

April 2020



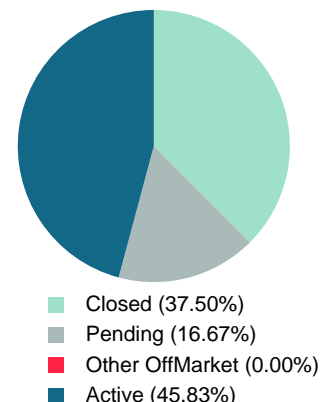
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
(3) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 26, 2021 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	19	18	-5.26%
Pending Listings	6	8	33.33%
New Listings	22	16	-27.27%
Average List Price	1,367	1,413	3.34%
Average Sale Price	1,361	1,413	3.82%
Average Percent of Selling Price to List Price	99.68%	100.00%	0.32%
Average Days on Market to Sale	33.95	38.78	14.23%
End of Month Inventory	30	22	-26.67%
Months Supply of Inventory	1.53	1.07	-29.93%



Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of April 30, 2020 = **22**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **26.67%** to 22 existing homes available for sale. Over the last 12 months this area has had an average of 21 closed sales per month. This represents an unsold inventory index of **1.07** 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 **3.82%** in April 2020 to \$1,413 versus the previous year at \$1,361.

Average Days on Market Lengthens

The average number of **38.78** days that homes spent on the market before selling increased by 4.83 days or **14.23%** in April 2020 compared to last year's same month at **33.95** DOM.

Sales Success for April 2020 is Positive

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

There were 16 New Listings in April 2020, down **27.27%** from last year at 22. Furthermore, there were 18 Closed Listings this month versus last year at 19, a **-5.26%** decrease.

Closed versus Listed trends yielded a **112.5%** ratio, up from previous year's, April 2019, at **86.4%**, a **30.26%** 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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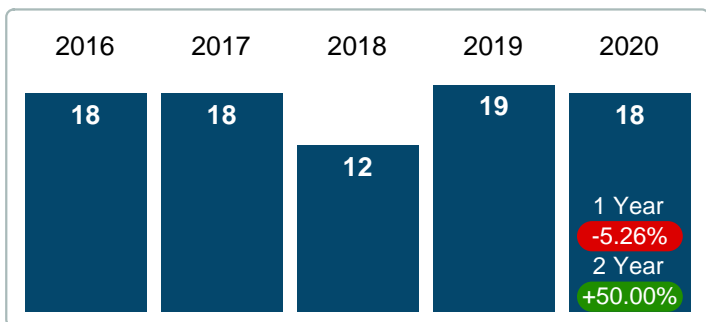
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



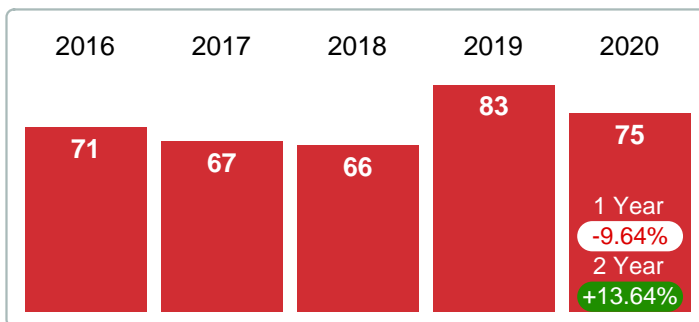
CLOSED LISTINGS

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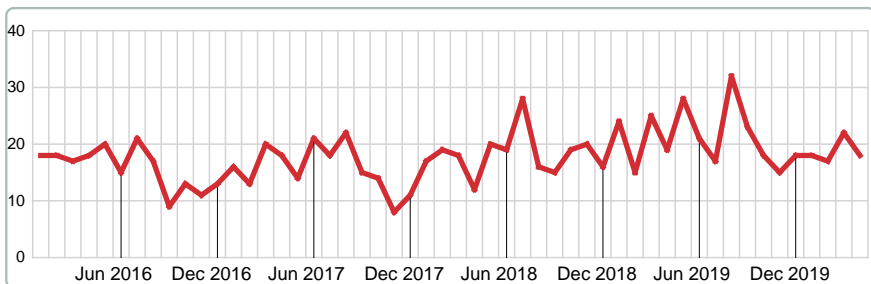
APRIL



