

September 2020



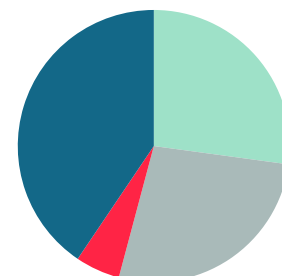
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	1,291	1,573	21.84%
Pending Listings	1,218	1,564	28.41%
New Listings	1,559	1,765	13.21%
Average List Price	208,585	246,106	17.99%
Average Sale Price	202,458	242,320	19.69%
Average Percent of Selling Price to List Price	97.45%	99.26%	1.86%
Average Days on Market to Sale	36.31	26.15	-27.99%
End of Month Inventory	3,674	2,349	-36.06%
Months Supply of Inventory	3.04	1.85	-39.14%



■ Closed (27.15%)
■ Pending (27.00%)
■ Other OffMarket (5.30%)
■ Active (40.55%)

Absorption: Last 12 months, an Average of **1,271** Sales/Month
Active Inventory as of September 30, 2020 = **2,349**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **36.06%** to 2,349 existing homes available for sale. Over the last 12 months this area has had an average of 1,271 closed sales per month. This represents an unsold inventory index of **1.85** 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 **19.69%** in September 2020 to \$242,320 versus the previous year at \$202,458.

Average Days on Market Shortens

The average number of **26.15** days that homes spent on the market before selling decreased by 10.16 days or **27.99%** in September 2020 compared to last year's same month at **36.31** DOM.

Sales Success for September 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 1,765 New Listings in September 2020, up **13.21%** from last year at 1,559. Furthermore, there were 1,573 Closed Listings this month versus last year at 1,291, a **21.84%** increase.

Closed versus Listed trends yielded a **89.1%** ratio, up from previous year's, September 2019, at **82.8%**, a **7.62%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory.

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Real Estate is Local

Supply of Inventory (MSI) in the months to come.

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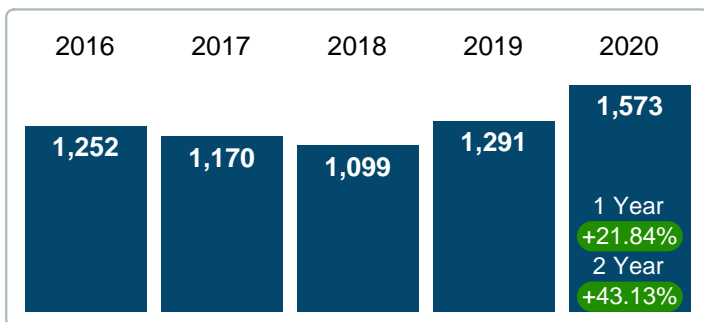
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



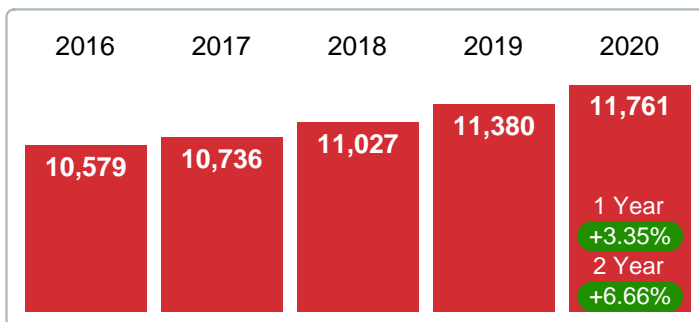
CLOSED LISTINGS

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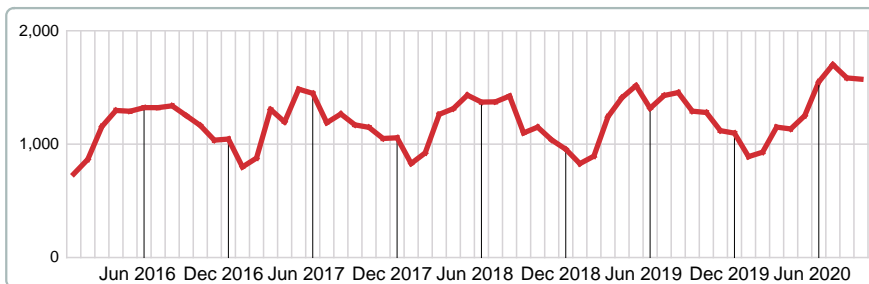
SEPTEMBER



YEAR TO DATE (YTD)

