

October 2020



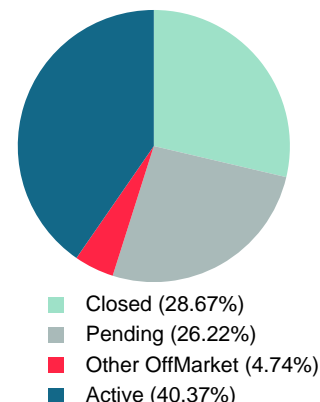
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	1,279	1,635	27.83%
Pending Listings	1,172	1,495	27.56%
New Listings	1,695	1,692	-0.18%
Average List Price	207,703	249,184	19.97%
Average Sale Price	203,087	245,092	20.68%
Average Percent of Selling Price to List Price	97.76%	98.78%	1.04%
Average Days on Market to Sale	38.96	25.43	-34.74%
End of Month Inventory	3,664	2,302	-37.17%
Months Supply of Inventory	3.00	1.77	-41.04%



Absorption: Last 12 months, an Average of **1,301** Sales/Month
Active Inventory as of October 31, 2020 = **2,302**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **37.17%** to 2,302 existing homes available for sale. Over the last 12 months this area has had an average of 1,301 closed sales per month. This represents an unsold inventory index of **1.77** 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 **20.68%** in October 2020 to \$245,092 versus the previous year at \$203,087.

Average Days on Market Shortens

The average number of **25.43** days that homes spent on the market before selling decreased by 13.53 days or **34.74%** in October 2020 compared to last year's same month at **38.96** DOM.

Sales Success for October 2020 is Positive

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

There were 1,692 New Listings in October 2020, down **0.18%** from last year at 1,695. Furthermore, there were 1,635 Closed Listings this month versus last year at 1,279, a **27.83%** increase.

Closed versus Listed trends yielded a **96.6%** ratio, up from previous year's, October 2019, at **75.5%**, a **28.06%** 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

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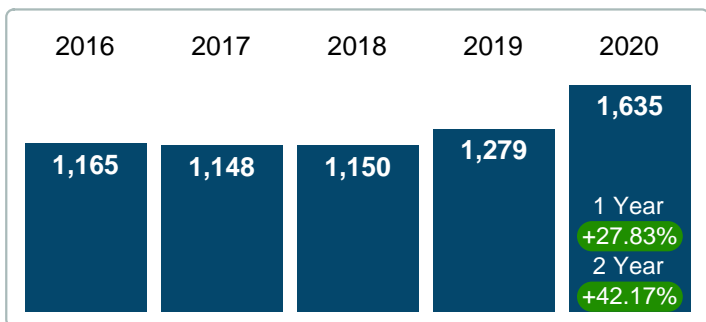
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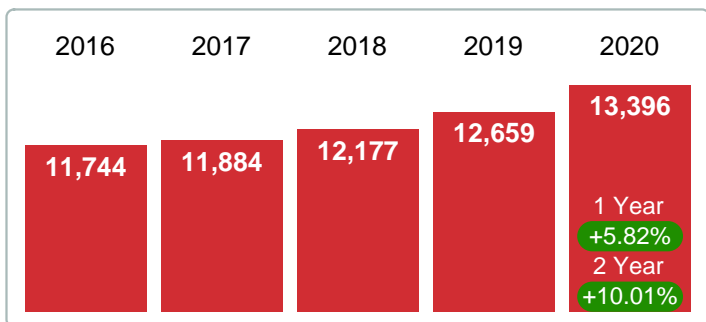
CLOSED LISTINGS

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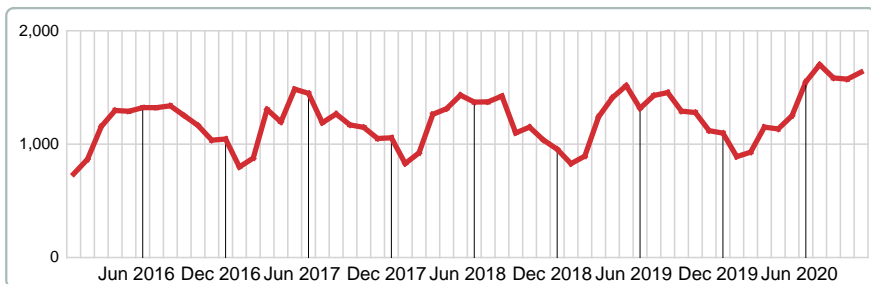
OCTOBER



YEAR TO DATE (YTD)