YEAR TO DATE (YTD)

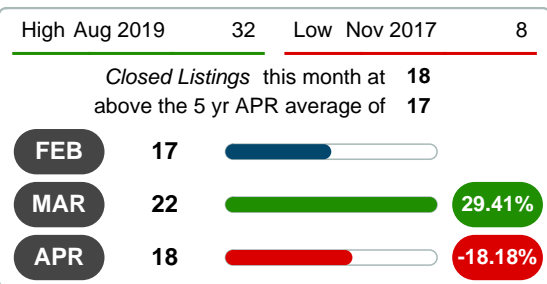


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	18	100.00%	38.8	1	11	6	0
Total Closed Units	18			1	11	6	0
Total Closed Volume	25,430	100%	38.8	795	15.71K	8,930	0.00B
Average Closed Price	\$1,413			\$795	\$1,428	\$1,488	\$0

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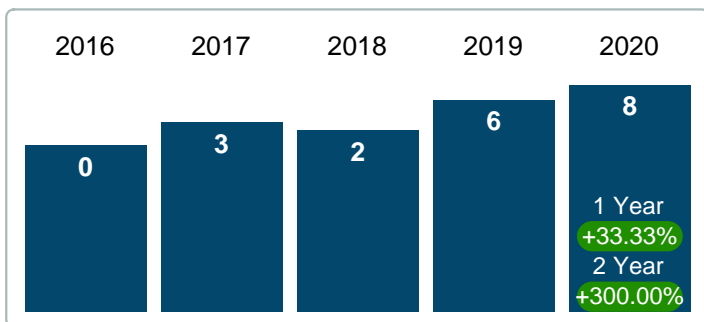
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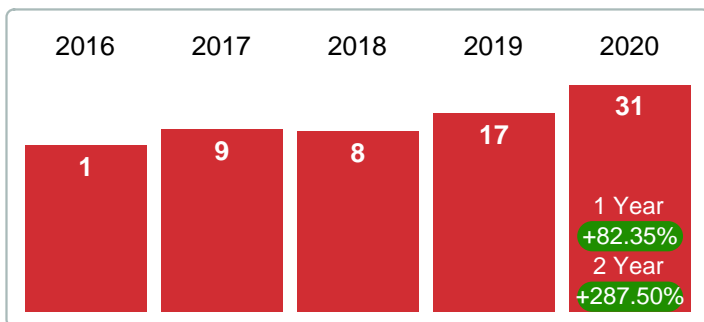
PENDING LISTINGS

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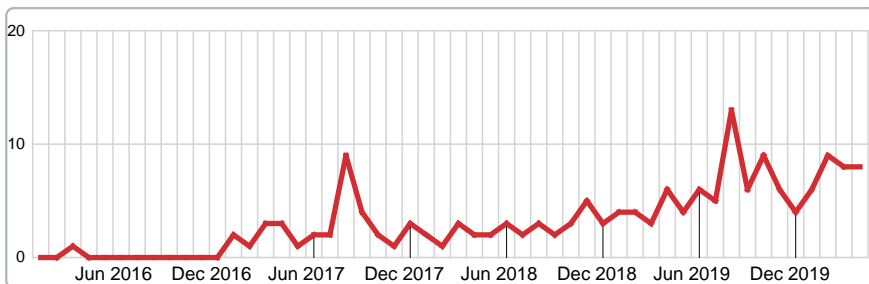
APRIL



YEAR TO DATE (YTD)

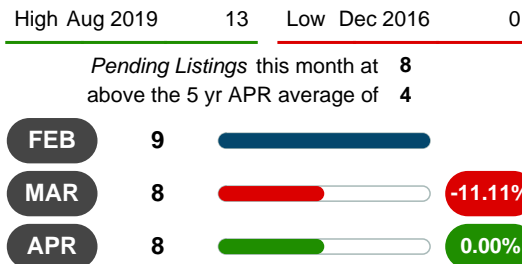


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	8	100.00%	47.0	1	3	3	1
Total Pending Units	8			1	3	3	1
Total Pending Volume	12,255	100%	47.0	700	4,395	4,365	2,795
Average Listing Price	\$1,532			\$700	\$1,465	\$1,455	\$2,795