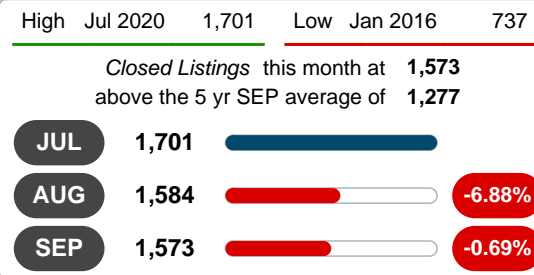


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,277



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	96	6.10%	39.7	50	36	7	3
\$75,001 - \$125,000	159	10.11%	14.9	45	99	15	0
\$125,001 - \$175,000	311	19.77%	15.2	27	246	37	1
\$175,001 - \$225,000	315	20.03%	19.5	11	206	96	2
\$225,001 - \$300,000	323	20.53%	26.3	10	136	150	27
\$300,001 - \$400,000	203	12.91%	39.5	4	66	118	15
\$400,001 and up	166	10.55%	45.3	3	25	96	42
Total Closed Units	1,573			150	814	519	90
Total Closed Volume	381,169,805	100%	26.1	18.76M	161.36M	159.70M	41.34M
Average Closed Price	\$242,320			\$125,099	\$198,230	\$307,717	\$459,343

September 2020



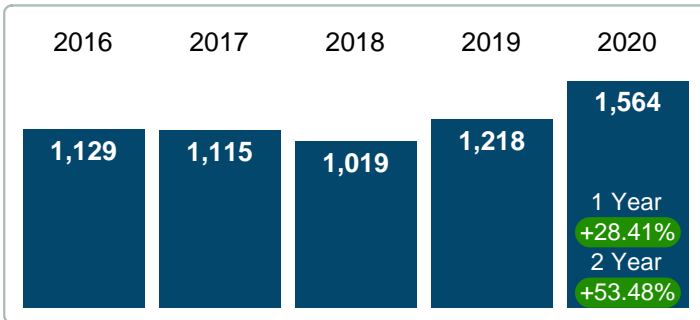
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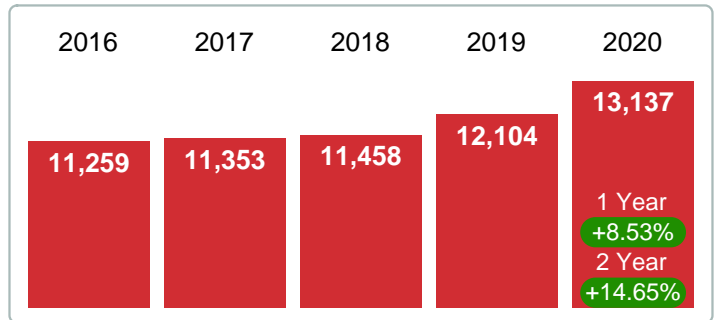
PENDING LISTINGS

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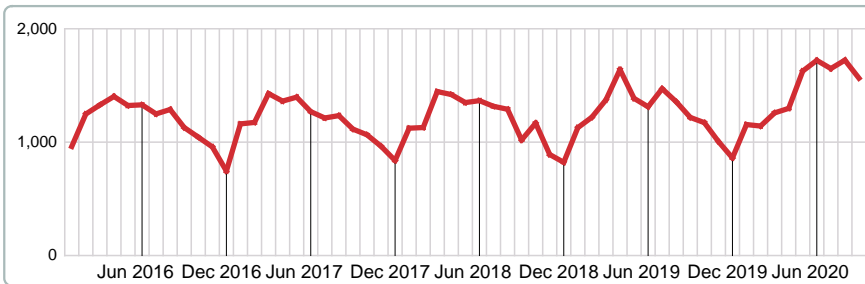
SEPTEMBER



YEAR TO DATE (YTD)

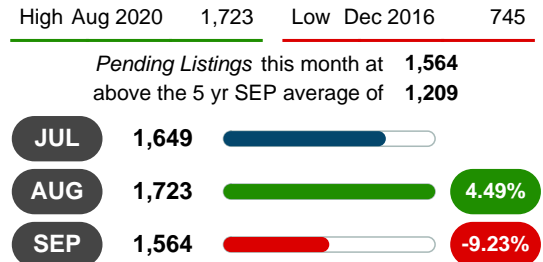


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,209



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	93	5.95%	40.0	42	46	3	2
\$75,001 - \$125,000	168	10.74%	24.8	46	105	15	2
\$125,001 - \$175,000	305	19.50%	17.5	24	248	31	2
\$175,001 - \$225,000	302	19.31%	20.5	12	197	88	5
\$225,001 - \$300,000	300	19.18%	27.0	11	141	140	8
\$300,001 - \$425,000	235	15.03%	40.6	9	86	129	11
\$425,001 and up	161	10.29%	50.2	1	29	96	35
Total Pending Units	1,564			145	852	502	65
Total Pending Volume	394,830,895	100%	28.7	18.88M	175.81M	168.42M	31.71M
Average Listing Price	\$252,848			\$130,213	\$206,353	\$335,507	\$487,883