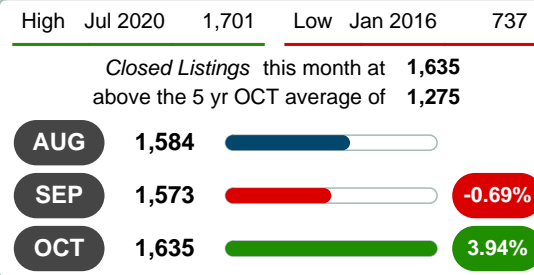


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,275



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	101	6.18%	26.7	52	44	4	1
\$75,001 - \$125,000	151	9.24%	19.6	35	105	9	2
\$125,001 - \$175,000	337	20.61%	15.9	20	282	32	3
\$175,001 - \$225,000	321	19.63%	16.1	9	208	97	7
\$225,001 - \$300,000	326	19.94%	24.4	10	162	143	11
\$300,001 - \$400,000	222	13.58%	35.7	3	75	128	16
\$400,001 and up	177	10.83%	53.7	3	34	100	40
Total Closed Units	1,635			132	910	513	80
Total Closed Volume	400,725,718	100%	25.4	15.76M	183.31M	165.69M	35.97M
Average Closed Price	\$245,092			\$119,363	\$201,437	\$322,988	\$449,624

October 2020



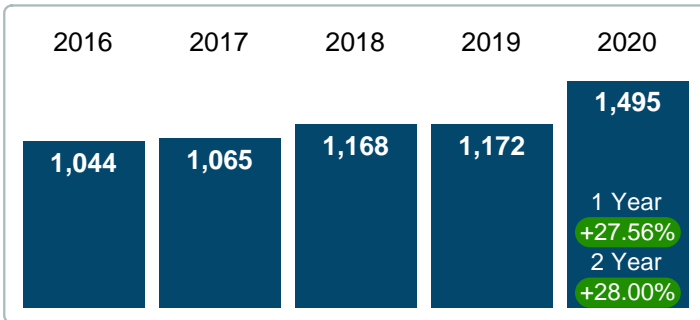
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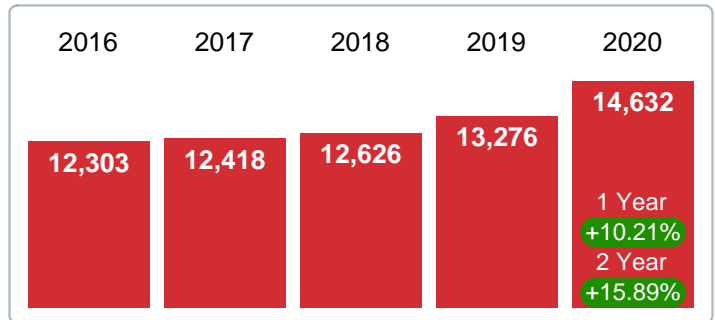
PENDING LISTINGS

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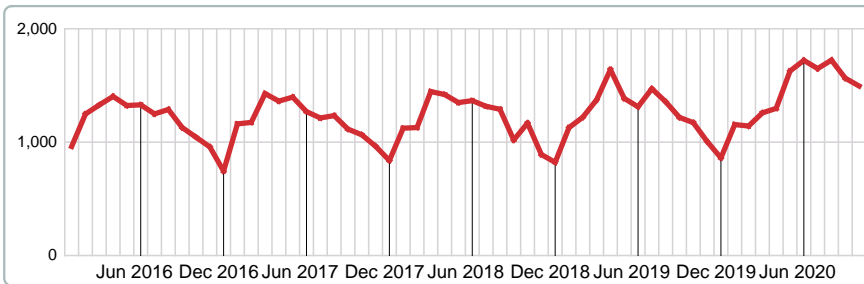
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

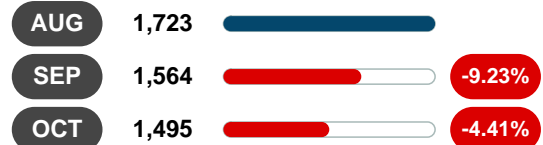


3 MONTHS

5 year OCT AVG = 1,189

High Aug 2020 1,723 Low Dec 2016 745

Pending Listings this month at 1,495 above the 5 yr OCT average of 1,189



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	92	6.15%	24.5	49	38	4	1
\$75,001 - \$125,000	170	11.37%	24.0	34	119	17	0
\$125,001 - \$175,000	291	19.46%	18.6	18	234	35	4
\$175,001 - \$225,000	294	19.67%	21.9	15	205	70	4
\$225,001 - \$300,000	276	18.46%	26.3	15	126	117	18
\$300,001 - \$400,000	191	12.78%	35.0	4	65	104	18
\$400,001 and up	181	12.11%	42.8	4	38	104	35
Total Pending Units	1,495			139	825	451	80
Total Pending Volume	377,244,595	100%	26.5	19.55M	167.37M	150.83M	39.49M
Average Listing Price	\$252,301			\$140,669	\$202,876	\$334,441	\$493,575

October 2020



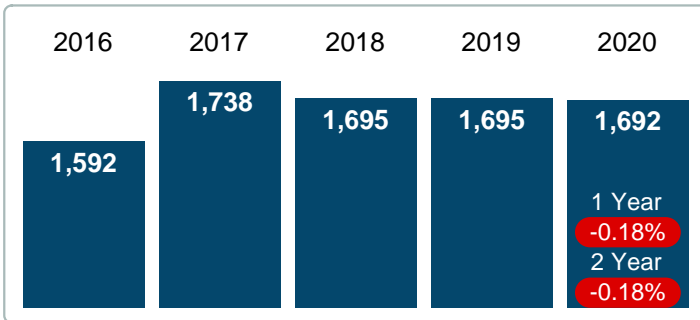
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



