

October 2020



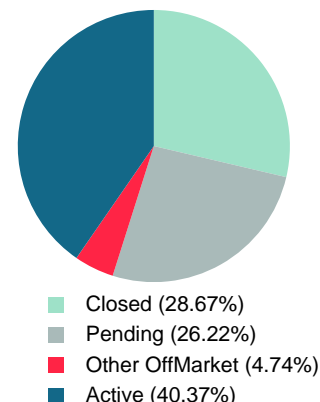
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	175,000	210,000	20.00%
Median Sale Price	174,500	210,000	20.34%
Median Percent of Selling Price to List Price	98.86%	100.00%	1.15%
Median Days on Market to Sale	20.00	8.00	-60.00%
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.

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 **20.34%** in October 2020 to \$210,000 versus the previous year at \$174,500.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 12.00 days or **60.00%** in October 2020 compared to last year's same month at **20.00** DOM.

Sales Success for October 2020 is Positive

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

There were 1,692 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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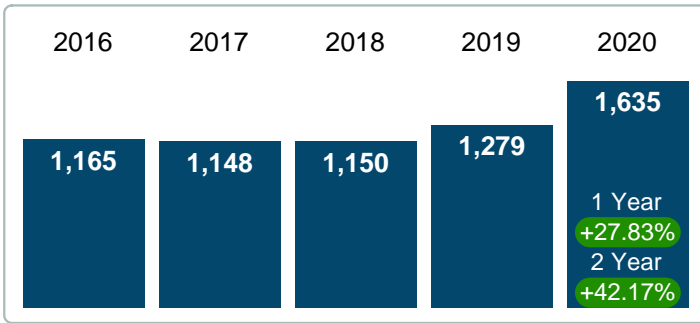
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



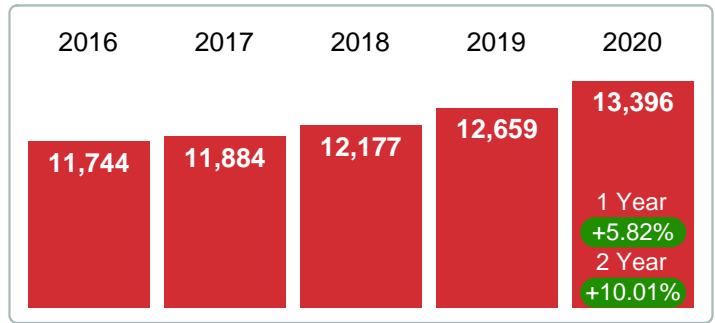
CLOSED LISTINGS

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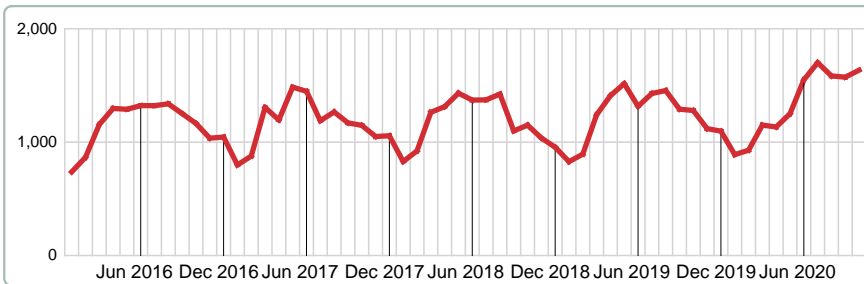
OCTOBER



YEAR TO DATE (YTD)

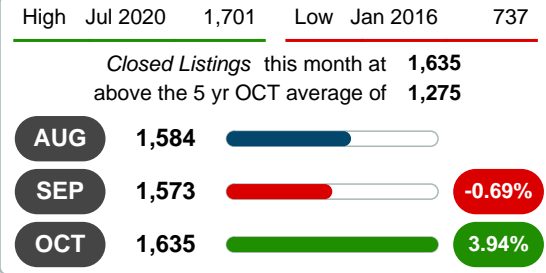


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,275



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	101	6.18%	13.0	52	44	4	1
\$75,001 - \$125,000	151	9.24%	6.0	35	105	9	2
\$125,001 - \$175,000	337	20.61%	5.0	20	282	32	3
\$175,001 - \$225,000	321	19.63%	6.0	9	208	97	7
\$225,001 - \$300,000	326	19.94%	9.5	10	162	143	11
\$300,001 - \$400,000	222	13.58%	13.5	3	75	128	16
\$400,001 and up	177	10.83%	33.0	3	34	100	40
Total Closed Units	1,635			132	910	513	80
Total Closed Volume	400,725,718	100%	8.0	15.76M	183.31M	165.69M	35.97M
Median Closed Price	\$210,000			\$90,000	\$179,450	\$283,947	\$404,750