September 2020



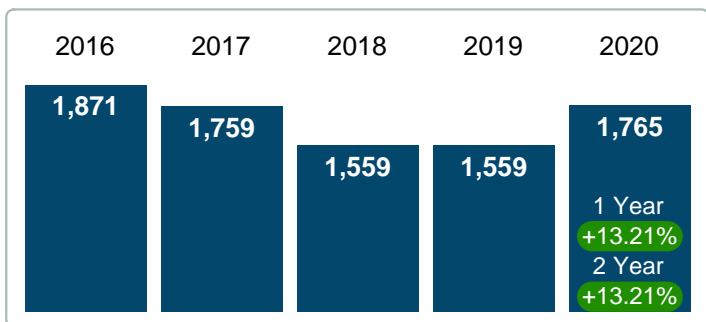
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



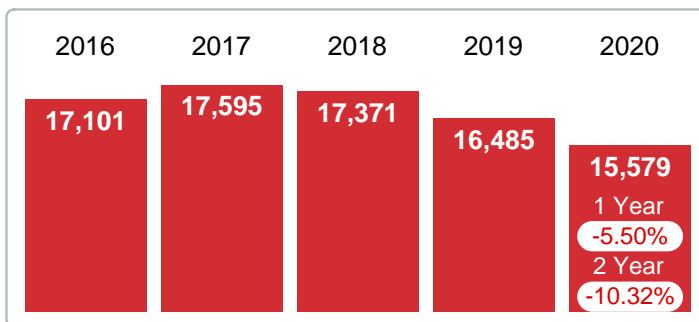
NEW LISTINGS

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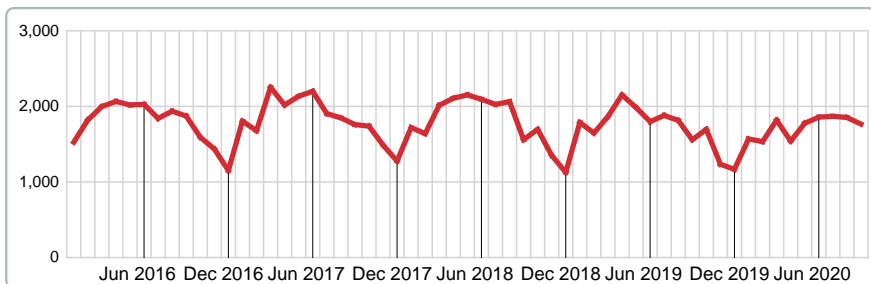
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

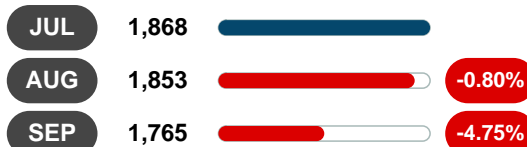


3 MONTHS

5 year SEP AVG = 1,703

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

New Listings this month at **1,765**
 above the 5 yr SEP average of **1,703**



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	175	9.92%	73	88	13	1
\$75,001 - \$125,000	176	9.97%	39	121	16	0
\$125,001 - \$150,000	182	10.31%	27	138	16	1
\$150,001 - \$250,000	561	31.78%	33	385	131	12
\$250,001 - \$325,000	263	14.90%	10	93	143	17
\$325,001 - \$425,000	214	12.12%	5	70	110	29
\$425,001 and up	194	10.99%	5	33	100	56
Total New Listed Units	1,765		192	928	529	116
Total New Listed Volume	474,548,669	100%	25.49M	182.48M	189.73M	76.85M
Average New Listed Listing Price	\$241,476		\$132,780	\$196,634	\$358,664	\$662,460

September 2020



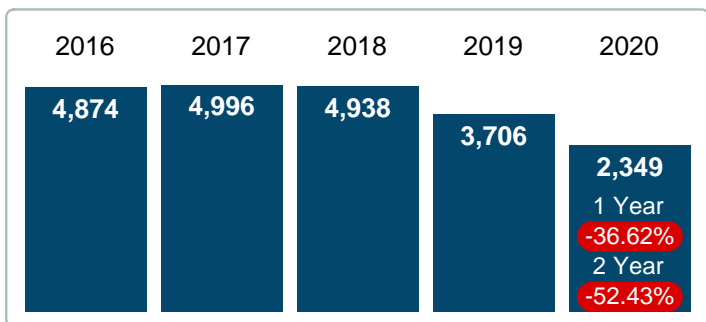
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