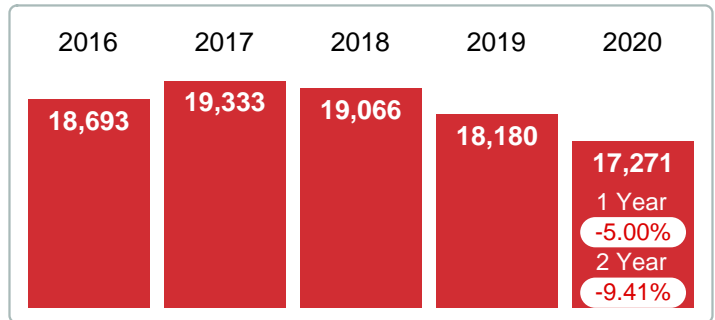
NEW LISTINGS

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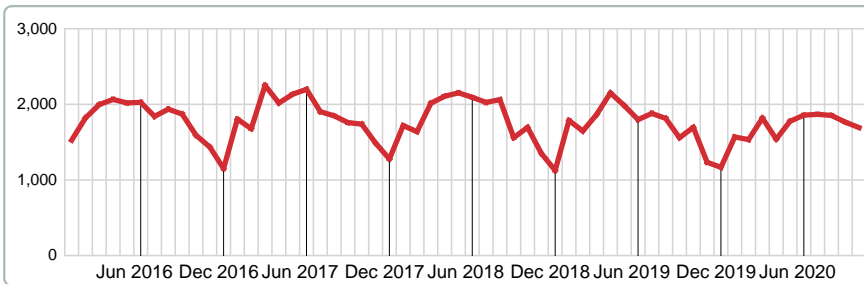
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

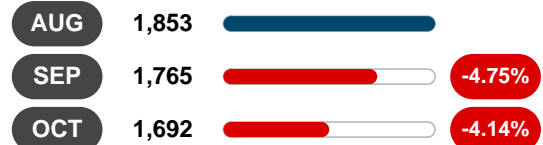


3 MONTHS

5 year OCT AVG = 1,682

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

New Listings this month at **1,692**
above the 5 yr OCT average of **1,682**



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	105	6.21%	56	44	4	1
\$75,001 - \$125,000	194	11.47%	51	121	20	2
\$125,001 - \$175,000	322	19.03%	23	256	41	2
\$175,001 - \$225,000	312	18.44%	25	219	62	6
\$225,001 - \$325,000	358	21.16%	14	156	167	21
\$325,001 - \$450,000	230	13.59%	6	61	143	20
\$450,001 and up	171	10.11%	2	32	76	61
Total New Listed Units	1,692		177	889	513	113
Total New Listed Volume	476,515,209	100%	25.12M	186.65M	184.71M	80.03M
Average New Listed Listing Price	\$257,700		\$141,940	\$209,959	\$360,051	\$708,249

October 2020



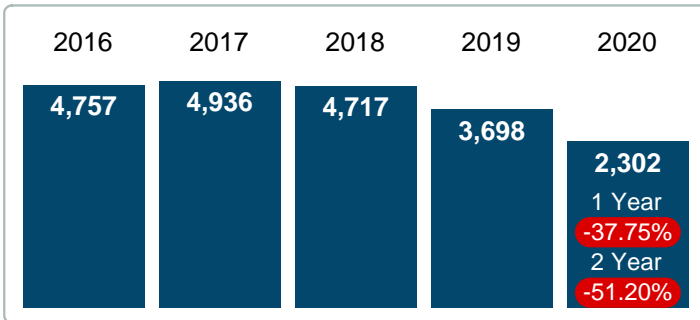
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



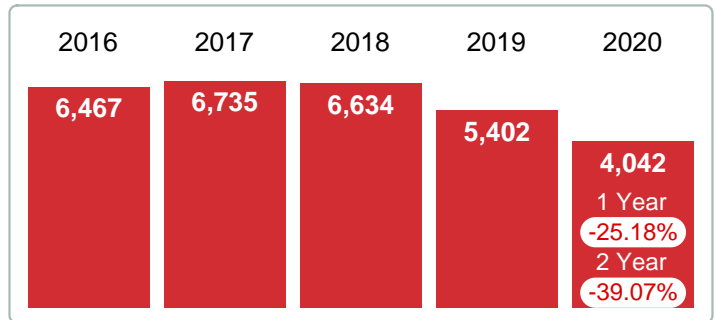
ACTIVE INVENTORY

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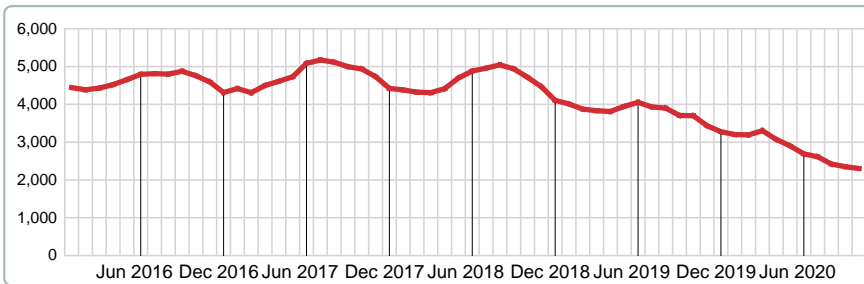
END OF OCTOBER