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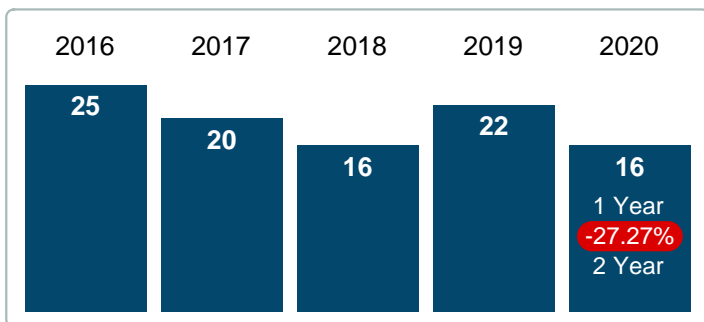
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist
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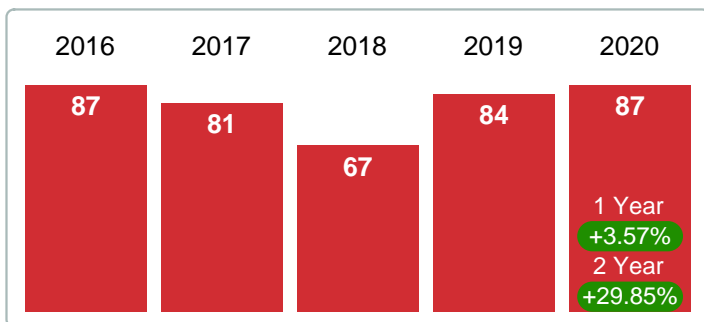
NEW LISTINGS

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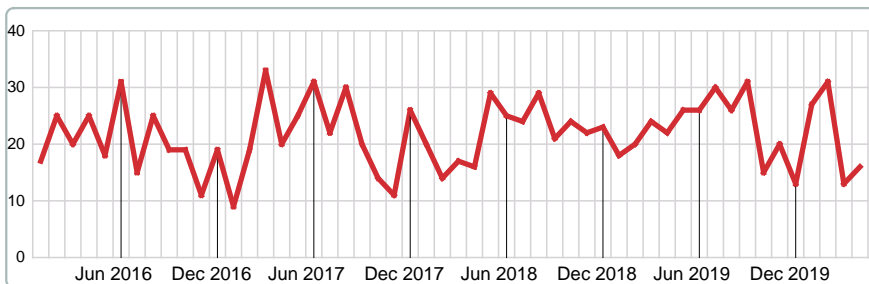
APRIL



YEAR TO DATE (YTD)

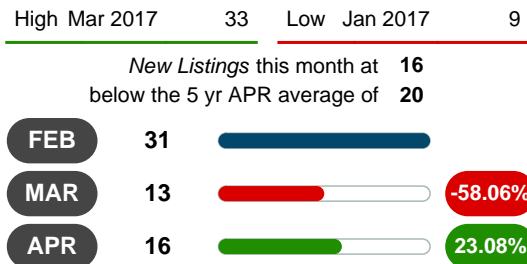


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 20



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	16	100.00%	2	10	4	0
Total New Listed Units	16		2	10	4	0
Total New Listed Volume	21,375	100%	1,500	13.43K	6,450	0.00B
Average New Listed Listing Price	\$1,220		\$750	\$1,343	\$1,613	\$0

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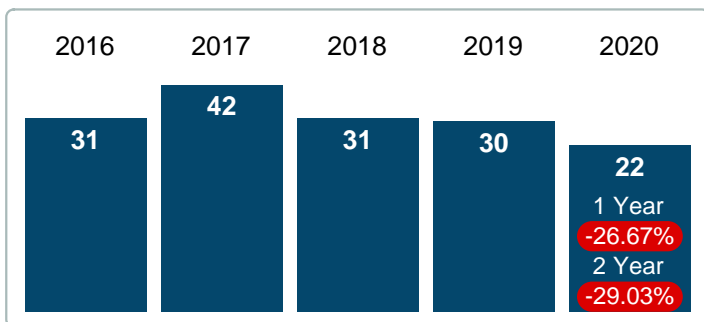
Area Delimited by County Of Tulsa; School District Broken Arrow - Sch Dist (3) - Leasing Property Type