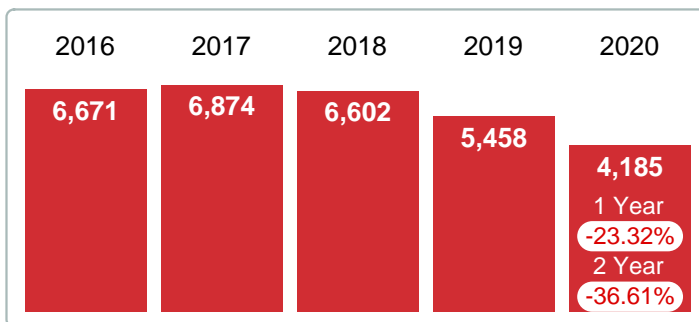
ACTIVE INVENTORY

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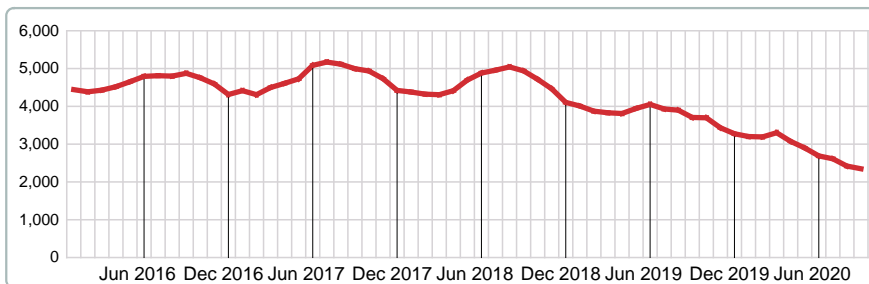
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

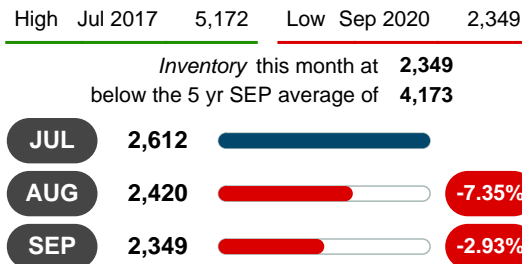


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4,173



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	73	3.11%	105.7	44	26	1	2
\$50,001 - \$125,000	382	16.26%	55.9	124	212	42	4
\$125,001 - \$200,000	406	17.28%	49.5	31	310	56	9
\$200,001 - \$325,000	556	23.67%	51.7	32	257	232	35
\$325,001 - \$425,000	364	15.50%	61.7	12	108	188	56
\$425,001 - \$675,000	317	13.50%	74.4	10	69	159	79
\$675,001 and up	251	10.69%	82.6	5	35	107	104
Total Active Inventory by Units			2,349	258	1,017	785	289
Total Active Inventory by Volume			851,713,039	40.48M	250.63M	344.92M	215.68M
Average Active Inventory Listing Price			\$362,585	\$156,900	\$246,440	\$439,388	\$746,310

September 2020



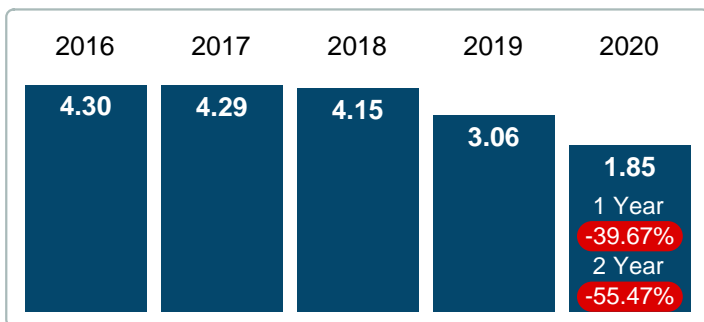
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



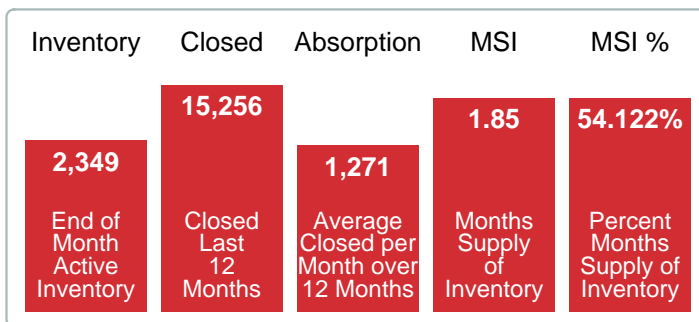
MONTHS SUPPLY of INVENTORY (MSI)

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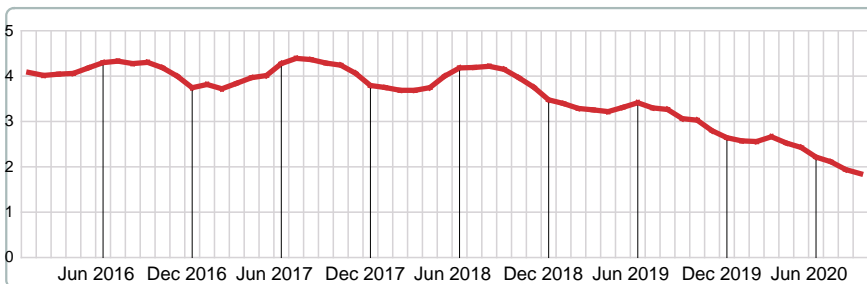
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