ACTIVE DURING OCTOBER

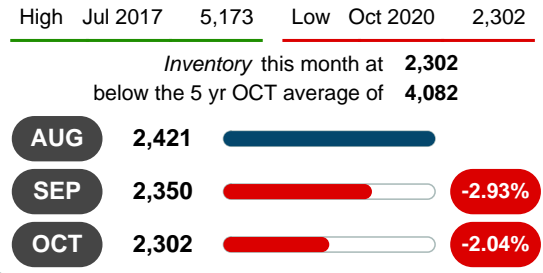


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4,082



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	3.26%	107.7	44	28	1	2
\$50,001 - \$125,000	372	16.16%	65.2	126	199	41	6
\$125,001 - \$200,000	412	17.90%	53.1	45	307	53	7
\$200,001 - \$325,000	548	23.81%	53.4	26	251	237	34
\$325,001 - \$425,000	350	15.20%	66.9	14	94	192	50
\$425,001 - \$700,000	316	13.73%	77.4	8	62	162	84
\$700,001 and up	229	9.95%	91.7	4	36	85	104
Total Active Inventory by Units	2,302			267	977	771	287
Total Active Inventory by Volume	849,217,540	100%	66.2	40.45M	242.80M	338.53M	227.44M
Average Active Inventory Listing Price	\$368,904			\$151,508	\$248,511	\$439,078	\$792,477

October 2020



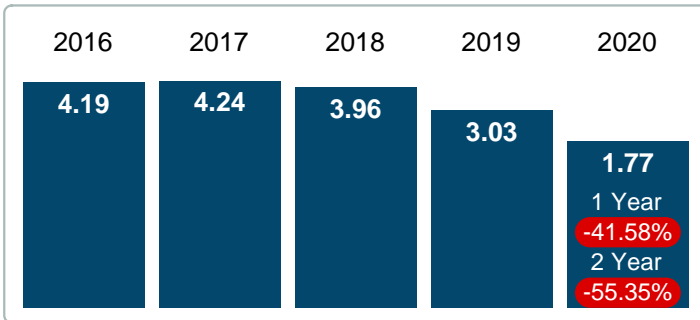
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



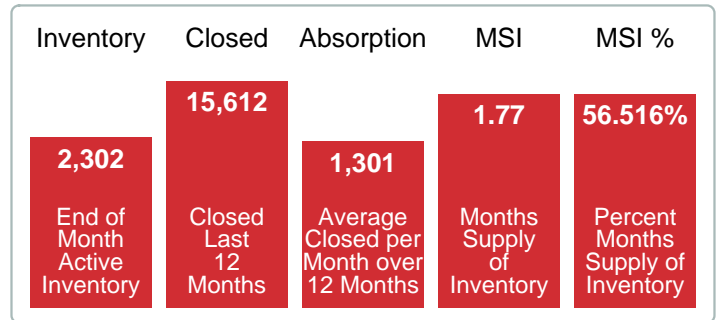
MONTHS SUPPLY of INVENTORY (MSI)

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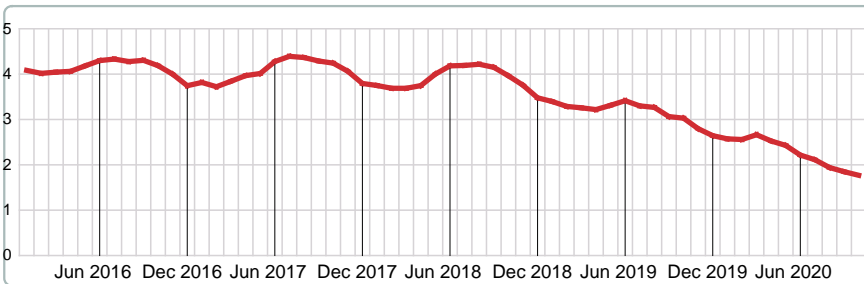
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

