

April 2020



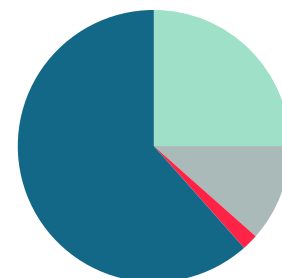
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	14	13	-7.14%
Pending Listings	6	6	0.00%
New Listings	18	20	11.11%
Average List Price	1,653	1,309	-20.81%
Average Sale Price	1,681	1,305	-22.39%
Average Percent of Selling Price to List Price	101.43%	99.73%	-1.68%
Average Days on Market to Sale	29.07	33.85	16.42%
End of Month Inventory	35	32	-8.57%
Months Supply of Inventory	2.30	2.09	-9.07%



■ Closed (25.00%)
■ Pending (11.54%)
■ Other OffMarket (1.92%)
■ Active (61.54%)

Absorption: Last 12 months, an Average of **15** Sales/Month
Active Inventory as of April 30, 2020 = **32**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **8.57%** to 32 existing homes available for sale. Over the last 12 months this area has had an average of 15 closed sales per month. This represents an unsold inventory index of **2.09** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **22.39%** in April 2020 to \$1,305 versus the previous year at \$1,681.

Average Days on Market Lengthens

The average number of **33.85** days that homes spent on the market before selling increased by 4.77 days or **16.42%** in April 2020 compared to last year's same month at **29.07** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 20 New Listings in April 2020, up **11.11%** from last year at 18. Furthermore, there were 13 Closed Listings this month versus last year at 14, a **-7.14%** decrease.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, April 2019, at **77.8%**, a **16.43%** downswing. 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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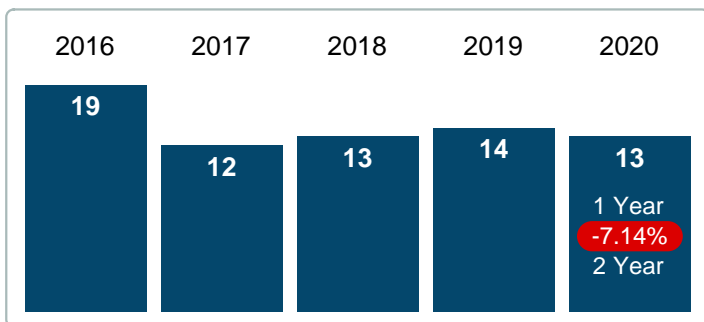
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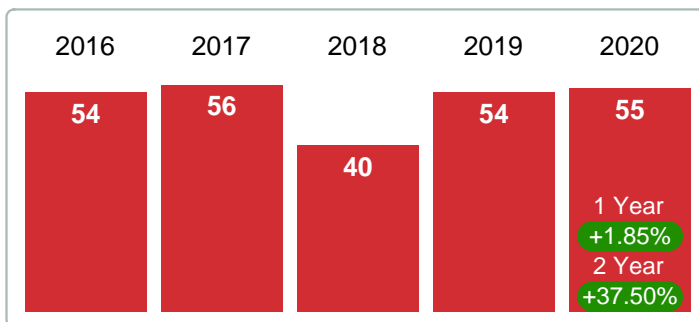
CLOSED LISTINGS

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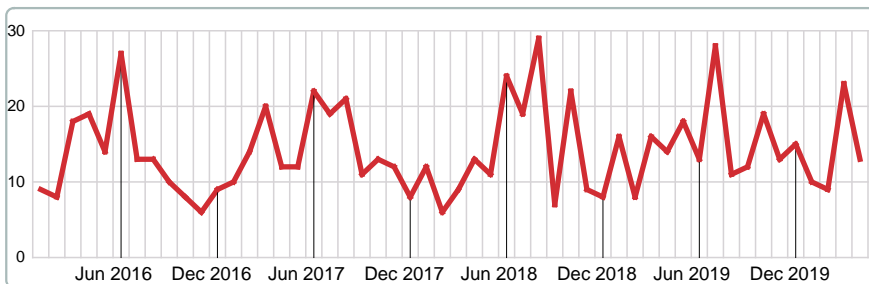
APRIL