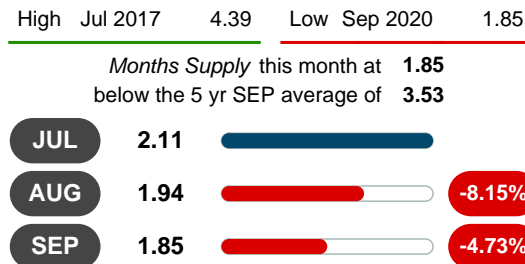


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.53



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	73	3.11%	1.31	1.47	1.23	0.26	4.00
\$50,001 - \$125,000	382	16.26%	1.78	2.27	1.51	2.33	2.67
\$125,001 - \$200,000	406	17.28%	0.95	1.13	0.98	0.70	1.74
\$200,001 - \$325,000	556	23.67%	1.50	2.63	1.52	1.36	1.84
\$325,001 - \$425,000	364	15.50%	3.17	7.20	3.58	2.76	3.78
\$425,001 - \$675,000	317	13.50%	4.74	24.00	5.79	4.24	4.65
\$675,001 and up	251	10.69%	11.95	20.00	13.13	10.61	13.00
Market Supply of Inventory (MSI)			1.85	2.04	1.47	2.03	4.38
Total Active Inventory by Units		100%	1.85	258	1,017	785	289

September 2020



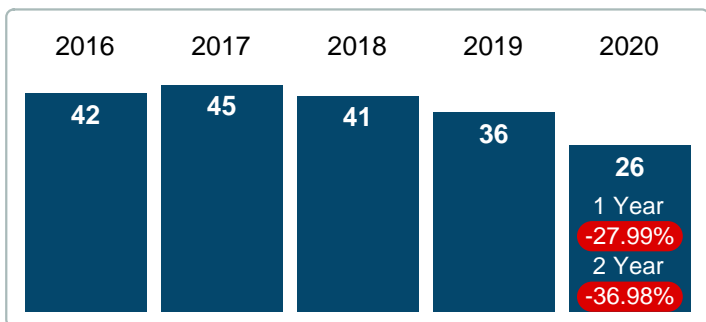
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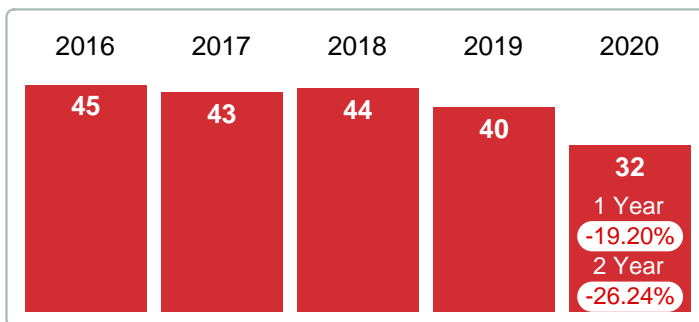
AVERAGE DAYS ON MARKET TO SALE

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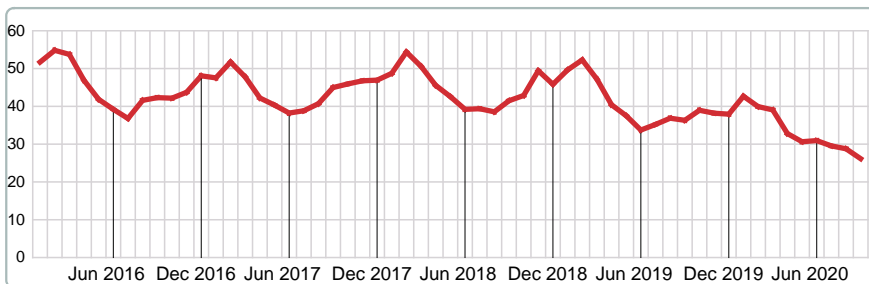
SEPTEMBER



YEAR TO DATE (YTD)

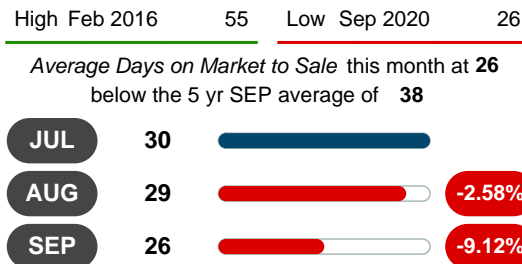


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



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	6.10%	40	42	39	31	29
\$75,001 - \$125,000	10.11%	15	15	15	13	0
\$125,001 - \$175,000	19.77%	15	23	13	25	6
\$175,001 - \$225,000	20.03%	20	30	17	23	58
\$225,001 - \$300,000	20.53%	26	27	26	25	35
\$300,001 - \$400,000	12.91%	39	52	38	40	39
\$400,001 and up	10.55%	45	31	26	46	55
Average Closed DOM		26	29	20	32	45
Total Closed Units	100%	26	150	814	519	90
Total Closed Volume		381,169,805	18.76M	161.36M	159.70M	41.34M