October 2020



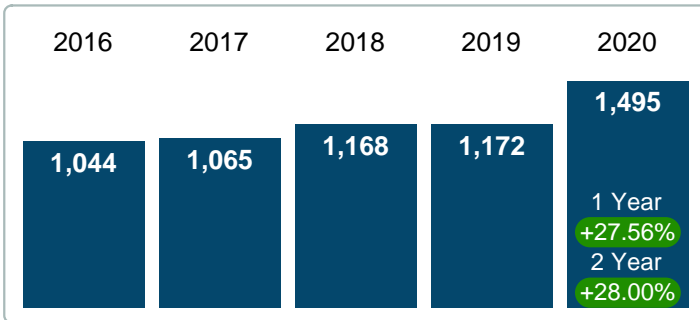
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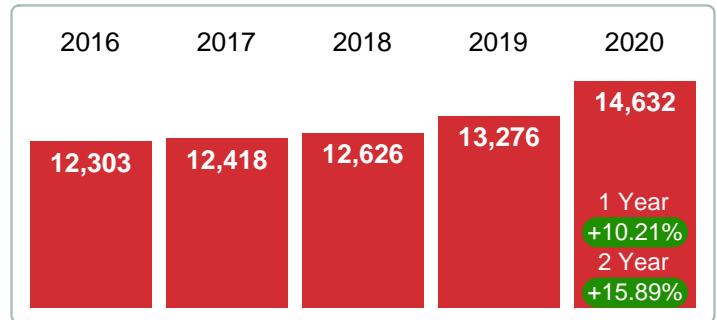
PENDING LISTINGS

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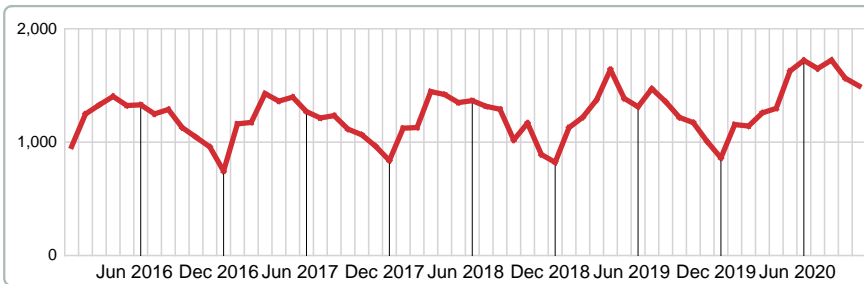
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

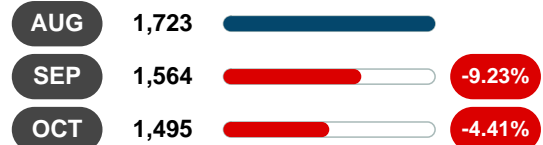


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	92	6.15%	7.5	49	38	4	1
\$75,001 - \$125,000	170	11.37%	8.0	34	119	17	0
\$125,001 - \$175,000	291	19.46%	7.0	18	234	35	4
\$175,001 - \$225,000	294	19.67%	8.0	15	205	70	4
\$225,001 - \$300,000	276	18.46%	11.0	15	126	117	18
\$300,001 - \$400,000	191	12.78%	16.0	4	65	104	18
\$400,001 and up	181	12.11%	19.0	4	38	104	35
Total Pending Units	1,495			139	825	451	80
Total Pending Volume	377,244,595	100%	10.0	19.55M	167.37M	150.83M	39.49M
Median Listing Price	\$208,900			\$99,000	\$179,900	\$293,999	\$371,000