YEAR TO DATE (YTD)

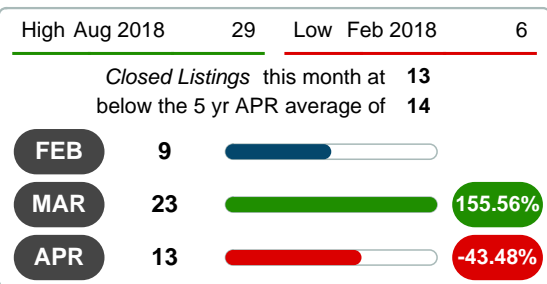


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 14



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	13	100.00%	33.8	4	7	1	1
Total Closed Units	13			4	7	1	1
Total Closed Volume	16,965	100%	33.8	3,700	8,890	1,475	2,900
Average Closed Price	\$1,305			\$925	\$1,270	\$1,475	\$2,900

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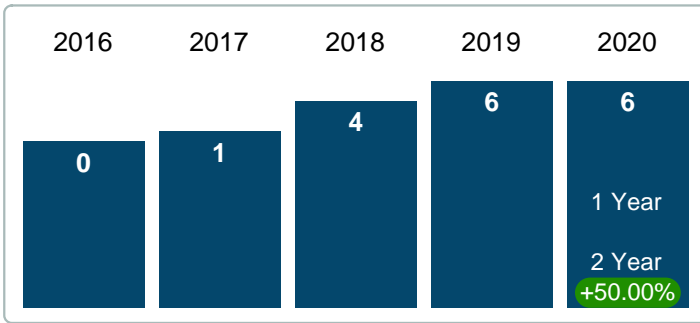
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



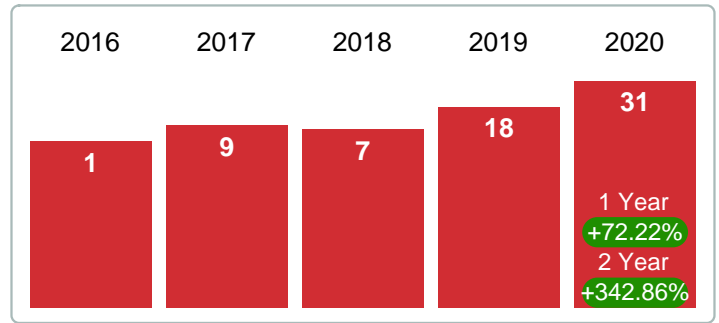
PENDING LISTINGS

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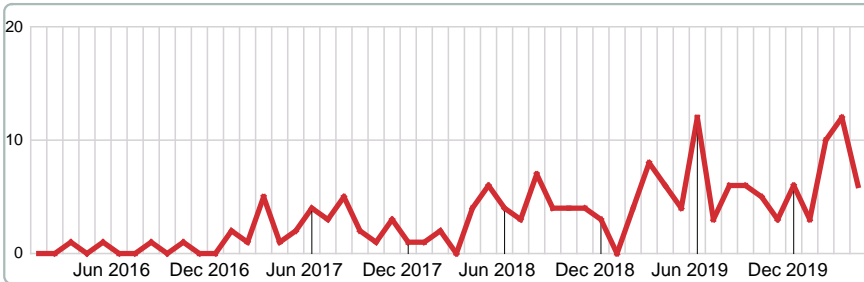
APRIL



YEAR TO DATE (YTD)

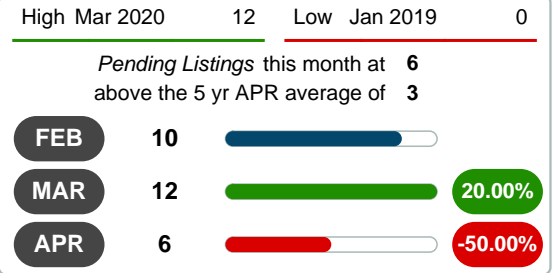


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3



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	6	100.00%	25.0	0	3	3	0
Total Pending Units	6			0	3	3	0
Total Pending Volume	9,920	100%	25.0	0.00B	4,145	5,775	0.00B
Average Listing Price	\$1,653			\$0	\$1,382	\$1,925	\$0

