

September 2020



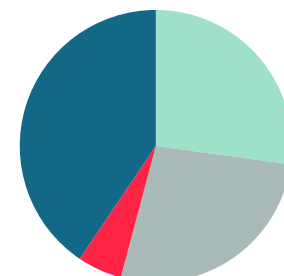
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	174,900	213,600	22.13%
Median Sale Price	173,173	210,000	21.27%
Median Percent of Selling Price to List Price	99.05%	100.00%	0.96%
Median Days on Market to Sale	17.00	8.00	-52.94%
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.

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 **21.27%** in September 2020 to \$210,000 versus the previous year at \$173,173.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 9.00 days or **52.94%** in September 2020 compared to last year's same month at **17.00** DOM.

Sales Success for September 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 1,765 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 (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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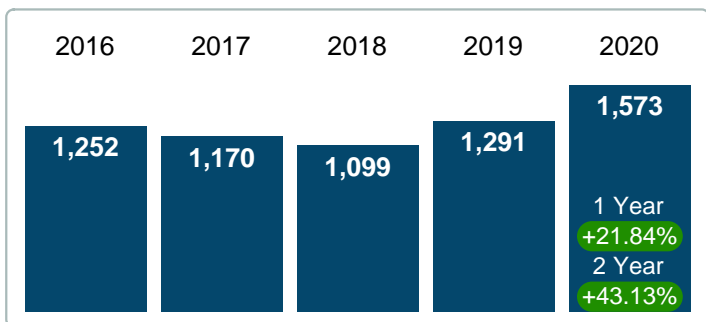
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



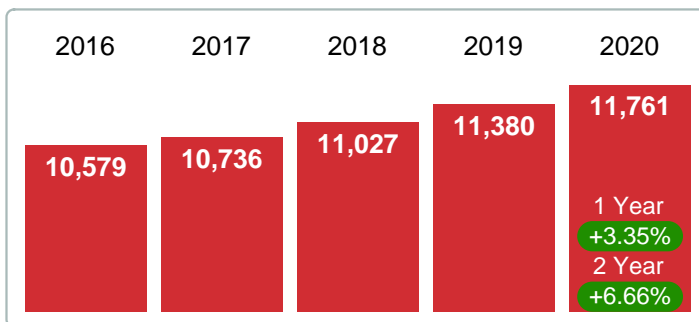
CLOSED LISTINGS

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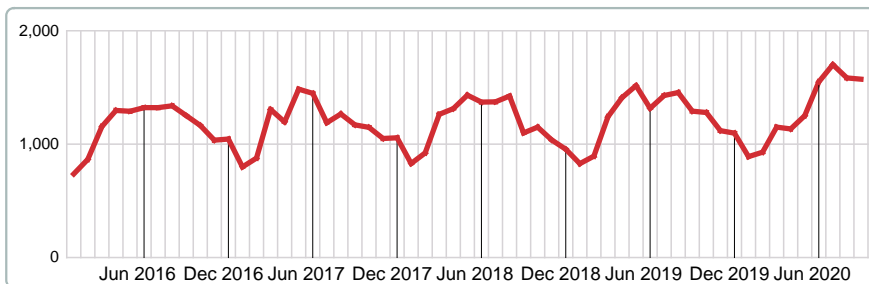
SEPTEMBER



YEAR TO DATE (YTD)

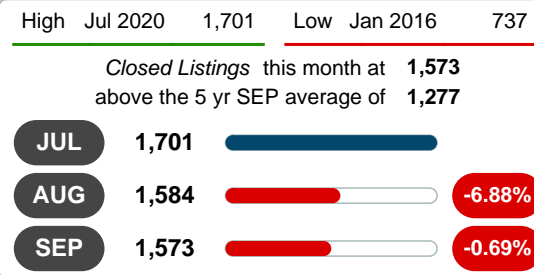


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,277



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	96	6.10%	16.0	50	36	7	3
\$75,001 - \$125,000	159	10.11%	5.0	45	99	15	0
\$125,001 - \$175,000	311	19.77%	4.0	27	246	37	1
\$175,001 - \$225,000	315	20.03%	6.0	11	206	96	2
\$225,001 - \$300,000	323	20.53%	9.0	10	136	150	27
\$300,001 - \$400,000	203	12.91%	17.0	4	66	118	15
\$400,001 and up	166	10.55%	26.5	3	25	96	42
Total Closed Units	1,573			150	814	519	90
Total Closed Volume	381,169,805	100%	8.0	18.76M	161.36M	159.70M	41.34M
Median Closed Price	\$210,000			\$95,000	\$180,000	\$277,000	\$373,161