October 2020



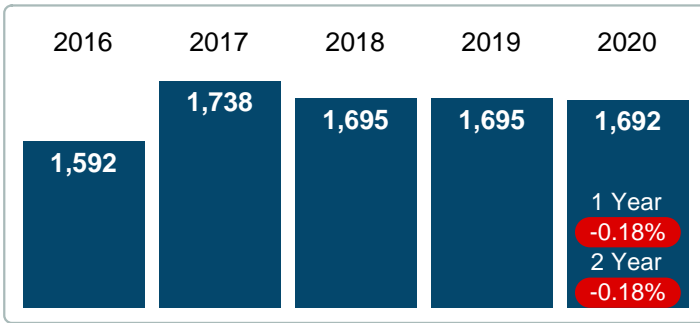
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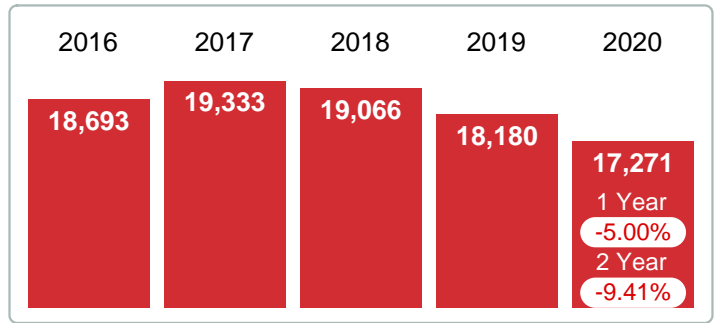
NEW LISTINGS

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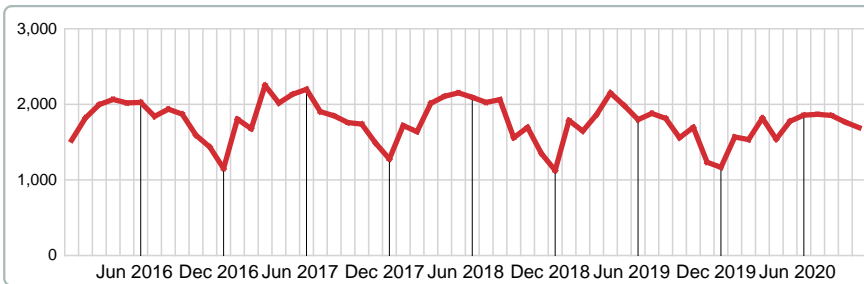
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

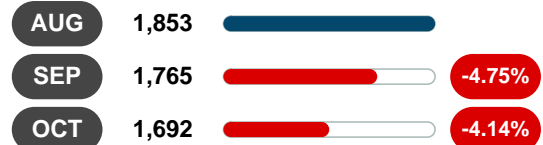


3 MONTHS

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
Median New Listed Listing Price	\$210,000		\$100,000	\$179,900	\$295,000	\$485,000

October 2020



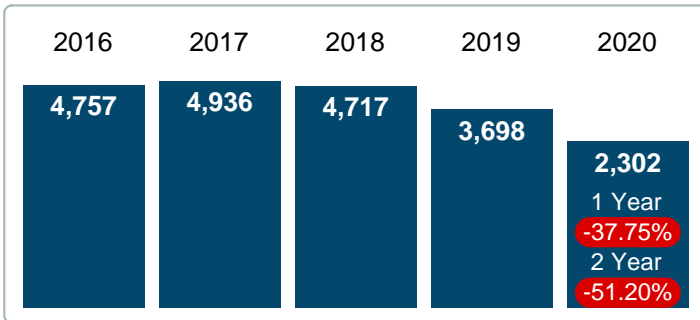
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



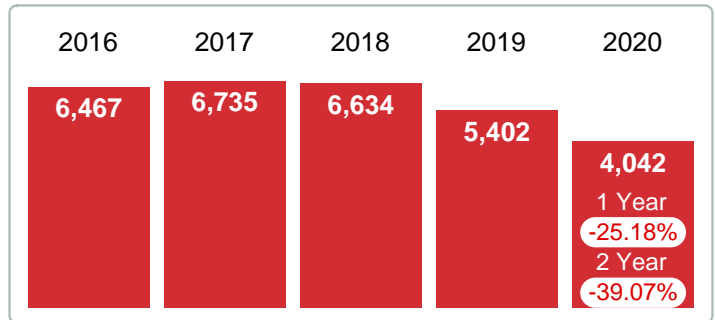
ACTIVE INVENTORY

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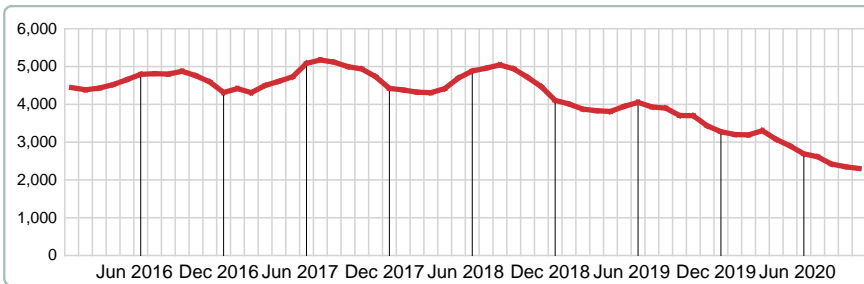
END OF OCTOBER