September 2020



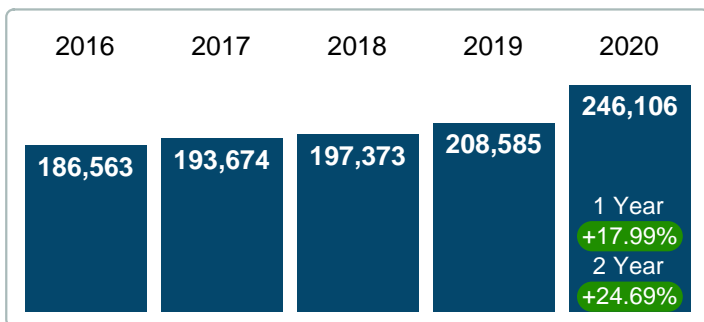
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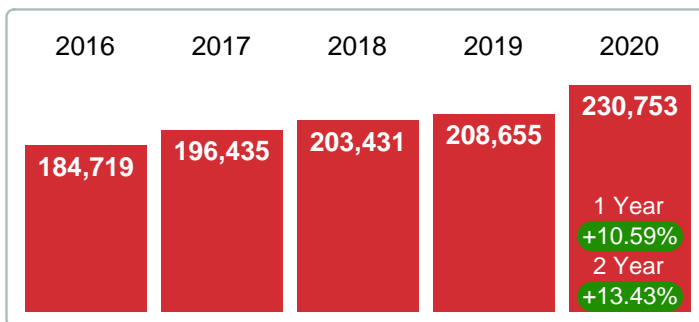
AVERAGE LIST PRICE AT CLOSING

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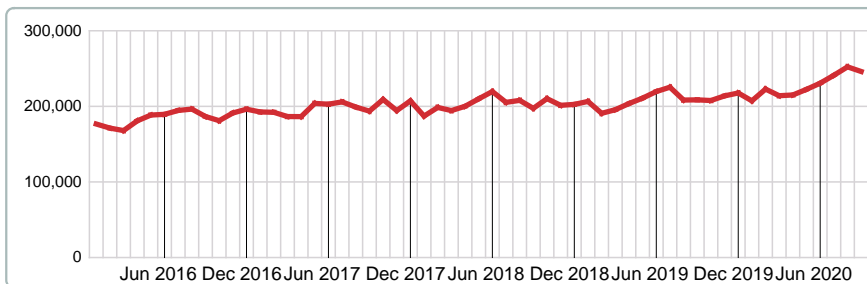
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

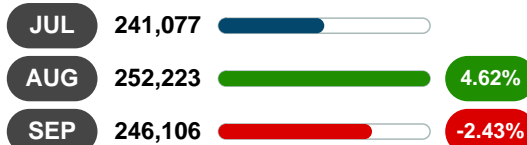


3 MONTHS

5 year SEP AVG = 206,460

High Aug 2020 252,223 Low Mar 2016 167,971

Average List Price at Closing this month at **246,106**
above the 5 yr SEP average of **206,460**



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	5.85%	51,333	54,109	55,985	46,543	39,333
\$75,001 - \$125,000	166	10.55%	104,515	100,688	107,366	102,940	0
\$125,001 - \$175,000	311	19.77%	155,122	150,767	154,522	157,060	124,900
\$175,001 - \$225,000	299	19.01%	200,348	204,564	200,336	204,615	206,250
\$225,001 - \$300,000	335	21.30%	260,678	275,333	258,739	262,666	264,689
\$300,001 - \$400,000	200	12.71%	349,707	380,375	348,740	352,507	340,708
\$400,001 and up	170	10.81%	586,096	483,167	503,823	558,518	720,593
Average List Price			246,106	128,544	199,911	312,018	479,750
Total Closed Units		100%	246,106	150	814	519	90
Total Closed Volume			387,123,978	19.28M	162.73M	161.94M	43.18M

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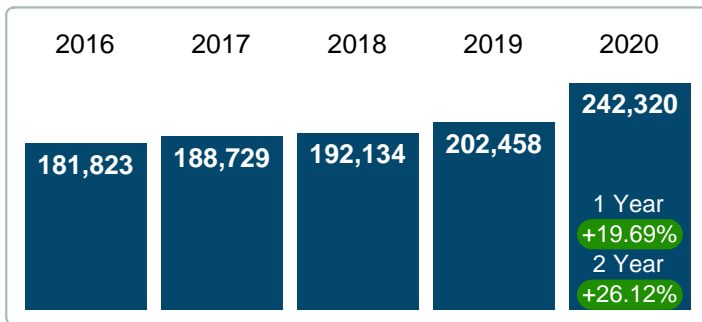
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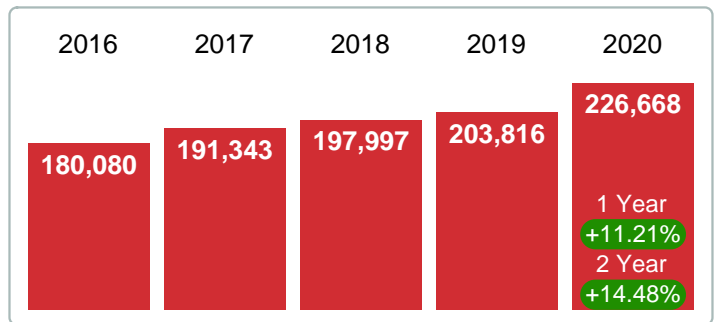
AVERAGE SOLD PRICE AT CLOSING