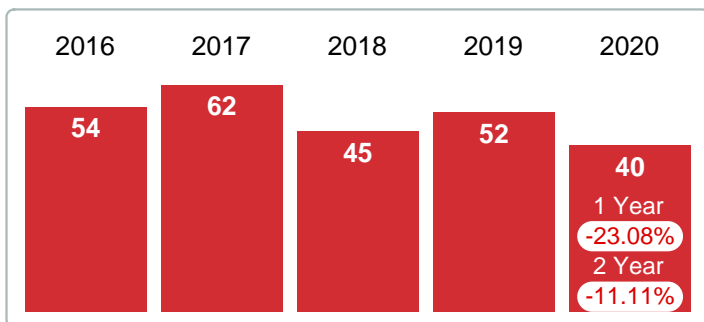
ACTIVE INVENTORY

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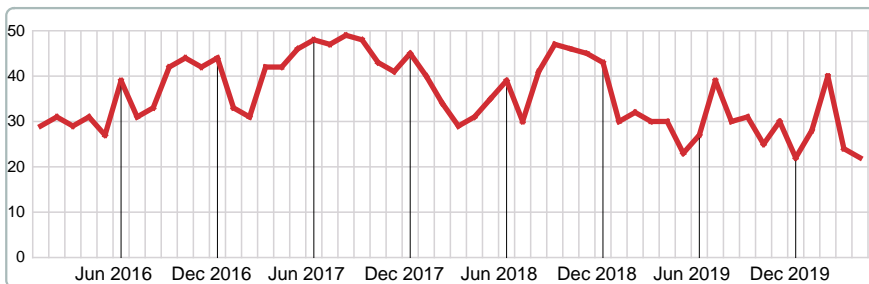
END OF APRIL



ACTIVE DURING APRIL

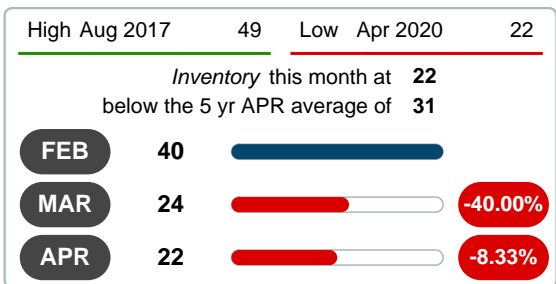


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 31



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	22	100.00%	45.4	3	11	7	1
Total Active Inventory by Units			22	3	11	7	1
Total Active Inventory by Volume			31,904	2,499	15,74K	10,88K	2,795
Average Active Inventory Listing Price			\$1,450	\$833	\$1,430	\$1,554	\$2,795

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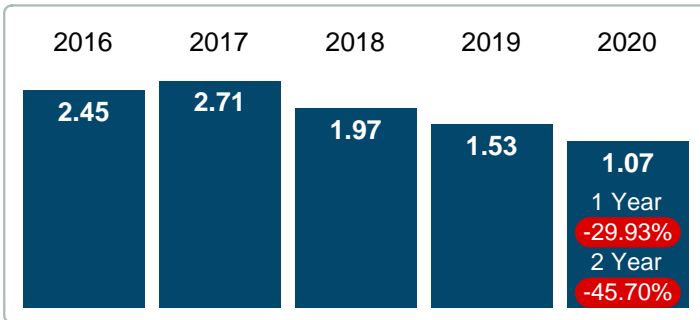
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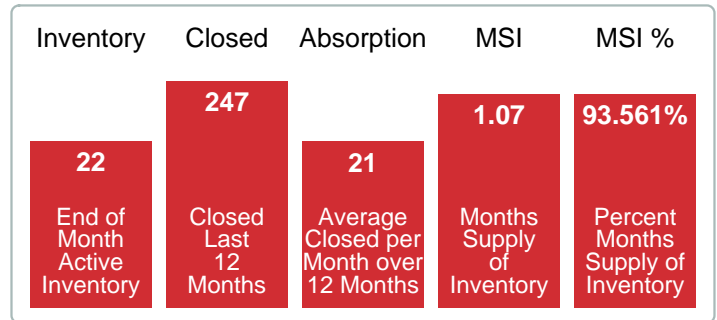
MONTHS SUPPLY of INVENTORY (MSI)