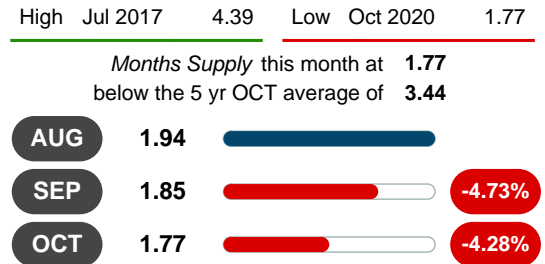


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.44



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
\$50,000 and less	75	3.26%	1.38	1.48	1.37	0.27	4.00
\$50,001 - \$125,000	372	16.16%	1.78	2.33	1.46	2.37	4.24
\$125,001 - \$200,000	412	17.90%	0.95	1.67	0.95	0.69	1.38
\$200,001 - \$325,000	548	23.81%	1.41	2.05	1.41	1.33	1.72
\$325,001 - \$425,000	350	15.20%	2.88	7.64	2.84	2.69	3.26
\$425,001 - \$700,000	316	13.73%	4.24	13.71	4.62	3.86	4.50
\$700,001 and up	229	9.95%	11.36	16.00	20.57	8.36	13.00
Market Supply of Inventory (MSI)			1.77	2.12	1.38	1.93	4.17
Total Active Inventory by Units		100%	1.77	267	977	771	287

October 2020



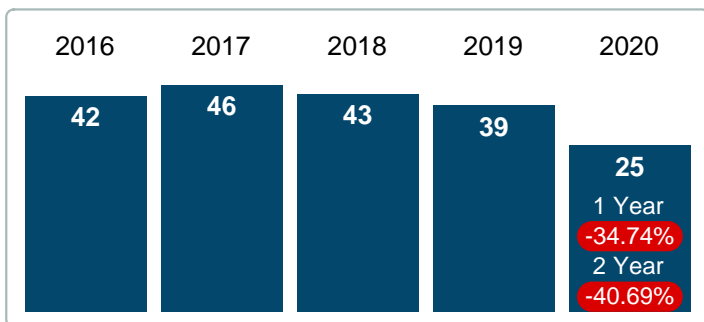
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



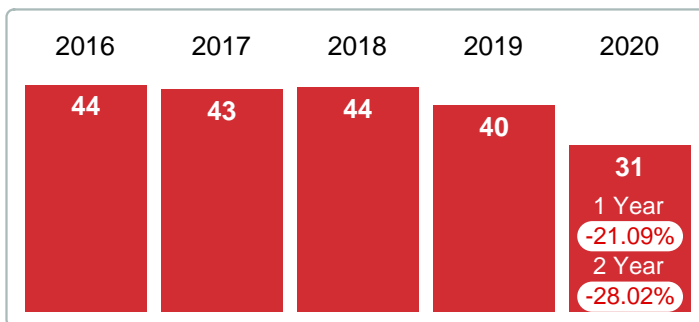
AVERAGE DAYS ON MARKET TO SALE

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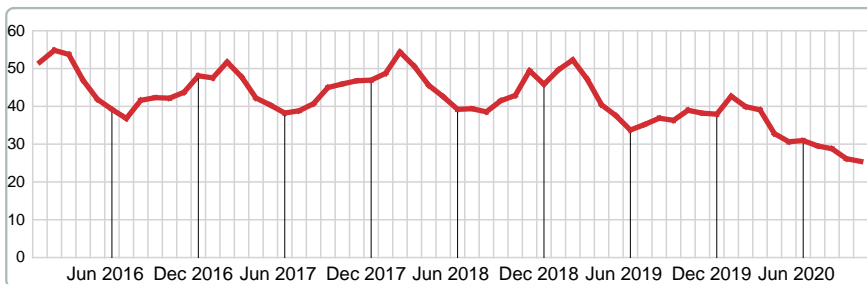
OCTOBER



YEAR TO DATE (YTD)

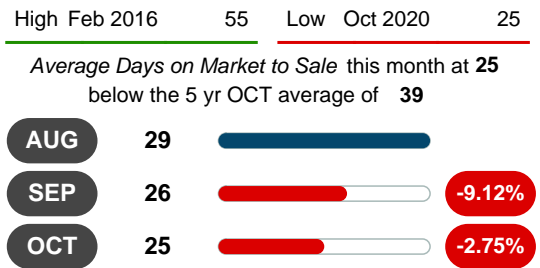


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	101	6.18%	27	31	23	18	7
\$75,001 - \$125,000	151	9.24%	20	28	17	18	38
\$125,001 - \$175,000	337	20.61%	16	16	14	29	18
\$175,001 - \$225,000	321	19.63%	16	12	15	18	19
\$225,001 - \$300,000	326	19.94%	24	29	24	23	41
\$300,001 - \$400,000	222	13.58%	36	48	34	37	36
\$400,001 and up	177	10.83%	54	78	38	58	56
Average Closed DOM			25	28	19	32	44
Total Closed Units		100%	25	132	910	513	80
Total Closed Volume			400,725,718	15.76M	183.31M	165.69M	35.97M