September 2020



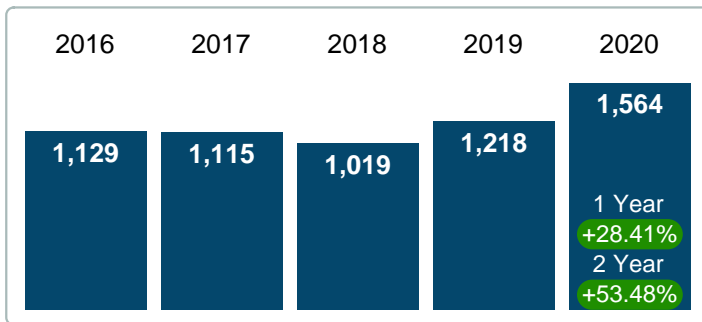
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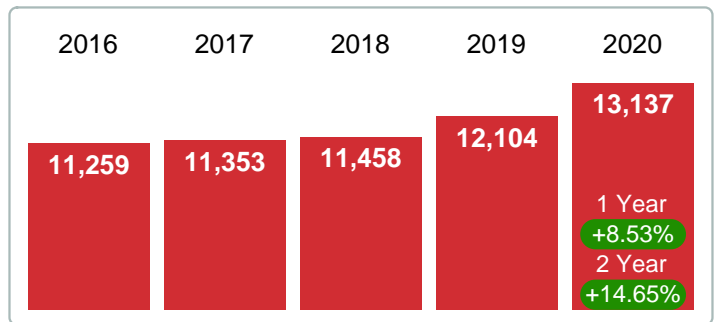
PENDING LISTINGS

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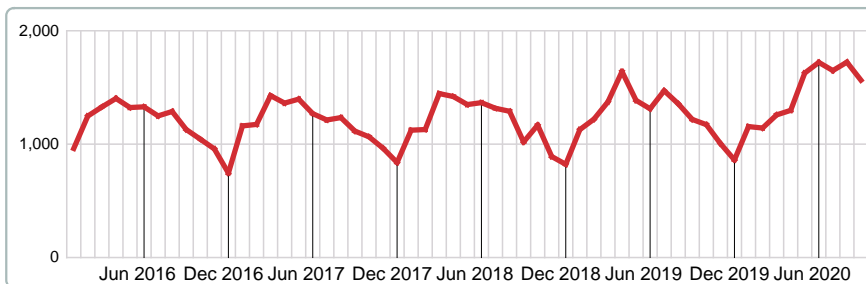
SEPTEMBER



YEAR TO DATE (YTD)

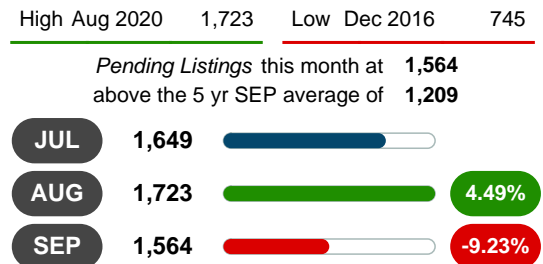


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,209



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	5.95%	22.0	42	46	3	2
\$75,001 - \$125,000	168	10.74%	7.0	46	105	15	2
\$125,001 - \$175,000	305	19.50%	6.0	24	248	31	2
\$175,001 - \$225,000	302	19.31%	9.0	12	197	88	5
\$225,001 - \$300,000	300	19.18%	14.0	11	141	140	8
\$300,001 - \$425,000	235	15.03%	15.0	9	86	129	11
\$425,001 and up	161	10.29%	27.0	1	29	96	35
Total Pending Units	1,564			145	852	502	65
Total Pending Volume	394,830,895	100%	11.0	18.88M	175.81M	168.42M	31.71M
Median Listing Price	\$213,056			\$105,000	\$180,000	\$288,150	\$439,900