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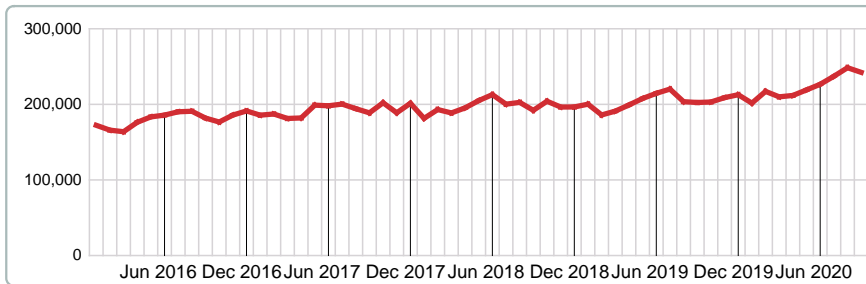
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

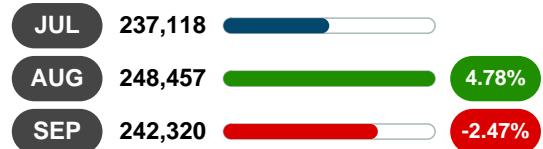


3 MONTHS

5 year SEP AVG = 201,493

High Aug 2020 248,457 Low Mar 2016 163,799

Average Sold Price at Closing this month at **242,320** above the 5 yr SEP average of **201,493**



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	6.10%	50,956	50,240	53,779	44,671	43,667
\$75,001 - \$125,000	10.11%	102,715	98,631	104,966	100,110	0
\$125,001 - \$175,000	19.77%	154,163	150,160	154,114	157,958	134,000
\$175,001 - \$225,000	20.03%	200,009	200,582	199,059	201,986	199,750
\$225,001 - \$300,000	20.53%	260,136	268,176	257,373	261,668	262,565
\$300,001 - \$400,000	12.91%	347,185	361,750	345,264	348,725	339,641
\$400,001 and up	10.55%	569,255	475,000	492,928	544,330	678,392
Average Sold Price		242,320	125,099	198,230	307,717	459,343
Total Closed Units	100%	242,320	150	814	519	90
Total Closed Volume		381,169,805	18.76M	161.36M	159.70M	41.34M

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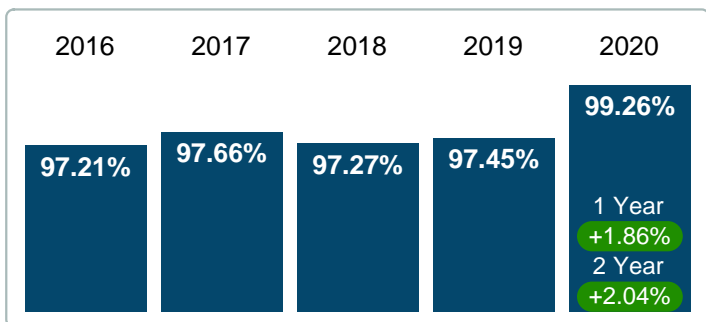
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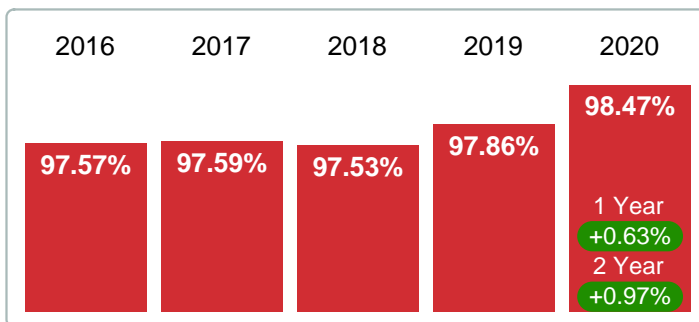
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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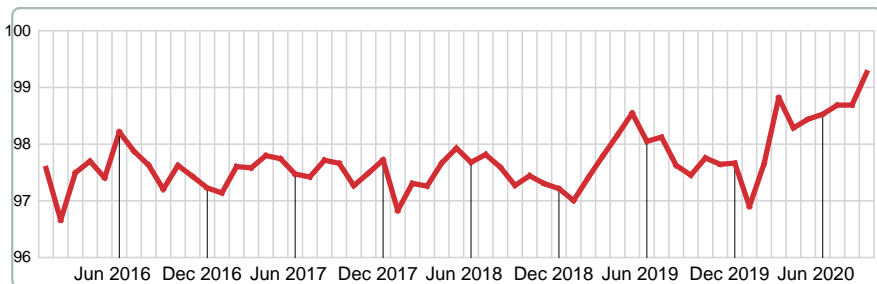
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