October 2020



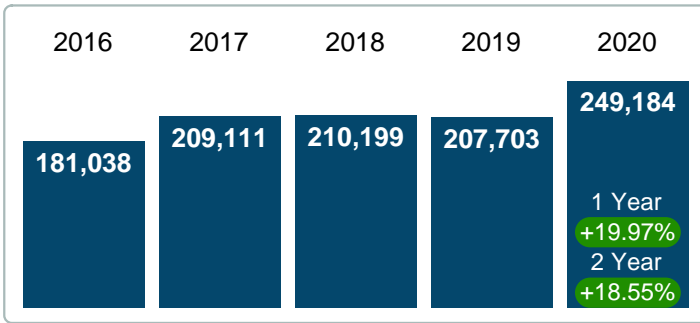
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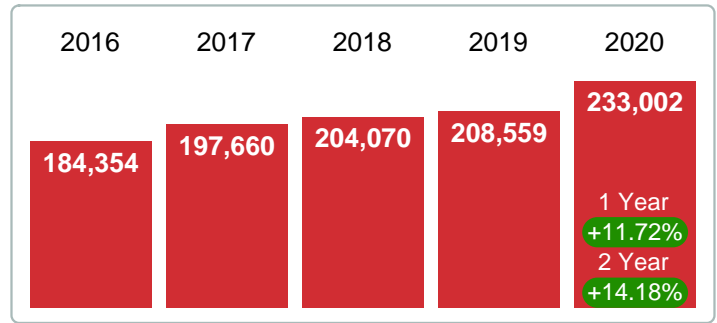
AVERAGE LIST PRICE AT CLOSING

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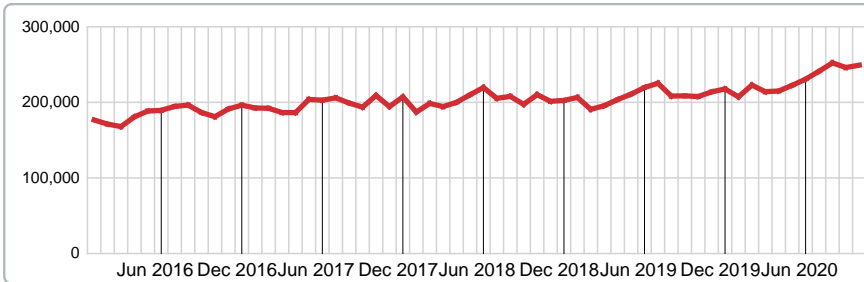
OCTOBER



YEAR TO DATE (YTD)

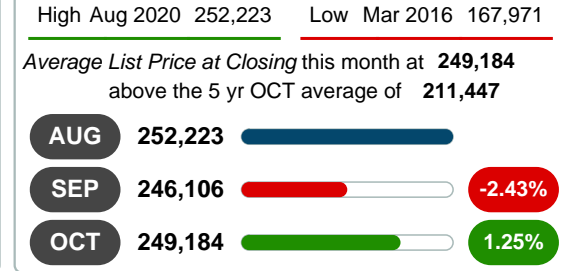


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 211,447



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 92	5.63%	50,492	50,221	59,084	40,750	30,000
\$75,001 - \$125,000 158	9.66%	102,262	100,267	105,565	105,378	142,400
\$125,001 - \$175,000 338	20.67%	152,803	144,989	153,149	158,765	161,000
\$175,001 - \$225,000 324	19.82%	199,813	203,689	196,787	204,514	209,114
\$225,001 - \$300,000 315	19.27%	260,134	279,260	262,010	261,030	279,964
\$300,001 - \$400,000 226	13.82%	347,960	364,667	348,857	350,400	349,559
\$400,001 and up 182	11.13%	602,444	555,000	564,093	603,327	648,562
Average List Price		249,184	124,284	203,948	328,540	460,958
Total Closed Units		1,635	132	910	513	80
Total Closed Volume		407,415,728	16.41M	185.59M	168.54M	36.88M

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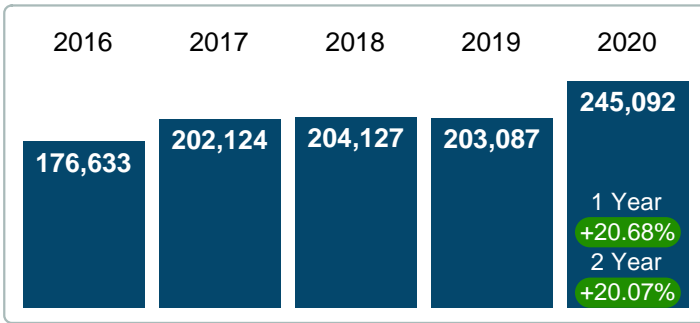
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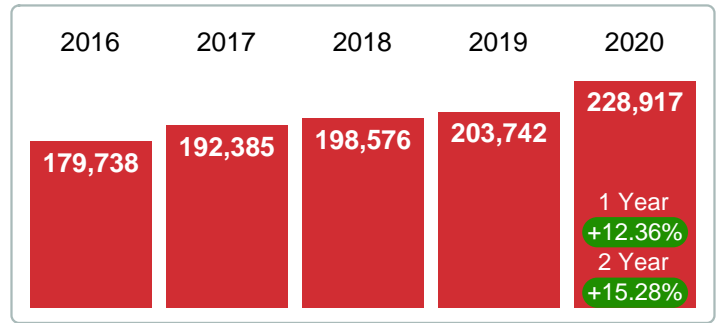
AVERAGE SOLD PRICE AT CLOSING