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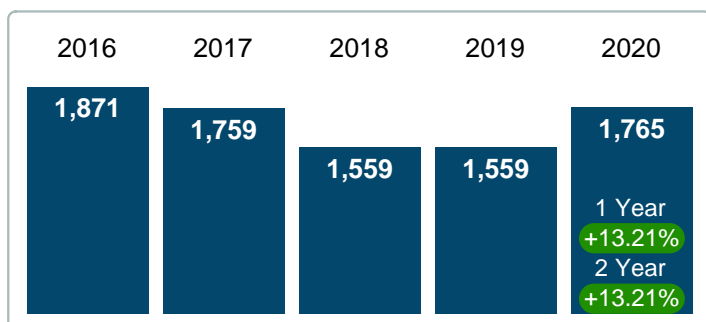
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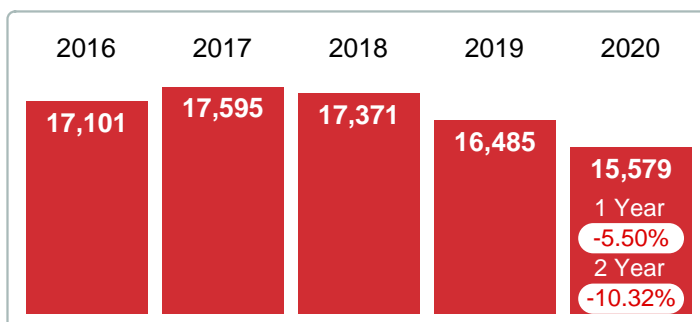
NEW LISTINGS

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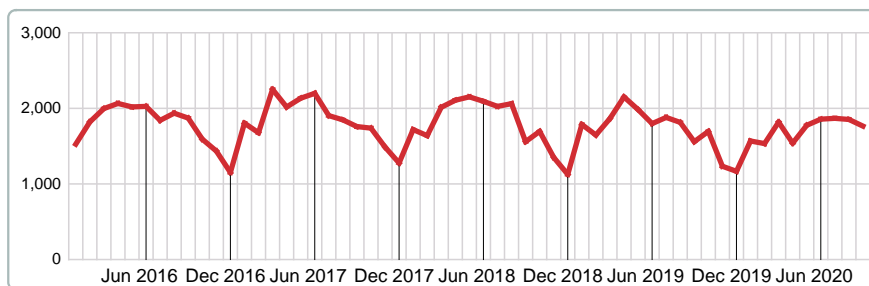
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

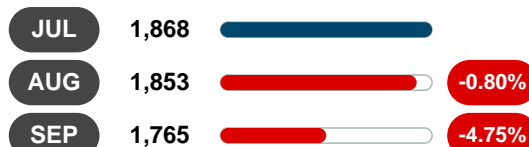


3 MONTHS

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
Median New Listed Listing Price	\$209,000		\$97,000	\$172,500	\$299,900	\$417,200

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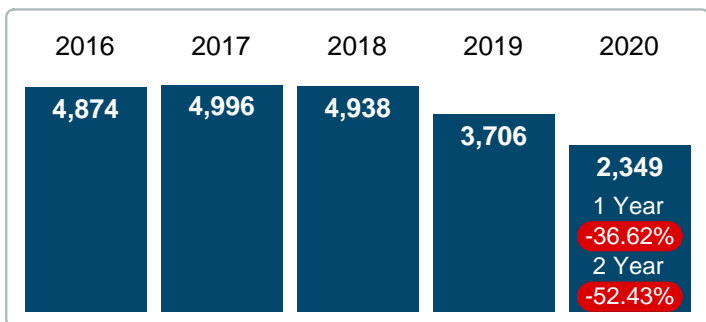
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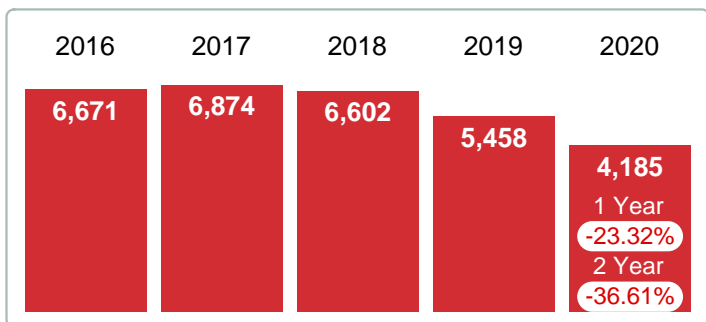
ACTIVE INVENTORY

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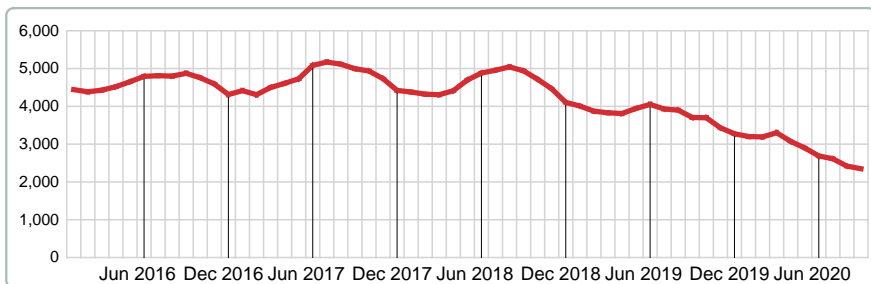
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