ACTIVE DURING OCTOBER

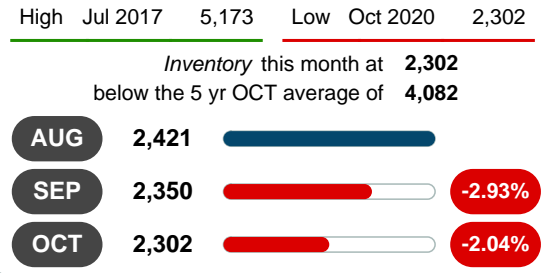


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4,082



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	75	3.26%	73.0	44	28	1	2
\$50,001 - \$125,000	372	16.16%	34.5	126	199	41	6
\$125,001 - \$200,000	412	17.90%	30.5	45	307	53	7
\$200,001 - \$325,000	548	23.81%	36.0	26	251	237	34
\$325,001 - \$425,000	350	15.20%	50.0	14	94	192	50
\$425,001 - \$700,000	316	13.73%	67.0	8	62	162	84
\$700,001 and up	229	9.95%	91.0	4	36	85	104
Total Active Inventory by Units			2,302	267	977	771	287
Total Active Inventory by Volume			849,217,540	40.45M	242.80M	338.53M	227.44M
Median Active Inventory Listing Price			\$267,950	\$90,000	\$189,000	\$354,999	\$574,900

October 2020



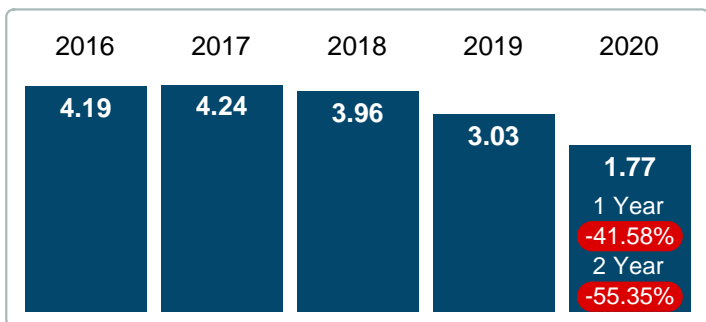
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



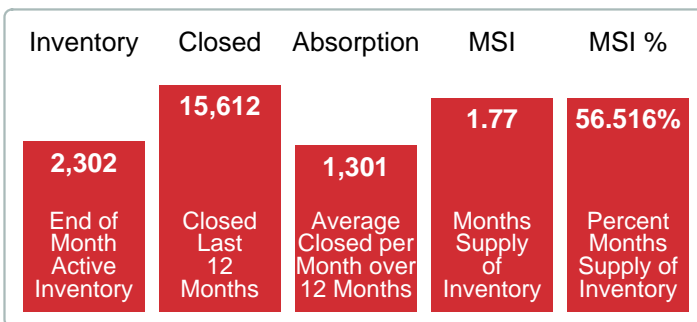
MONTHS SUPPLY of INVENTORY (MSI)

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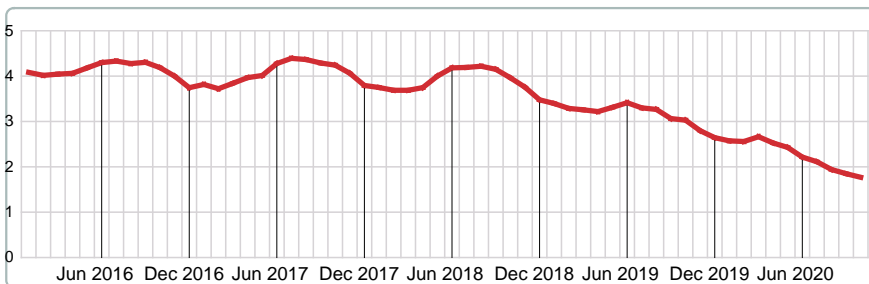
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