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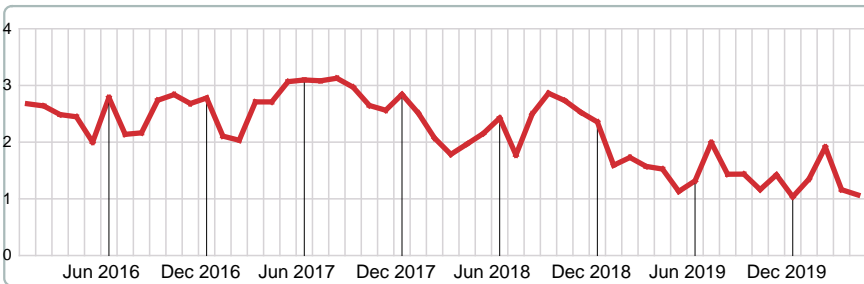
MSI FOR APRIL



INDICATORS FOR APRIL 2020

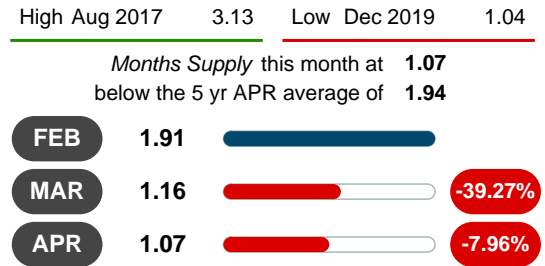


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1.94



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1 and up	22	100.00%	1.07	2.40	0.80	1.38	2.00
Market Supply of Inventory (MSI)			1.07	2.40	0.80	1.38	2.00
Total Active Inventory by Units		100%	1.07	3	11	7	1

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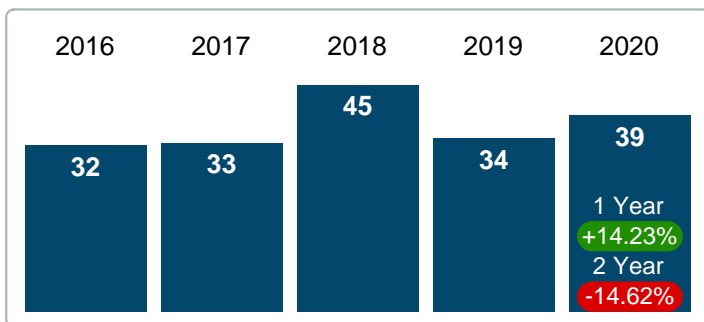
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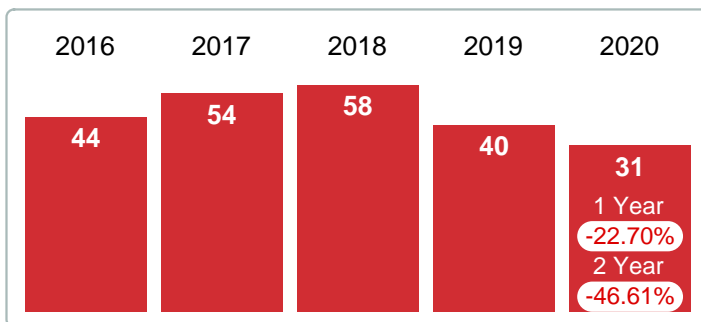
AVERAGE DAYS ON MARKET TO SALE

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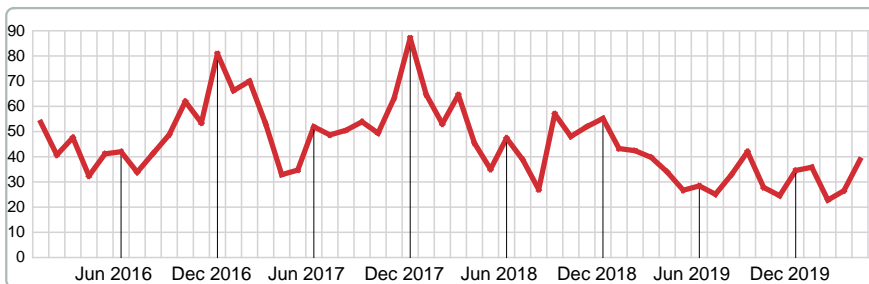
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