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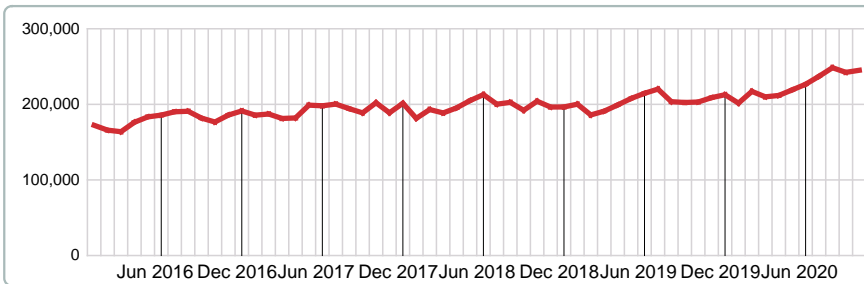
OCTOBER



YEAR TO DATE (YTD)

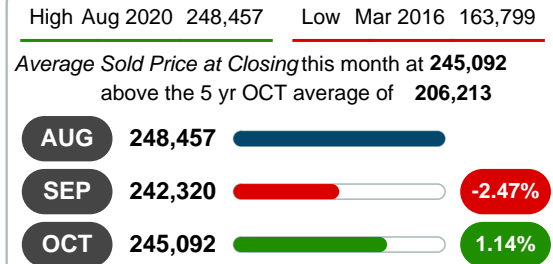


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 206,213



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 101	6.18%	49,908	47,410	54,407	37,875	30,000
\$75,001 - \$125,000 151	9.24%	102,627	98,586	103,693	103,722	112,450
\$125,001 - \$175,000 337	20.61%	152,489	144,613	152,494	156,980	156,667
\$175,001 - \$225,000 321	19.63%	198,775	200,833	196,229	203,411	207,560
\$225,001 - \$300,000 326	19.94%	258,282	248,240	257,215	259,220	270,912
\$300,001 - \$400,000 222	13.58%	345,858	357,500	344,662	346,686	342,657
\$400,001 and up 177	10.83%	587,640	528,500	549,655	584,090	633,238
Average Sold Price		245,092	119,363	201,437	322,988	449,624
Total Closed Units		1,635	132	910	513	80
Total Closed Volume		400,725,718	15.76M	183.31M	165.69M	35.97M

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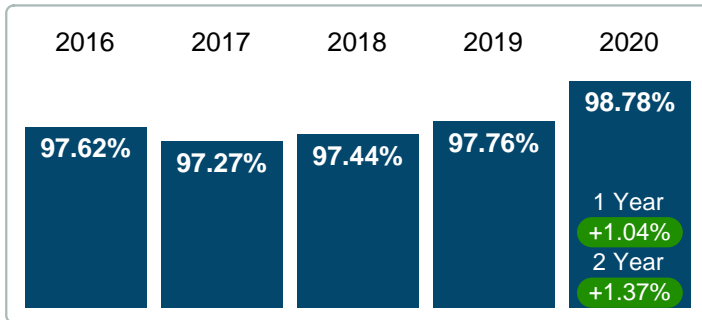
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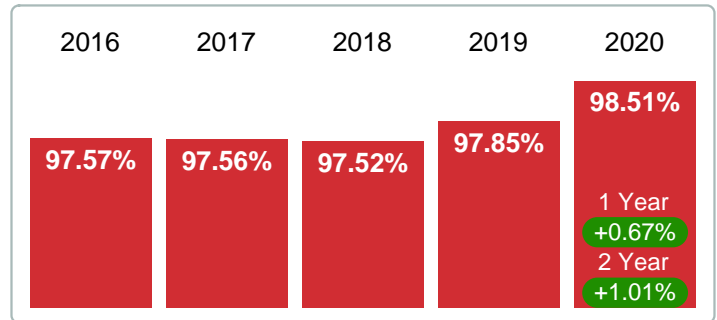
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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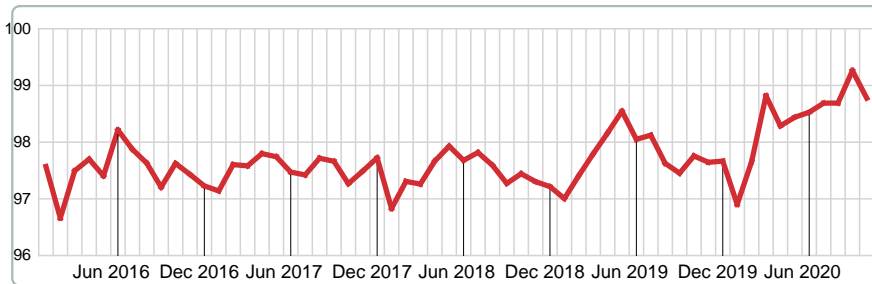
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