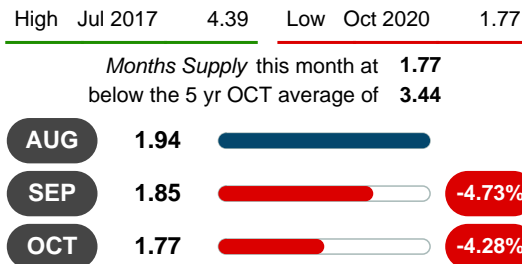


5 YEAR MARKET ACTIVITY TRENDS



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



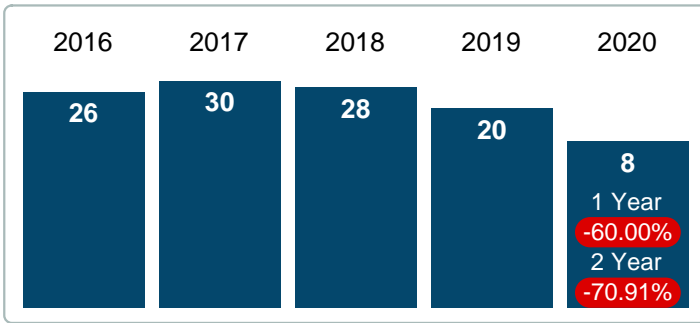
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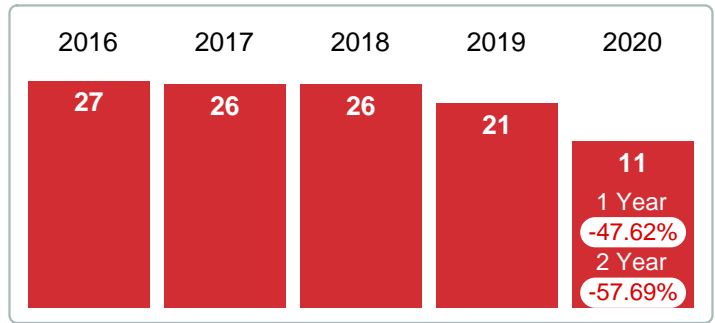
MEDIAN DAYS ON MARKET TO SALE

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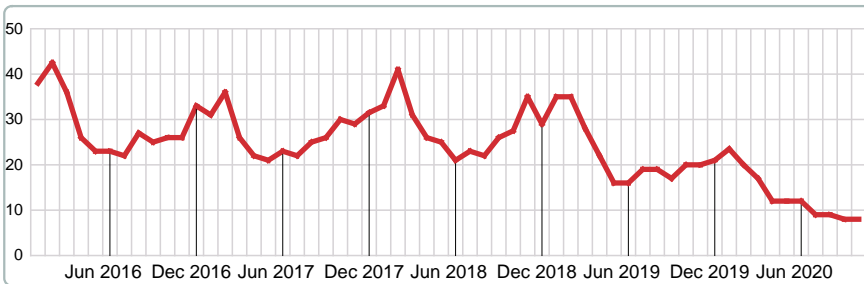
OCTOBER



YEAR TO DATE (YTD)

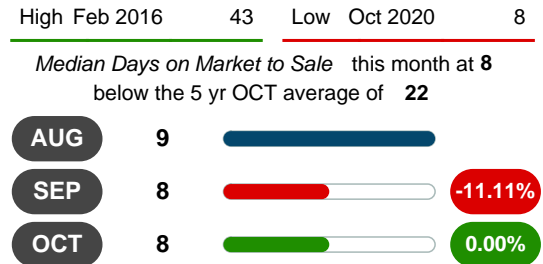


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 22



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	6.18%	13	15	10	18	7
\$75,001 - \$125,000	9.24%	6	6	6	6	38
\$125,001 - \$175,000	20.61%	5	4	4	24	4
\$175,001 - \$225,000	19.63%	6	6	5	7	8
\$225,001 - \$300,000	19.94%	10	26	9	8	28
\$300,001 - \$400,000	13.58%	14	47	8	14	15
\$400,001 and up	10.83%	33	92	11	46	34
Median Closed DOM		8	12	6	12	24
Total Closed Units	100%	8.0	132	910	513	80
Total Closed Volume			15.76M	183.31M	165.69M	35.97M