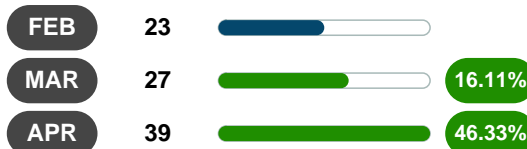


3 MONTHS

5 year APR AVG = 37

High Dec 2017 87 Low Feb 2020 23

Average Days on Market to Sale this month at 39 above the 5 yr APR average of 37



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	18	100.00%	39	9	49	24	0
Average Closed DOM			39	9	49	24	0
Total Closed Units		100%	39	1	11	6	
Total Closed Volume			25,430	795	15.71K	8,930	0.00B

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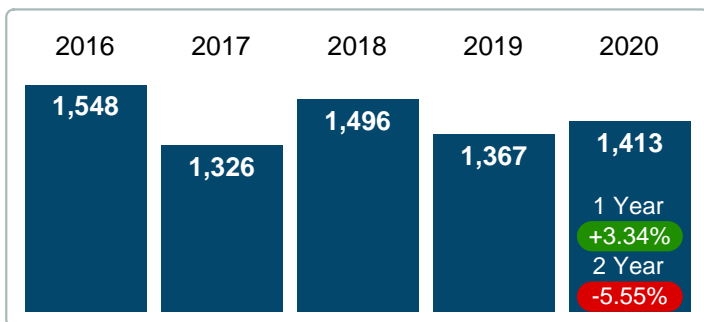
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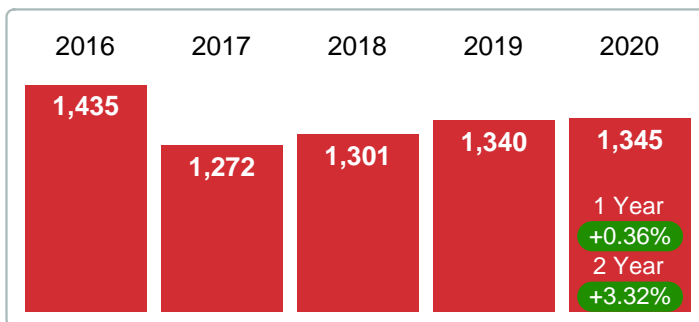
AVERAGE LIST PRICE AT CLOSING

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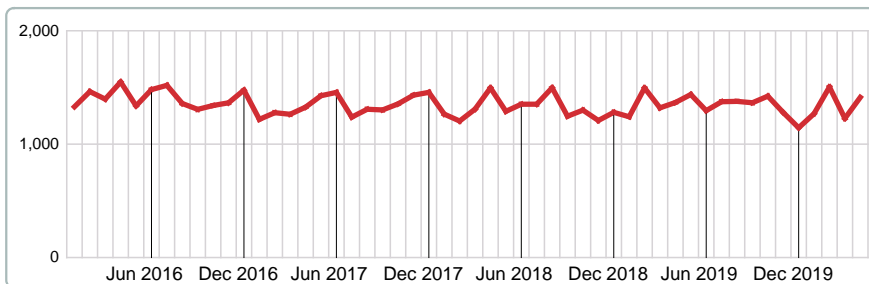
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,430

High Apr 2016 1,548 Low Dec 2019 1,144

Average List Price at Closing this month at **1,413**
below the 5 yr APR average of **1,430**

- FEB** 1,504
- MAR** 1,227 (-18.42%)
- APR** 1,413 (15.14%)

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	18	100.00%	1,413	795	1,428	1,488	0
Average List Price			1,413	795	1,428	1,488	0
Total Closed Units		100%	1,413	1	11	6	
Total Closed Volume			25,430	795	15.71K	8,930	0.00B