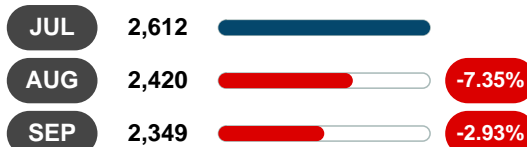


3 MONTHS

5 year SEP AVG = 4,173

High Jul 2017 5,172 Low Sep 2020 2,349

Inventory this month at 2,349 below the 5 yr SEP average of 4,173



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	73	3.11%	57.0	44	26	1	2
\$50,001 - \$125,000	382	16.26%	27.0	124	212	42	4
\$125,001 - \$200,000	406	17.28%	29.0	31	310	56	9
\$200,001 - \$325,000	556	23.67%	35.0	32	257	232	35
\$325,001 - \$425,000	364	15.50%	51.0	12	108	188	56
\$425,001 - \$675,000	317	13.50%	61.0	10	69	159	79
\$675,001 and up	251	10.69%	75.0	5	35	107	104
Total Active Inventory by Units		2,349		258	1,017	785	289
Total Active Inventory by Volume		851,713,039	100%	40.48M	250.63M	344.92M	215.68M
Median Active Inventory Listing Price		\$269,900		\$79,700	\$194,900	\$359,900	\$529,000

September 2020



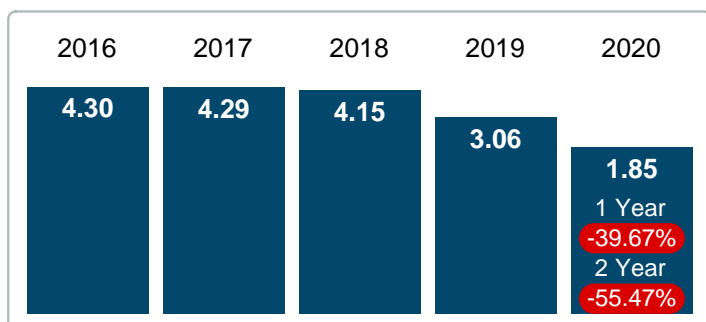
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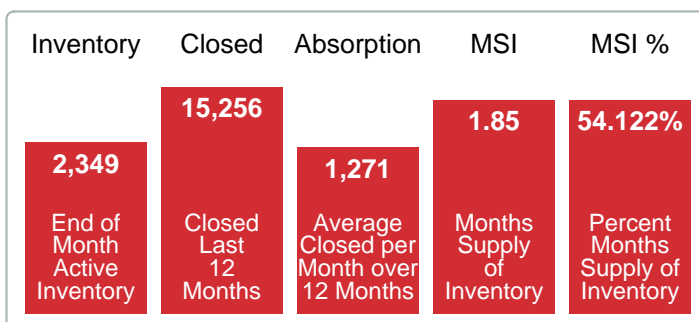
MONTHS SUPPLY of INVENTORY (MSI)

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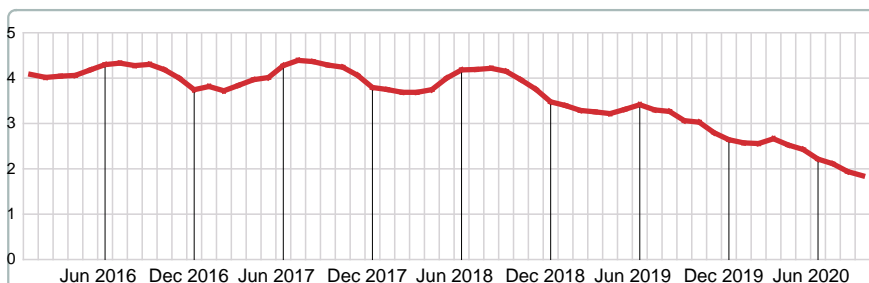
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