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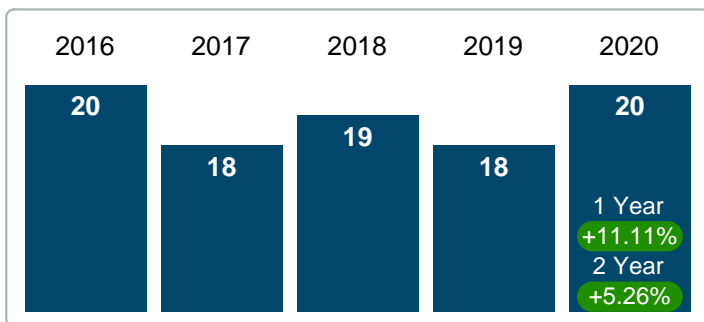
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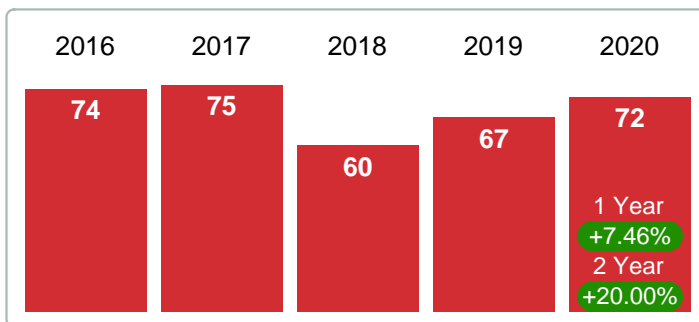
NEW LISTINGS

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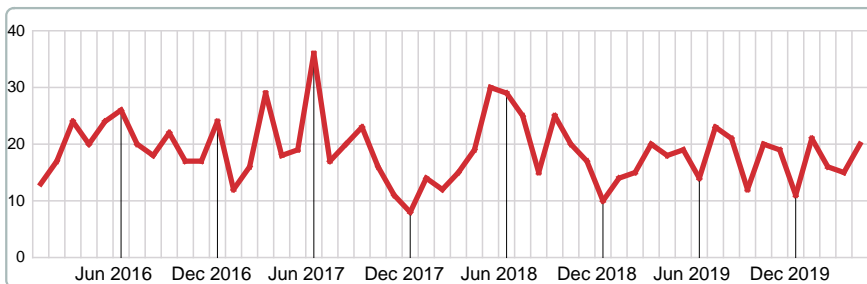
APRIL



YEAR TO DATE (YTD)

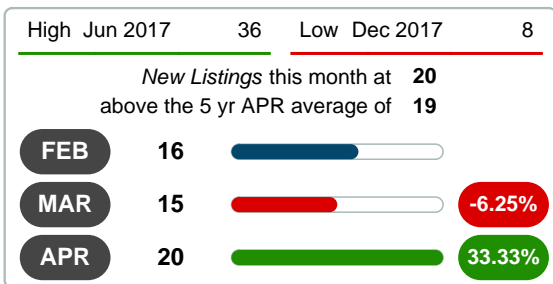


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 19



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	20	100.00%	4	13	3	0
Total New Listed Units	20		4	13	3	0
Total New Listed Volume	27,865	100%	3,195	19.50K	5,175	0.00B
Average New Listed Listing Price	\$1,393		\$799	\$1,500	\$1,725	\$0