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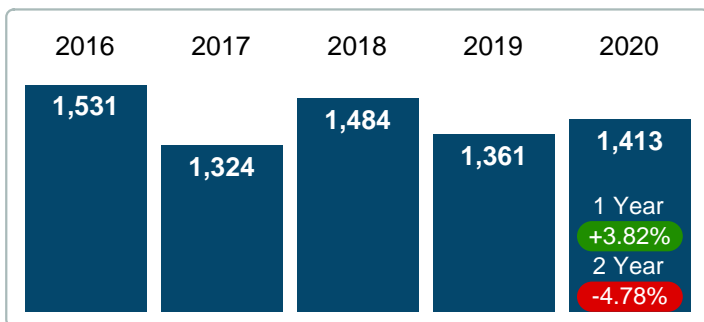
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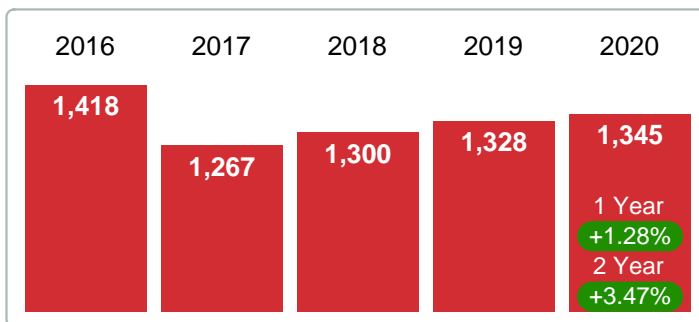
AVERAGE SOLD PRICE AT CLOSING

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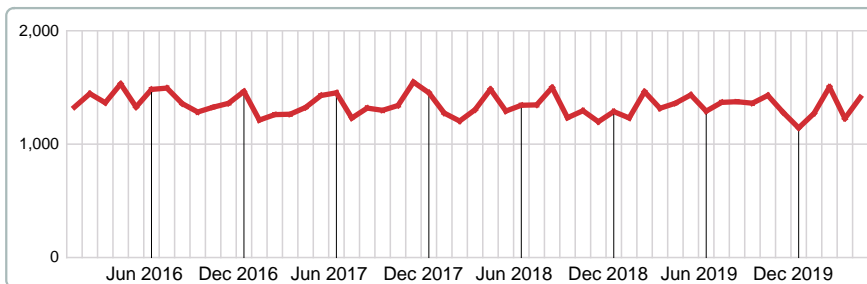
APRIL



YEAR TO DATE (YTD)

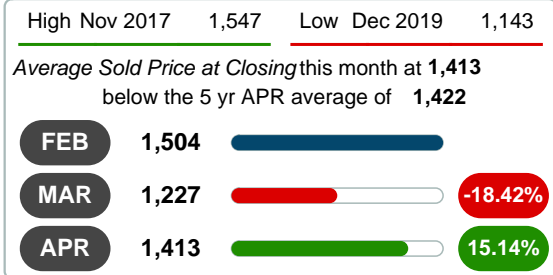


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,422



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	18	100.00%	1,413	795	1,428	1,488	0
Average Sold Price			1,413	795	1,428	1,488	0
Total Closed Units		100%	1,413	1	11	6	
Total Closed Volume			25,430	795	15.71K	8,930	0.00B

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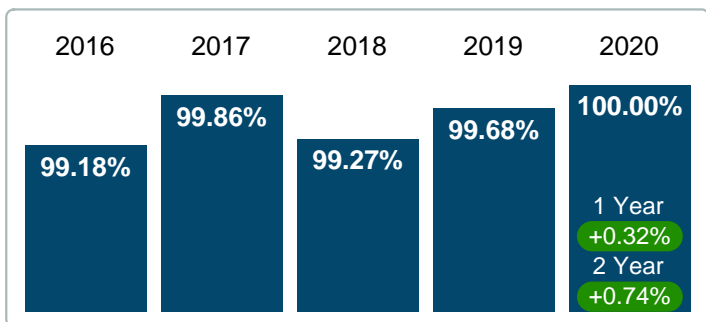
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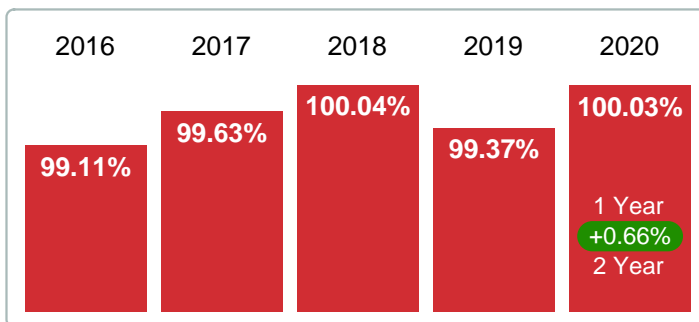
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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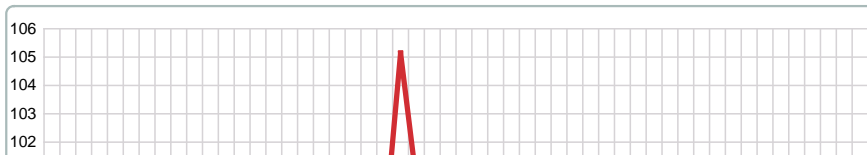
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 99.60%