October 2020



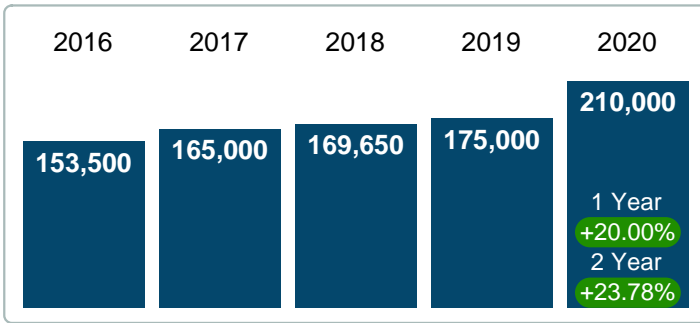
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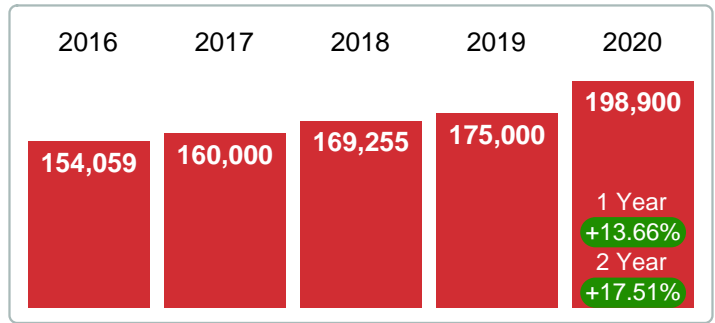
MEDIAN LIST PRICE AT CLOSING

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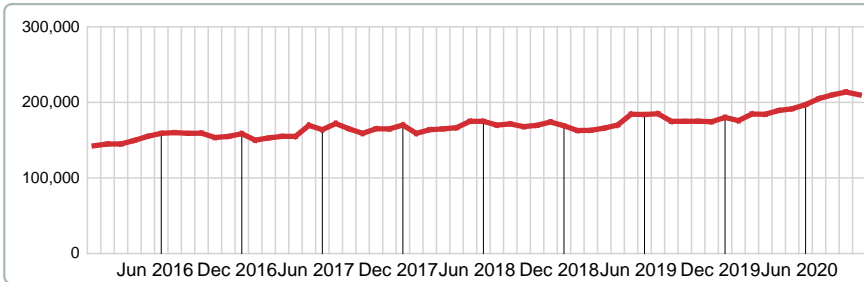
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

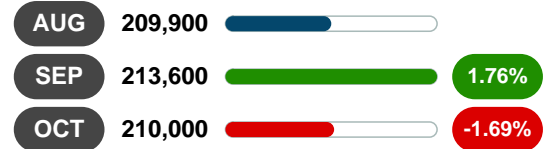


3 MONTHS

5 year OCT AVG = 174,630

High Sep 2020 213,600 Low Jan 2016 142,600

Median List Price at Closing this month at **210,000**
above the 5 yr OCT average of **174,630**



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	92	5.63%	50,500	49,900	56,750	40,000	30,000
\$75,001 - \$125,000	158	9.66%	100,000	92,000	104,500	101,450	124,900
\$125,001 - \$175,000	338	20.67%	154,000	145,000	154,900	159,900	158,450
\$175,001 - \$225,000	324	19.82%	199,500	194,950	195,000	207,000	219,900
\$225,001 - \$300,000	315	19.27%	256,000	250,000	250,800	259,000	285,000
\$300,001 - \$400,000	226	13.82%	347,700	347,500	347,950	345,000	339,000
\$400,001 and up	182	11.13%	507,400	475,000	519,039	502,450	529,900
Median List Price		210,000		91,750	179,900	285,000	408,750
Total Closed Units	1,635	100%	210,000	132	910	513	80
Total Closed Volume	407,415,728			16.41M	185.59M	168.54M	36.88M

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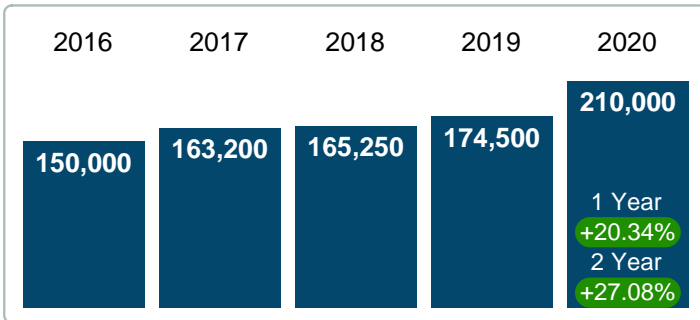
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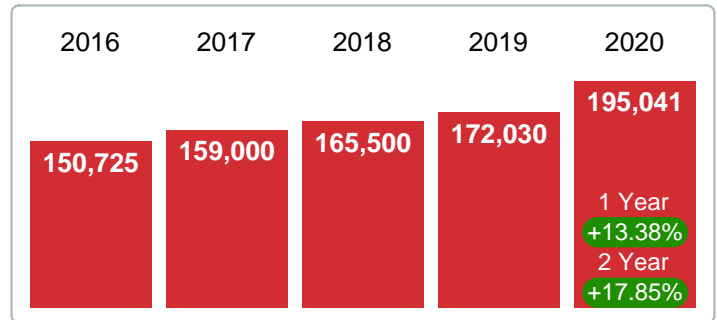
MEDIAN SOLD PRICE AT CLOSING

