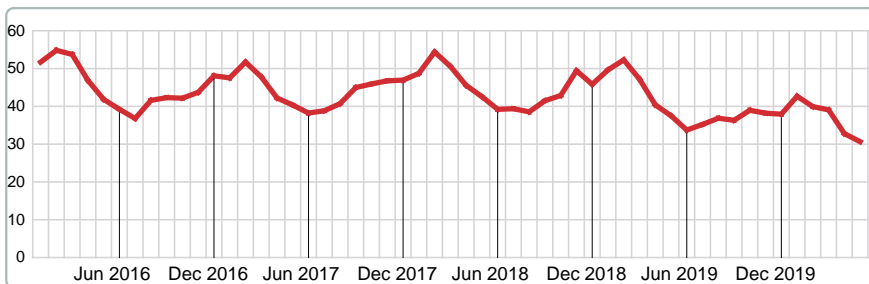
MAY



YEAR TO DATE (YTD)

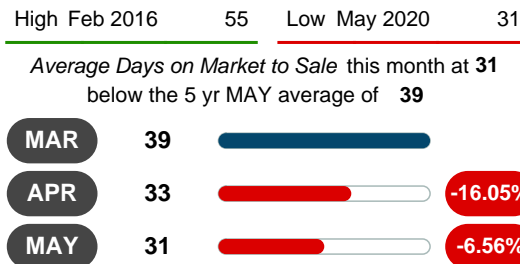


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 39



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	7.51%	35	38	28	62	39
\$75,001 - \$125,000	11.59%	23	23	23	27	0
\$125,001 - \$150,000	9.51%	15	9	16	13	0
\$150,001 - \$200,000	26.30%	25	25	22	36	18
\$200,001 - \$275,000	22.62%	29	18	25	35	11
\$275,001 - \$375,000	12.31%	40	35	39	42	25
\$375,001 and up	10.15%	56	33	45	61	60
Average Closed DOM		31	28	24	41	41
Total Closed Units	100%	31	122	681	401	47
Total Closed Volume		274,130,474	14.58M	127.43M	111.98M	20.14M

May 2020



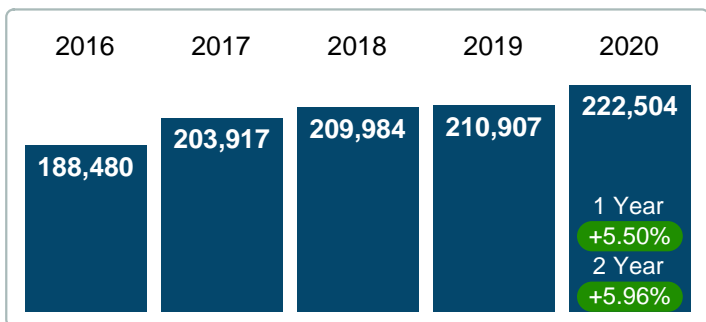
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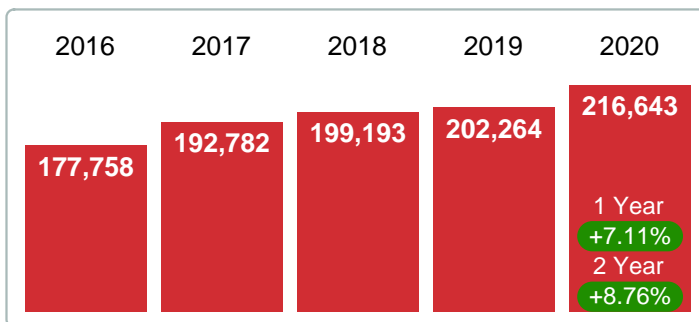
AVERAGE LIST PRICE AT CLOSING

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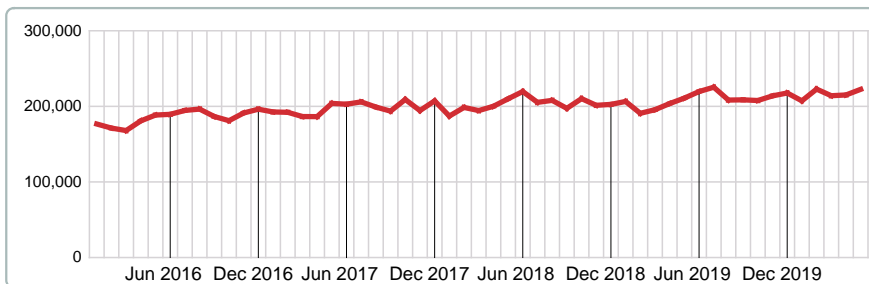
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 207,158