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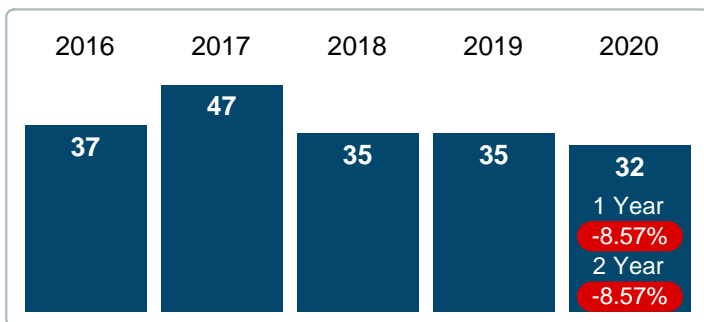
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



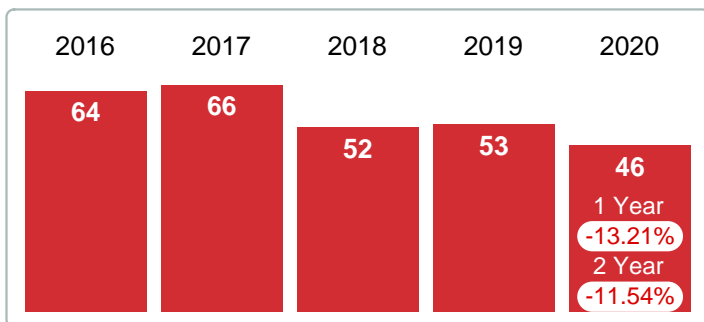
ACTIVE INVENTORY

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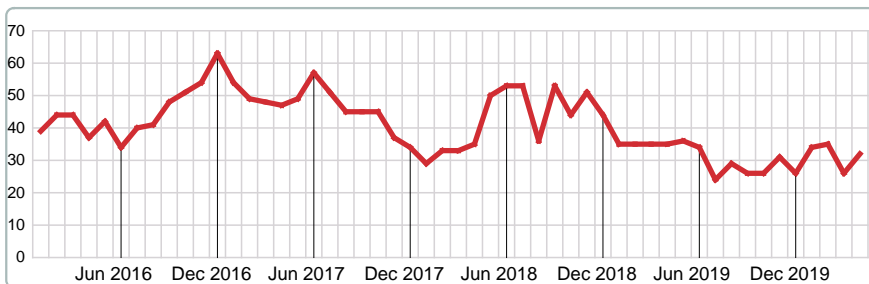
END OF APRIL



ACTIVE DURING APRIL

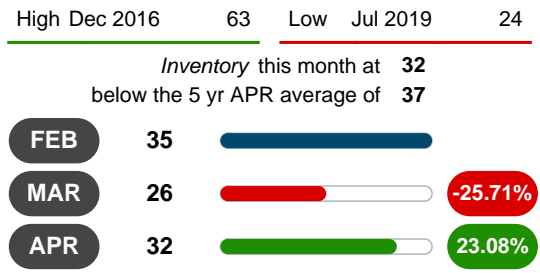


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



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	32	100.00%	59.3	8	16	6	2	
Total Active Inventory by Units				32	8	16	6	2
Total Active Inventory by Volume				48,795	6,870	23.38K	11.05K	7,500
Average Active Inventory Listing Price				\$1,525	\$859	\$1,461	\$1,842	\$3,750

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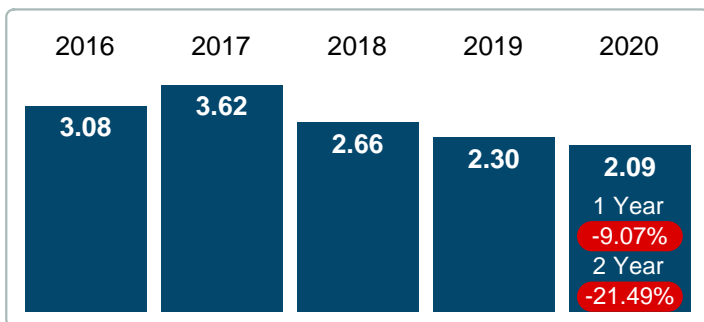
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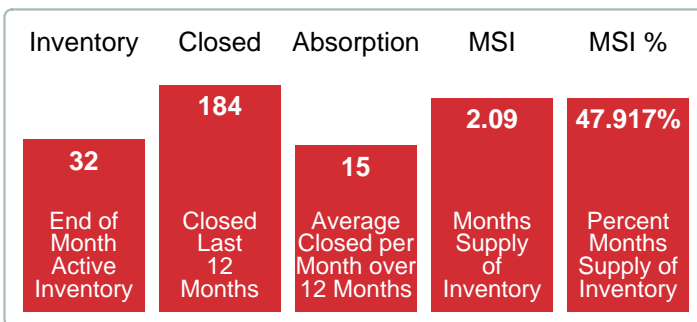
MONTHS SUPPLY of INVENTORY (MSI)