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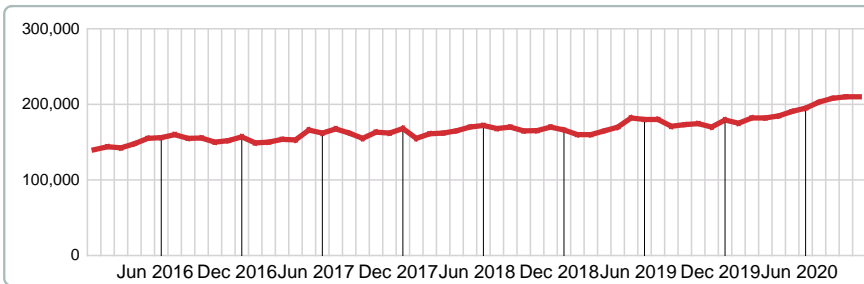
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

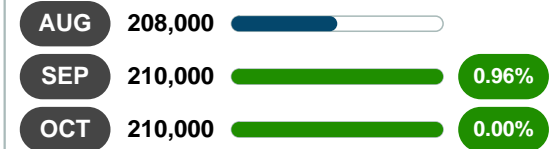


3 MONTHS

5 year OCT AVG = 172,590

High Oct 2020 210,000 Low Jan 2016 140,000

Median Sold Price at Closing this month at 210,000 above the 5 yr OCT average of 172,590



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	6.18%	51,500	45,500	55,000	37,500	30,000
\$75,001 - \$125,000	9.24%	105,000	96,000	105,000	105,000	112,450
\$125,001 - \$175,000	20.61%	153,000	145,000	152,950	158,750	155,000
\$175,001 - \$225,000	19.63%	199,500	200,000	195,000	205,683	210,115
\$225,001 - \$300,000	19.94%	255,000	240,000	254,500	256,500	265,000
\$300,001 - \$400,000	13.58%	343,250	345,000	342,000	345,000	332,500
\$400,001 and up	10.83%	500,000	468,000	490,000	499,450	516,250
Median Sold Price		210,000	90,000	179,450	283,947	404,750
Total Closed Units	100%	210,000	132	910	513	80
Total Closed Volume		400,725,718	15.76M	183.31M	165.69M	35.97M

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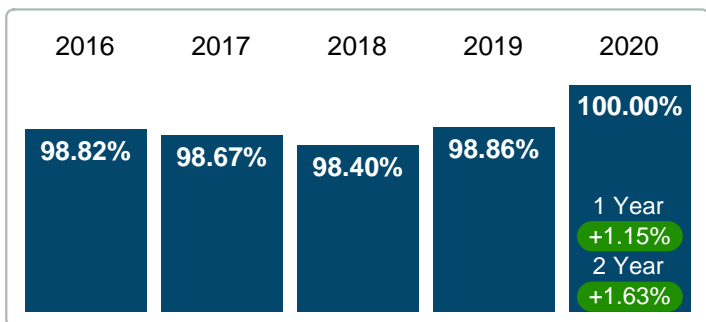
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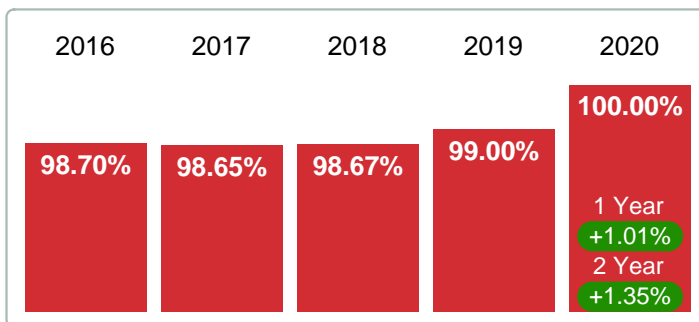
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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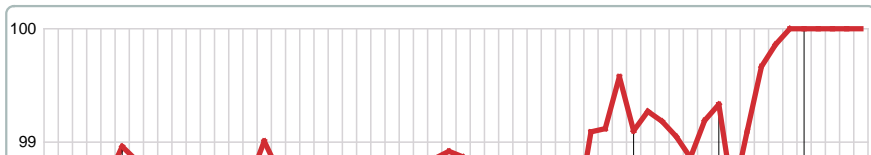
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.95%