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

Average List Price at Closing this month at **222,504**
above the 5 yr MAY average of **207,158**

MAR	214,068	<div style="width: 80%;"></div>
APR	215,066	<div style="width: 85%;"></div> 0.47%
MAY	222,504	<div style="width: 95%;"></div> 3.46%

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 90	7.19%	49,593	48,464	53,495	57,380	74,000
\$75,001 - \$125,000 143	11.43%	104,702	103,870	105,913	116,400	0
\$125,001 - \$150,000 121	9.67%	139,071	140,240	139,709	144,275	0
\$150,001 - \$200,000 330	26.38%	175,959	175,510	175,174	180,701	198,950
\$200,001 - \$275,000 283	22.62%	235,104	244,471	232,593	237,251	250,280
\$275,001 - \$375,000 152	12.15%	318,115	319,600	317,266	321,926	328,477
\$375,001 and up 132	10.55%	523,750	430,101	560,349	499,543	598,510
Average List Price		222,504	122,681	189,544	283,169	441,609
Total Closed Units	100%	222,504	122	681	401	47
Total Closed Volume		278,352,738	14.97M	129.08M	113.55M	20.76M

May 2020



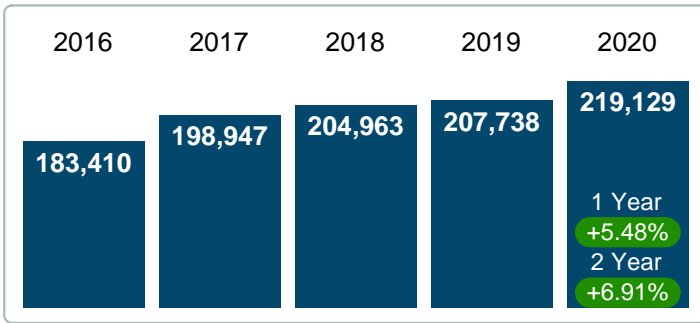
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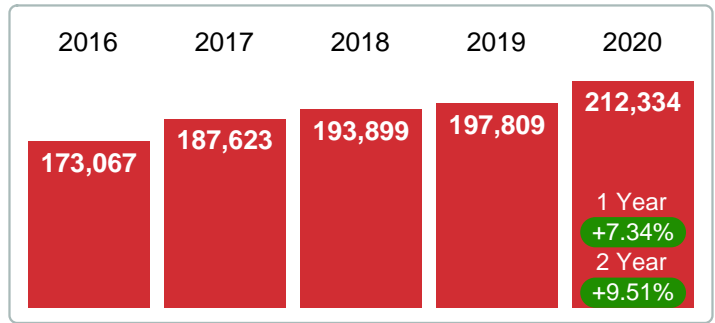
AVERAGE SOLD PRICE AT CLOSING

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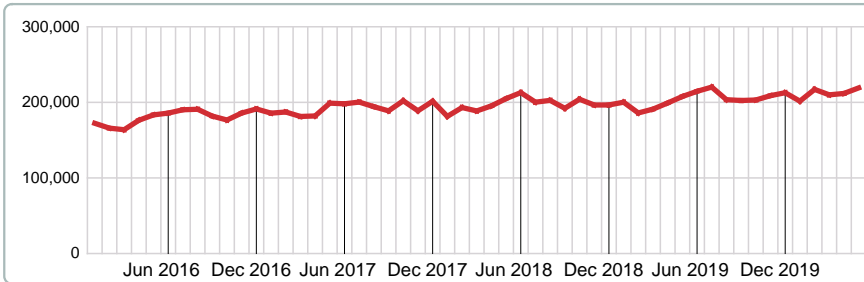
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

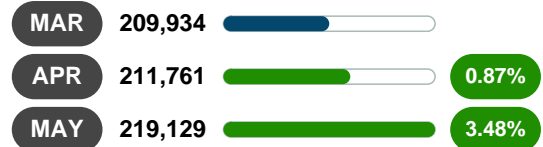


3 MONTHS

5 year MAY AVG = 202,837

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

Average Sold Price at Closing this month at 219,129 above the 5 yr MAY average of 202,837