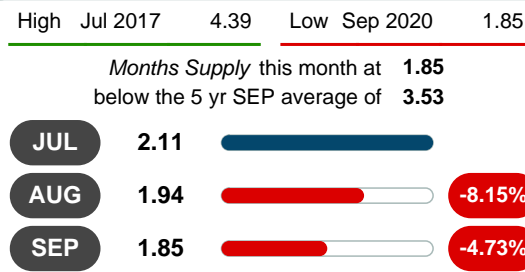


5 YEAR MARKET ACTIVITY TRENDS



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



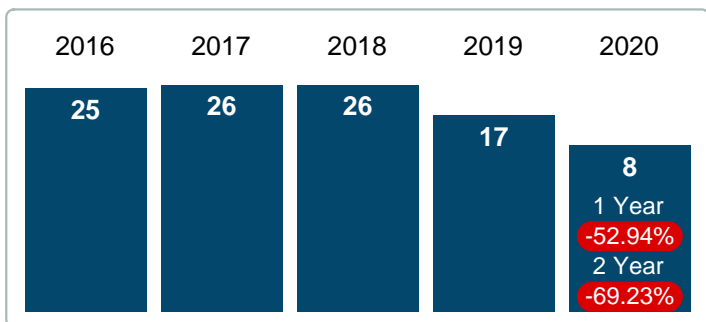
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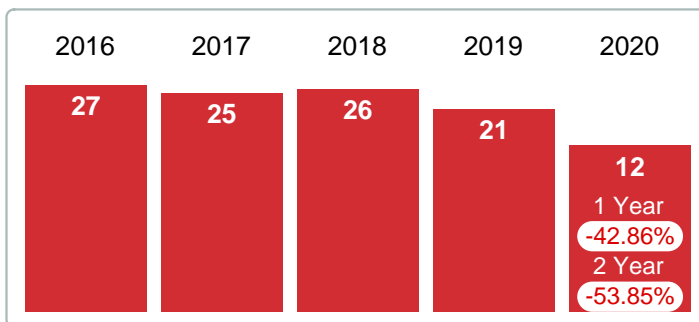
MEDIAN DAYS ON MARKET TO SALE

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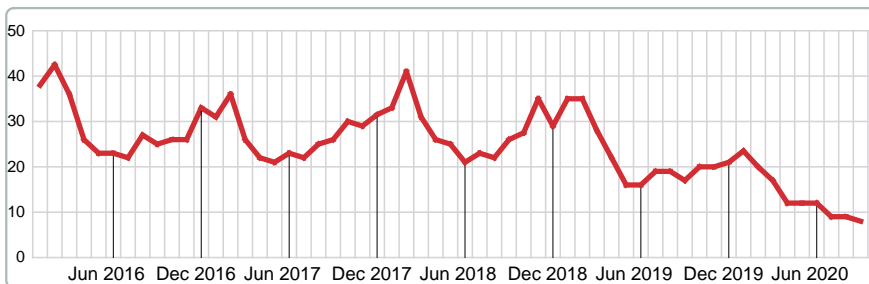
SEPTEMBER



YEAR TO DATE (YTD)

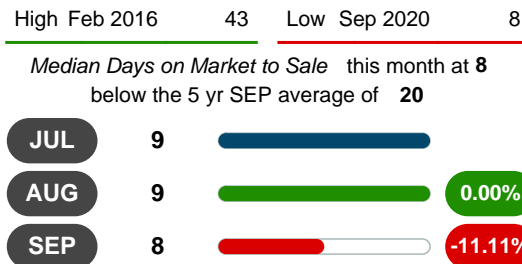


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 20



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	6.10%	16	20	15	5	29
\$75,001 - \$125,000	10.11%	5	6	5	6	0
\$125,001 - \$175,000	19.77%	4	4	4	5	6
\$175,001 - \$225,000	20.03%	6	16	5	12	58
\$225,001 - \$300,000	20.53%	9	6	10	9	12
\$300,001 - \$400,000	12.91%	17	50	15	19	25
\$400,001 and up	10.55%	27	2	17	27	43
Median Closed DOM		8	11	5	12	27
Total Closed Units	100%	1,573	150	814	519	90
Total Closed Volume		381,169,805	18.76M	161.36M	159.70M	41.34M