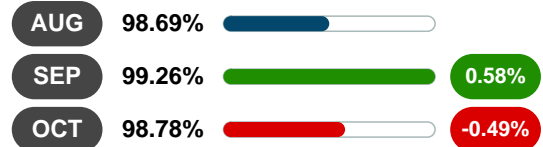


3 MONTHS

5 year OCT AVG = 97.77%

High Sep 2020 99.26% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **98.78%** above the 5 yr OCT average of **97.77%**



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	101	6.18%	93.74%	94.80%	92.56%	91.37%	100.00%
\$75,001 - \$125,000	151	9.24%	98.35%	98.87%	98.46%	98.88%	81.27%
\$125,001 - \$175,000	337	20.61%	99.67%	99.85%	99.74%	99.17%	97.55%
\$175,001 - \$225,000	321	19.63%	99.69%	98.97%	99.80%	99.54%	99.41%
\$225,001 - \$300,000	326	19.94%	99.12%	91.11%	99.57%	99.35%	96.90%
\$300,001 - \$400,000	222	13.58%	98.90%	98.11%	98.88%	99.03%	98.05%
\$400,001 and up	177	10.83%	97.85%	95.59%	98.14%	97.60%	98.38%
Average Sold/List Ratio		98.80%		96.74%	99.10%	98.88%	97.76%
Total Closed Units		1,635	100%	132	910	513	80
Total Closed Volume		400,725,718		15.76M	183.31M	165.69M	35.97M

October 2020



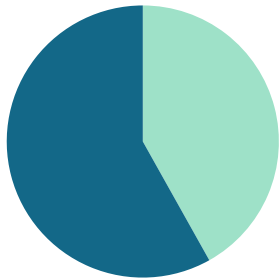
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

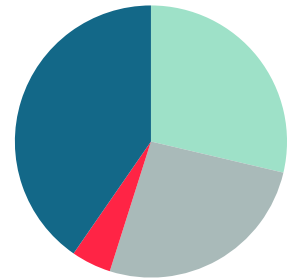


Inventory
 New Listings
1,692 = 41.87%
 Start Inventory
2,349
 Total Inventory Units
4,041
 Volume
\$1,328,228,248

Market Activity

Closed Sales
1,635 = 28.67%
 Pending Sales
1,495 = 26.22%
 Other Off Market
270 = 4.74%
 Active Inventory
2,302 = 40.37%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,279	1,635	27.83%	12,659	13,396	5.82%
Pending Sales	1,172	1,495	27.56%	13,276	14,632	10.21%
New Listings	1,695	1,692	-0.18%	18,180	17,271	-5.00%
Average List Price	207,703	249,184	19.97%	208,559	233,002	11.72%
Average Sale Price	203,087	245,092	20.68%	203,742	228,917	12.36%
Average Percent of Selling Price to List Price	97.76%	98.78%	1.04%	97.85%	98.51%	0.67%
Average Days on Market to Sale	38.96	25.43	-34.74%	39.92	31.50	-21.09%
Monthly Inventory	3,664	2,302	-37.17%	3,664	2,302	-37.17%
Months Supply of Inventory	3.00	1.77	-41.04%	3.00	1.77	-41.04%

Absorption: Last 12 months, an Average of **1,301** Sales/Month

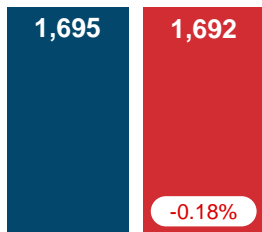
Inventory on October 31, 2020 = **2,302**

2019 **2020**

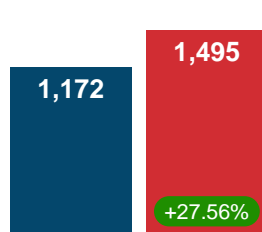
OCTOBER MARKET

AVERAGE PRICES

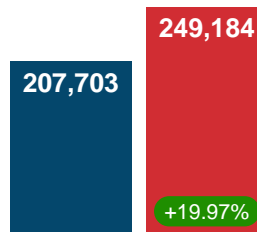
New Listings



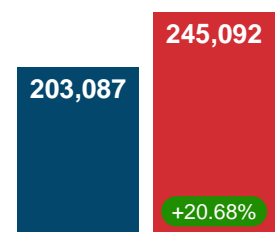
Pending Listings



List Price



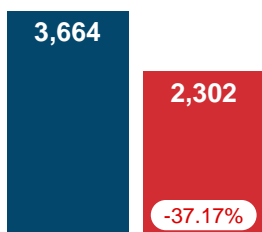
Sale Price



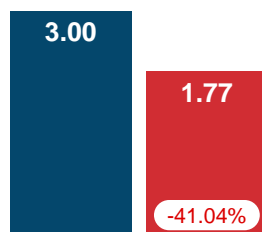
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

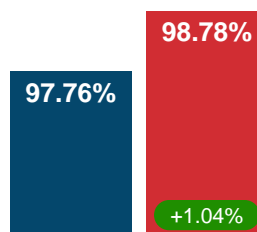
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