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	7.51%	47,717	43,965	50,305	53,700	69,000
\$75,001 - \$125,000	11.59%	104,329	103,481	103,465	111,783	0
\$125,001 - \$150,000	9.51%	138,534	136,840	138,522	140,813	0
\$150,001 - \$200,000	26.30%	175,330	173,495	173,898	179,688	179,375
\$200,001 - \$275,000	22.62%	233,373	239,200	230,358	235,467	251,700
\$275,001 - \$375,000	12.31%	317,083	305,333	313,767	318,317	324,192
\$375,001 and up	10.15%	515,535	425,351	546,077	488,184	578,257
Average Sold Price		219,129	119,532	187,121	279,254	428,461
Total Closed Units	100%	219,129	122	681	401	47
Total Closed Volume		274,130,474	14.58M	127.43M	111.98M	20.14M

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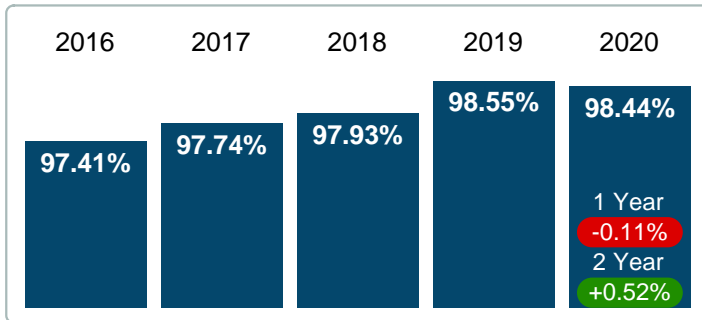
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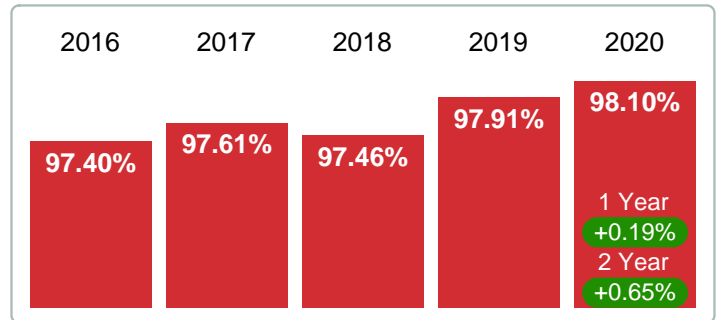
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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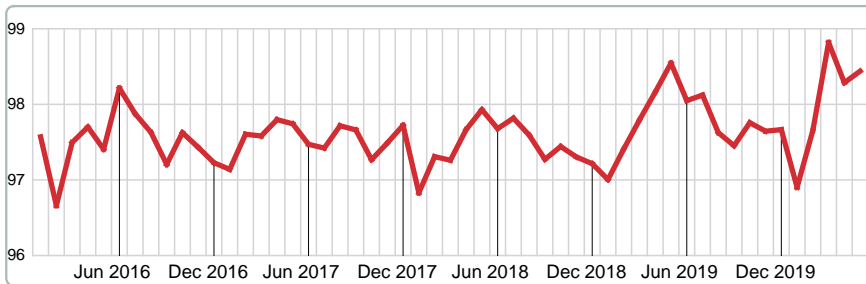
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

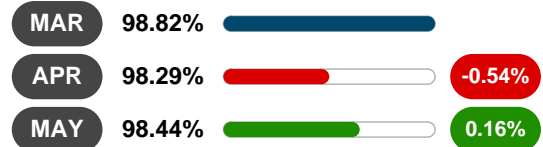


3 MONTHS

5 year MAY AVG = 98.01%

High Mar 2020 98.82% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.44%** equal to 5 yr MAY average of **98.01%**