September 2020



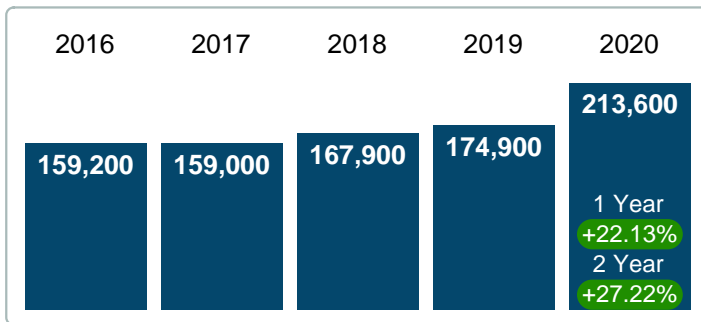
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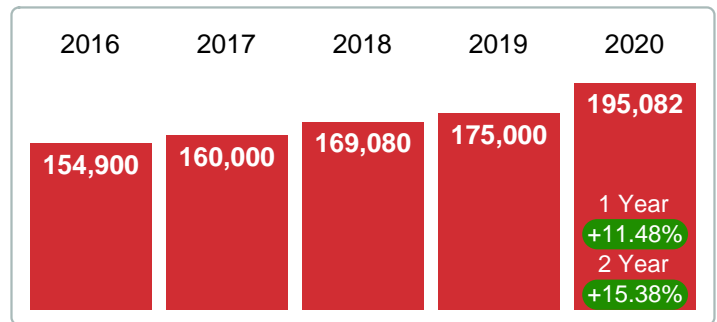
MEDIAN LIST PRICE AT CLOSING

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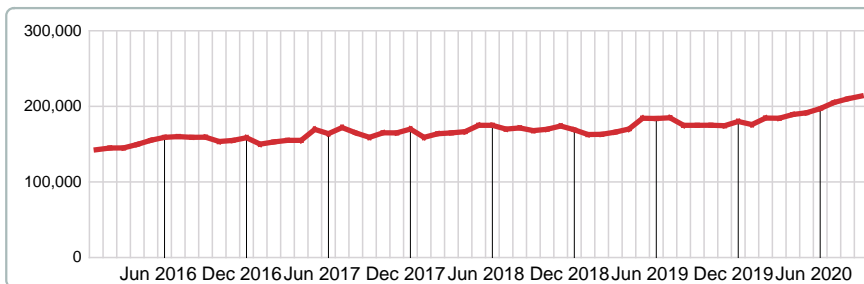
SEPTEMBER



YEAR TO DATE (YTD)

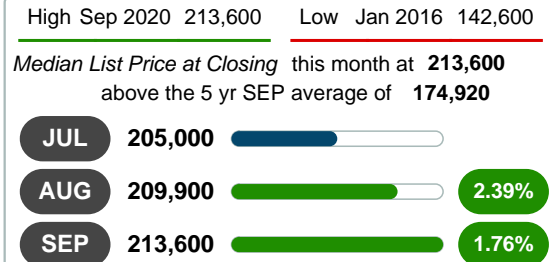


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 174,920



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	5.85%	54,900	53,700	57,900	49,900	38,000
\$75,001 - \$125,000	166	10.55%	104,950	96,500	112,000	109,000	124,900
\$125,001 - \$175,000	311	19.77%	158,000	150,000	158,000	161,250	0
\$175,001 - \$225,000	299	19.01%	199,500	197,450	198,992	199,900	217,500
\$225,001 - \$300,000	335	21.30%	256,367	279,250	250,000	259,900	263,500
\$300,001 - \$400,000	200	12.71%	345,450	319,000	344,494	349,900	330,000
\$400,001 and up	170	10.81%	500,000	430,000	459,000	488,581	629,450
Median List Price			213,600	98,000	180,000	279,500	371,450
Total Closed Units		100%	213,600	150	814	519	90
Total Closed Volume			387,123,978	19.28M	162.73M	161.94M	43.18M

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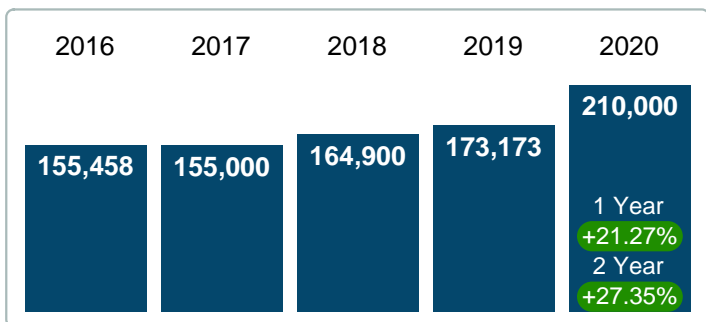
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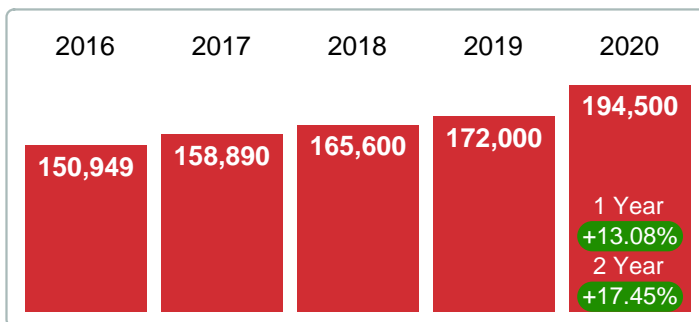
MEDIAN SOLD PRICE AT CLOSING