High Oct 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at 100.00% above the 5 yr OCT average of 98.95%

AUG 100.00%
SEP 100.00%
OCT 100.00%

0.00%
0.00%

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	101	6.18%	95.56%	96.08%	93.92%	91.46%	100.00%
\$75,001 - \$125,000	151	9.24%	100.00%	100.00%	100.00%	98.26%	81.27%
\$125,001 - \$175,000	337	20.61%	100.00%	100.00%	100.00%	99.68%	100.00%
\$175,001 - \$225,000	321	19.63%	100.00%	99.64%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	326	19.94%	100.00%	94.93%	100.00%	100.00%	99.67%
\$300,001 - \$400,000	222	13.58%	99.83%	98.57%	100.00%	100.00%	98.59%
\$400,001 and up	177	10.83%	98.60%	95.00%	98.89%	98.43%	98.69%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.91%
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



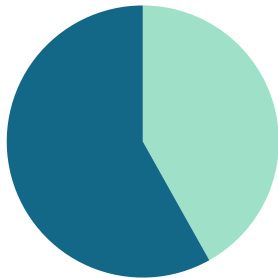
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

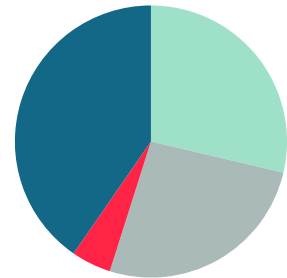


Inventory
 New Listings
1,692 = 41.87%
 Start Inventory
2,349
 Total Inventory Units
4,041
 Volume
\$1,328,228,248

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%
Median List Price	175,000	210,000	20.00%	175,000	198,900	13.66%
Median Sale Price	174,500	210,000	20.34%	172,030	195,041	13.38%
Median Percent of Selling Price to List Price	98.86%	100.00%	1.15%	99.00%	100.00%	1.01%
Median Days on Market to Sale	20.00	8.00	-60.00%	21.00	11.00	-47.62%
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

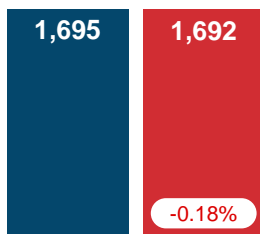
Inventory on October 31, 2020 = **2,302**

2019 **2020**

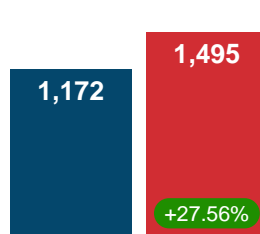
OCTOBER MARKET

MEDIAN PRICES

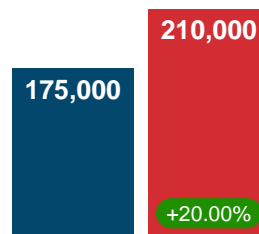
New Listings



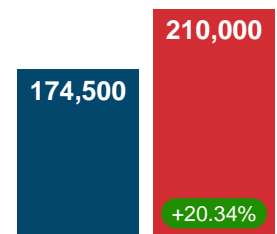
Pending Listings



List Price



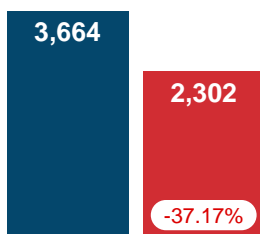
Sale Price



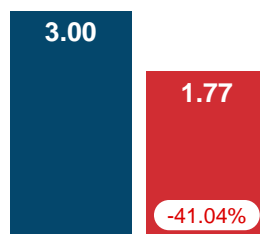
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

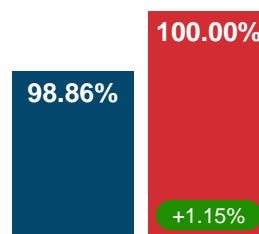
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