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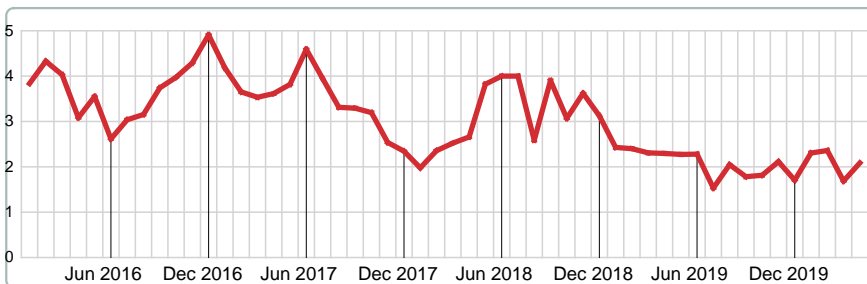
MSI FOR APRIL



INDICATORS FOR APRIL 2020

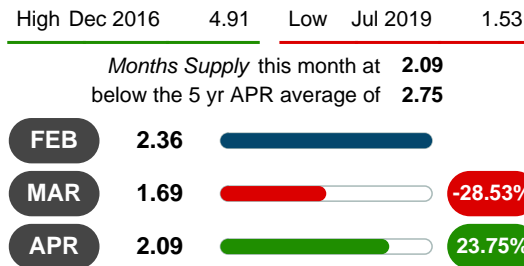


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.75



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	32	100.00%	2.09	4.17	1.83	1.44	4.00
Market Supply of Inventory (MSI)			2.09	4.17	1.83	1.44	4.00
		100%	2.09				
Total Active Inventory by Units			32	8	16	6	2

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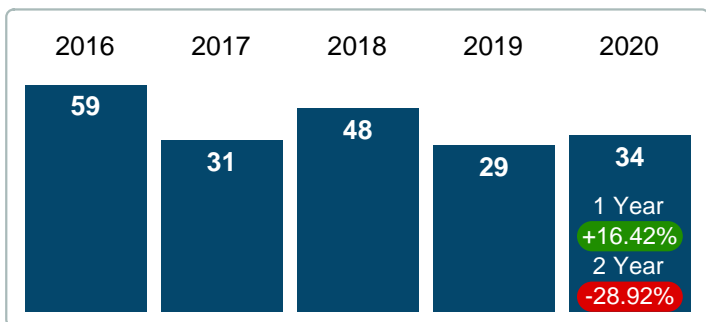
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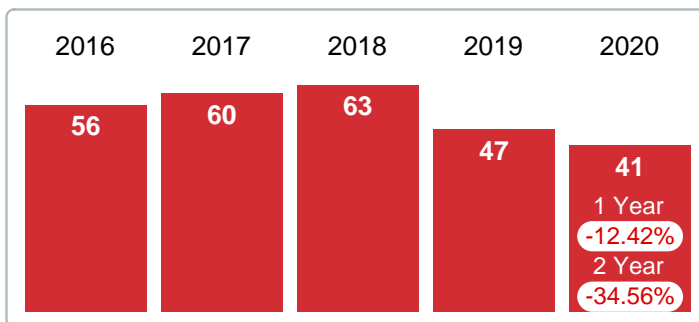
AVERAGE DAYS ON MARKET TO SALE