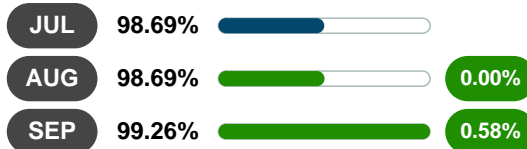


3 MONTHS

5 year SEP AVG = 97.77%

High Sep 2020 99.26% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **99.26%** above the 5 yr SEP 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	96	6.10%	97.11%	92.97%	95.84%	96.33%	183.33%
\$75,001 - \$125,000	159	10.11%	99.48%	98.06%	100.33%	98.13%	0.00%
\$125,001 - \$175,000	311	19.77%	100.52%	100.04%	100.51%	100.72%	107.29%
\$175,001 - \$225,000	315	20.03%	99.28%	98.07%	99.50%	98.98%	96.67%
\$225,001 - \$300,000	323	20.53%	99.60%	97.54%	99.62%	99.76%	99.29%
\$300,001 - \$400,000	203	12.91%	99.01%	95.58%	99.04%	99.02%	99.67%
\$400,001 and up	166	10.55%	97.58%	98.61%	98.05%	98.02%	96.21%
Average Sold/List Ratio		99.30%		96.63%	99.68%	99.10%	100.75%
Total Closed Units		1,573	100%	150	814	519	90
Total Closed Volume		381,169,805		18.76M	161.36M	159.70M	41.34M

September 2020



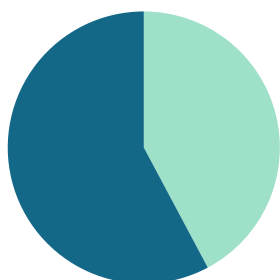
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

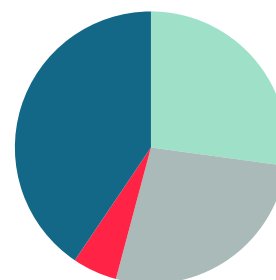


Inventory
 New Listings
1,765 = 42.20%
 Start Inventory
2,417
 Total Inventory Units
4,182
 Volume
\$1,364,711,307

Market Activity

Closed Sales
1,573 = 27.15%
 Pending Sales
1,564 = 27.00%
 Other Off Market
307 = 5.30%
 Active Inventory
2,349 = 40.55%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,291	1,573	21.84%	11,380	11,761	3.35%
Pending Sales	1,218	1,564	28.41%	12,104	13,137	8.53%
New Listings	1,559	1,765	13.21%	16,485	15,579	-5.50%
Average List Price	208,585	246,106	17.99%	208,655	230,753	10.59%
Average Sale Price	202,458	242,320	19.69%	203,816	226,668	11.21%
Average Percent of Selling Price to List Price	97.45%	99.26%	1.86%	97.86%	98.47%	0.63%
Average Days on Market to Sale	36.31	26.15	-27.99%	40.03	32.34	-19.20%
Monthly Inventory	3,674	2,349	-36.06%	3,674	2,349	-36.06%
Months Supply of Inventory	3.04	1.85	-39.14%	3.04	1.85	-39.14%

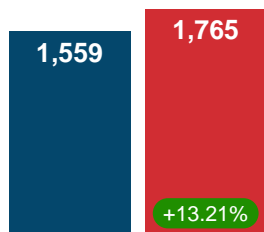
Absorption: Last 12 months, an Average of **1,271** Sales/Month

Inventory on September 30, 2020 = **2,349** 2019 2020

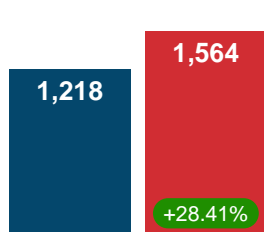
SEPTEMBER MARKET

AVERAGE PRICES

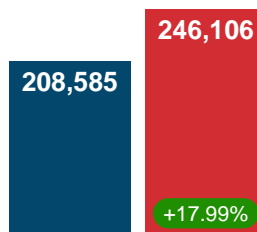
New Listings



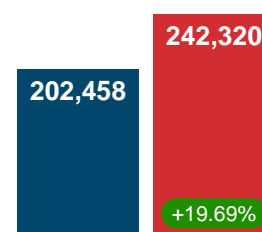
Pending Listings



List Price



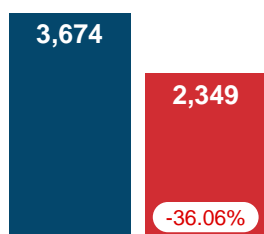
Sale Price



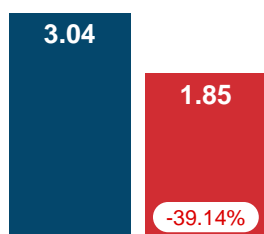
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

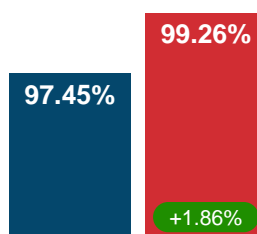
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