High Nov 2017 105.14% Low Mar 2016 98.14%

Average Sold/List Ratio this month at **100.00%** equal to 5 yr APR average of **99.60%**

- FEB 100.00%
- MAR 100.00%
- APR 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	18	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%
Total Closed Units		18	100%	100.00%	1	11	6
Total Closed Volume		25,430			795	15.71K	8,930
							0.00B

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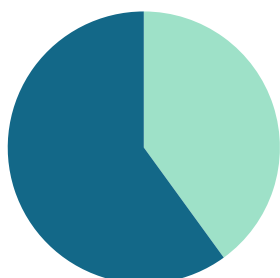
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MARKET SUMMARY

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INVENTORY

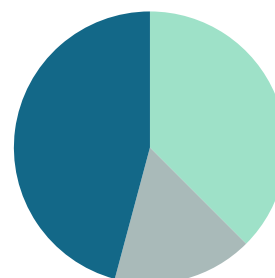


Inventory
 New Listings
16 = 40.00%
 Start Inventory
24
 Total Inventory Units
40
 Volume
\$57,334

Market Activity

Closed Sales
18 = 37.50%
 Pending Sales
8 = 16.67%
 Other Off Market
0 = 0.00%
 Active Inventory
22 = 45.83%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	19	18	-5.26%	83	75	-9.64%
Pending Sales	6	8	33.33%	17	31	82.35%
New Listings	22	16	-27.27%	84	87	3.57%
Average List Price	1,367	1,413	3.34%	1,340	1,345	0.36%
Average Sale Price	1,361	1,413	3.82%	1,328	1,345	1.28%
Average Percent of Selling Price to List Price	99.68%	100.00%	0.32%	99.37%	100.03%	0.66%
Average Days on Market to Sale	33.95	38.78	14.23%	39.92	30.85	-22.70%
Monthly Inventory	30	22	-26.67%	30	22	-26.67%
Months Supply of Inventory	1.53	1.07	-29.93%	1.53	1.07	-29.93%

Absorption: Last 12 months, an Average of **21** Sales/Month

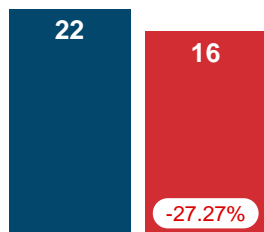
Inventory on April 30, 2020 = **22**

2019 **2020**

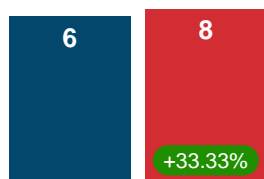
APRIL MARKET

AVERAGE PRICES

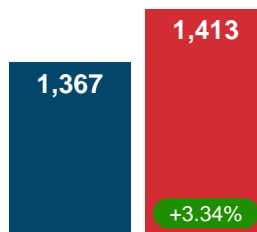
New Listings



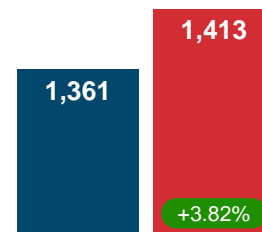
Pending Listings



List Price



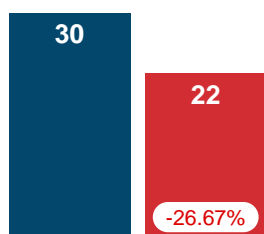
Sale Price



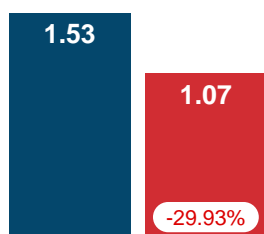
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

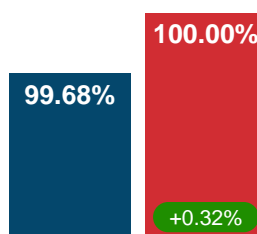
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