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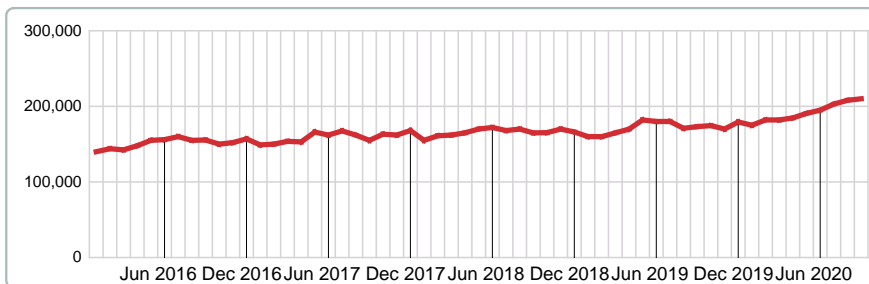
SEPTEMBER



YEAR TO DATE (YTD)

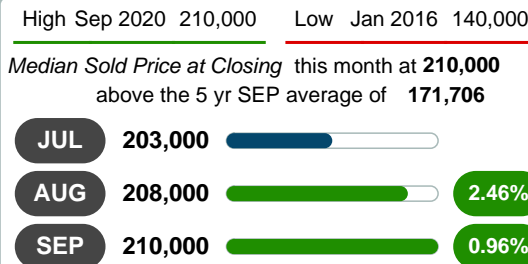


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 171,706



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	6.10%	54,750	52,500	60,000	38,000	38,000
\$75,001 - \$125,000	10.11%	103,000	95,000	107,000	100,000	0
\$125,001 - \$175,000	19.77%	156,500	150,000	156,750	163,760	134,000
\$175,001 - \$225,000	20.03%	199,000	205,000	196,898	202,778	199,750
\$225,001 - \$300,000	20.53%	258,000	277,275	250,000	259,950	262,550
\$300,001 - \$400,000	12.91%	343,900	367,500	343,750	345,000	332,500
\$400,001 and up	10.55%	500,000	450,000	450,000	484,081	602,450
Median Sold Price		210,000	95,000	180,000	277,000	373,161
Total Closed Units	100%	210,000	150	814	519	90
Total Closed Volume		381,169,805	18.76M	161.36M	159.70M	41.34M

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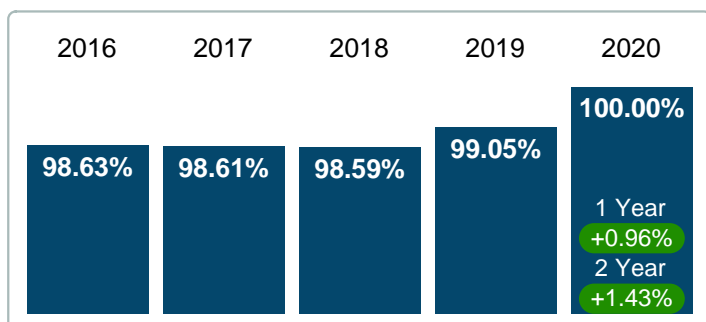
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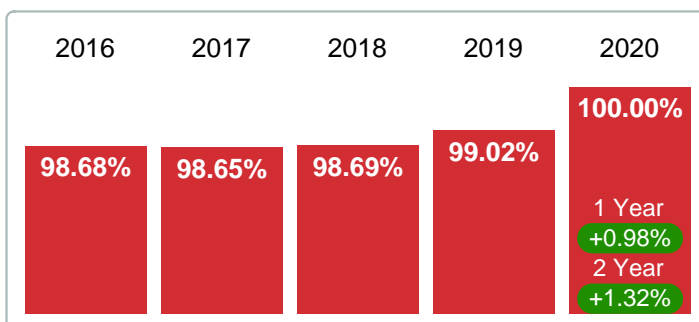
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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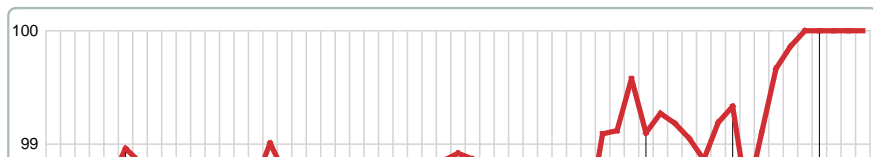
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.98%