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	94	7.51%	92.21%	90.03%	94.24%	93.45%	93.24%
\$75,001 - \$125,000	145	11.59%	98.48%	100.17%	98.18%	96.53%	0.00%
\$125,001 - \$150,000	119	9.51%	99.08%	97.61%	99.28%	98.43%	0.00%
\$150,001 - \$200,000	329	26.30%	99.30%	99.01%	99.39%	99.50%	91.66%
\$200,001 - \$275,000	283	22.62%	99.19%	97.88%	99.13%	99.27%	100.52%
\$275,001 - \$375,000	154	12.31%	98.93%	95.74%	99.12%	98.95%	98.77%
\$375,001 and up	127	10.15%	97.92%	98.96%	98.05%	97.96%	97.48%
Average Sold/List Ratio		98.40%		95.83%	98.74%	98.82%	97.58%
Total Closed Units		1,251	100%	122	681	401	47
Total Closed Volume		274,130,474		14.58M	127.43M	111.98M	20.14M

May 2020



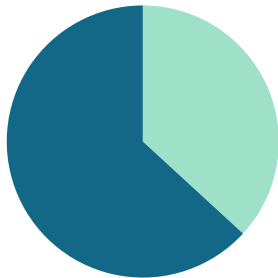
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

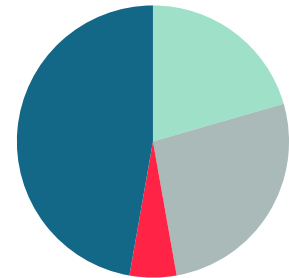


Inventory
 New Listings
1,776 = 36.82%
 Start Inventory
3,047
 Total Inventory Units
4,823
 Volume
\$1,529,581,439

Market Activity

Closed Sales
1,251 = 20.52%
 Pending Sales
1,627 = 26.69%
 Other Off Market
339 = 5.56%
 Active Inventory
2,879 = 47.23%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,516	1,251	-17.48%	5,889	5,354	-9.08%
Pending Sales	1,386	1,627	17.39%	6,747	6,480	-3.96%
New Listings	1,984	1,776	-10.48%	9,434	8,236	-12.70%
Average List Price	210,907	222,504	5.50%	202,264	216,643	7.11%
Average Sale Price	207,738	219,129	5.48%	197,809	212,334	7.34%
Average Percent of Selling Price to List Price	98.55%	98.44%	-0.11%	97.91%	98.10%	0.19%
Average Days on Market to Sale	37.51	30.64	-18.32%	44.20	36.52	-17.37%
Monthly Inventory	3,912	2,879	-26.41%	3,912	2,879	-26.41%
Months Supply of Inventory	3.28	2.41	-26.62%	3.28	2.41	-26.62%

Absorption: Last 12 months, an Average of **1,195** Sales/Month

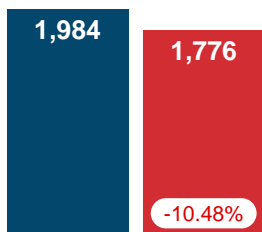
Inventory on May 31, 2020 = **2,879**

2019 **2020**

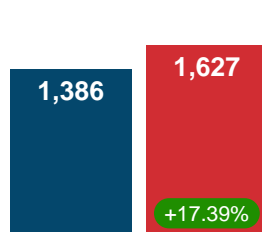
MAY MARKET

AVERAGE PRICES

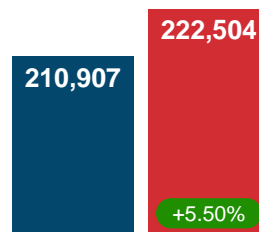
New Listings



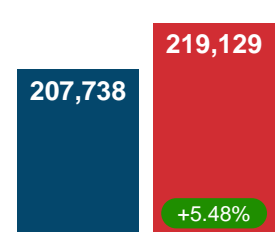
Pending Listings



List Price



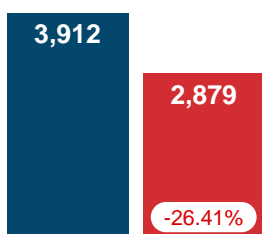
Sale Price



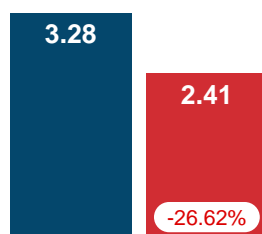
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

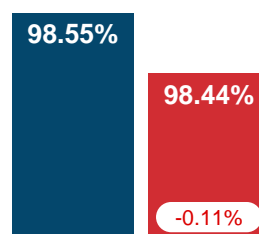
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