High Sep 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at 100.00% above the 5 yr SEP average of 98.98%

JUL 100.00%
AUG 100.00%
SEP 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	96	6.10%	96.82%	95.74%	97.78%	100.00%	100.00%
\$75,001 - \$125,000	159	10.11%	100.00%	99.06%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	311	19.77%	100.00%	100.00%	100.00%	100.00%	107.29%
\$175,001 - \$225,000	315	20.03%	100.00%	98.09%	100.00%	100.00%	96.67%
\$225,001 - \$300,000	323	20.53%	100.00%	97.97%	100.00%	100.00%	99.60%
\$300,001 - \$400,000	203	12.91%	100.00%	97.57%	100.00%	99.74%	100.00%
\$400,001 and up	166	10.55%	98.61%	100.00%	100.00%	98.35%	97.91%
Median Sold/List Ratio		100.00%		98.50%	100.00%	100.00%	99.59%
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



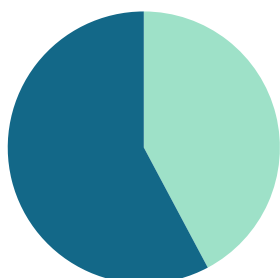
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

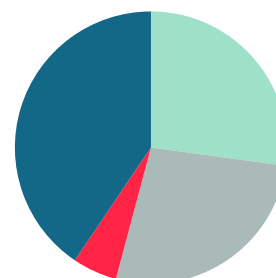


Inventory
 New Listings
1,765 = 42.20%
 Start Inventory
2,417
 Total Inventory Units
4,182
 Volume
\$1,364,711,307

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

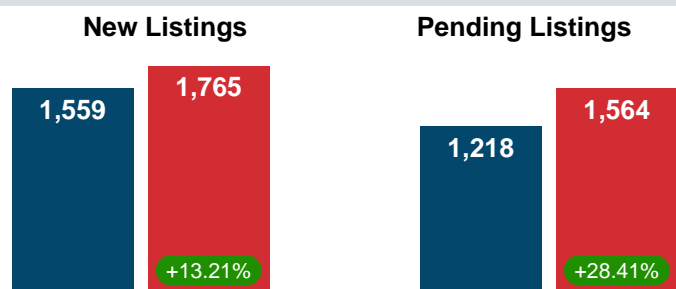


Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,291	1,573	21.84%	11,380	11,761	3.35%
Pending Sales	1,218	1,564	28.41%	12,104	13,137	8.53%
New Listings	1,559	1,765	13.21%	16,485	15,579	-5.50%
Median List Price	174,900	213,600	22.13%	175,000	195,082	11.48%
Median Sale Price	173,173	210,000	21.27%	172,000	194,500	13.08%
Median Percent of Selling Price to List Price	99.05%	100.00%	0.96%	99.02%	100.00%	0.98%
Median Days on Market to Sale	17.00	8.00	-52.94%	21.00	12.00	-42.86%
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%

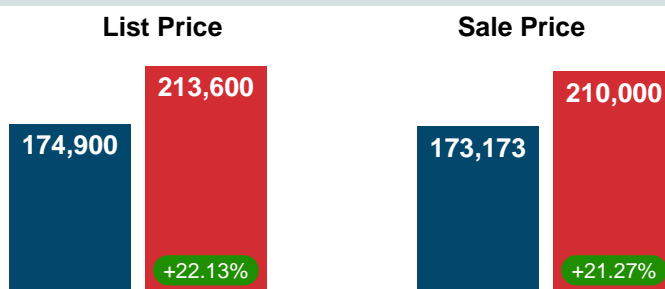
Absorption: Last 12 months, an Average of **1,271** Sales/Month

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

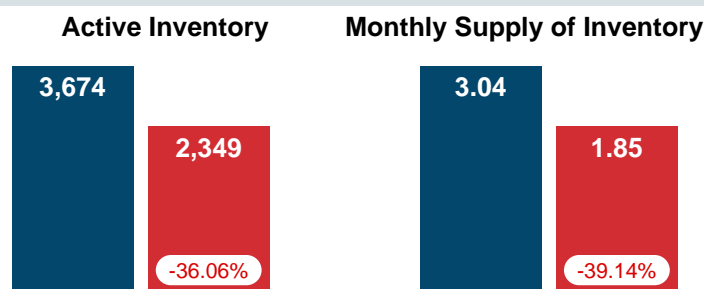
SEPTEMBER MARKET



MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM