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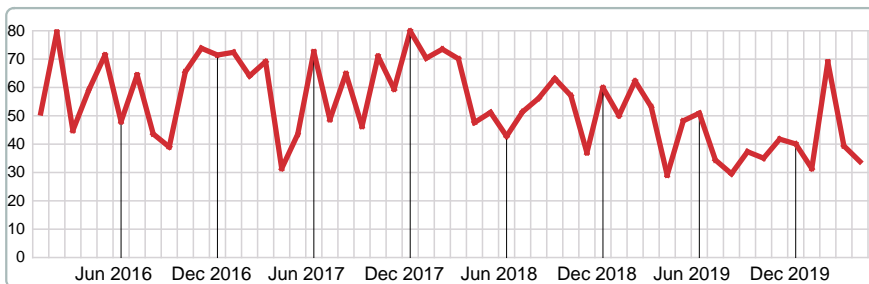
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40

High Dec 2017 80 Low Apr 2019 29

Average Days on Market to Sale this month at 34 below the 5 yr APR average of 40

Month	Days	% Change
FEB	69	
MAR	39	-42.91%
APR	34	-14.08%

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	13	100.00%	34	38	29	11	77
Average Closed DOM			34	38	29	11	77
Total Closed Units		100%	34	4	7	1	1
Total Closed Volume			16,965	3,700	8,890	1,475	2,900

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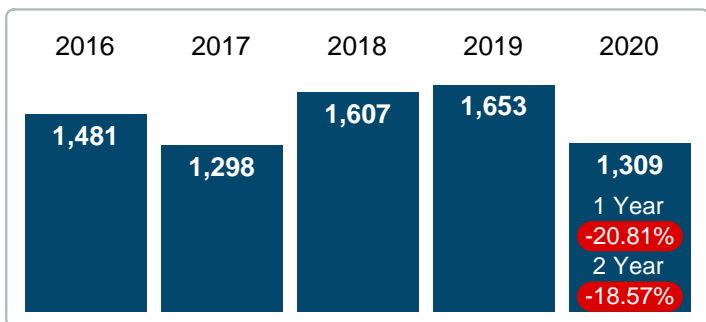
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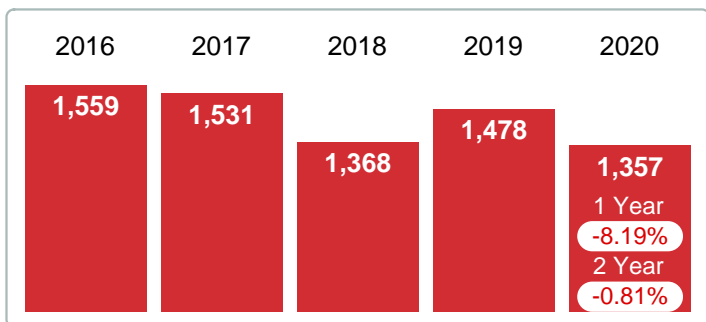
AVERAGE LIST PRICE AT CLOSING

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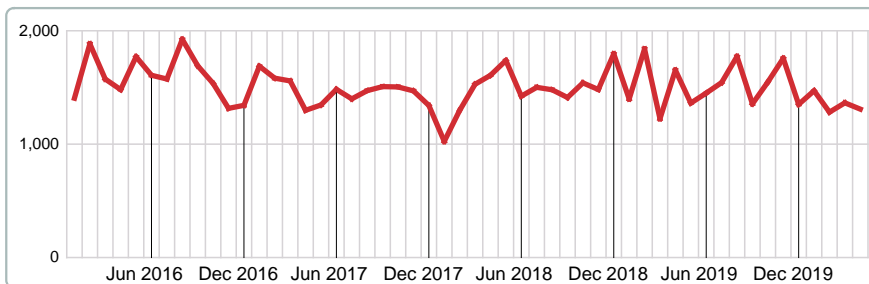
APRIL



YEAR TO DATE (YTD)

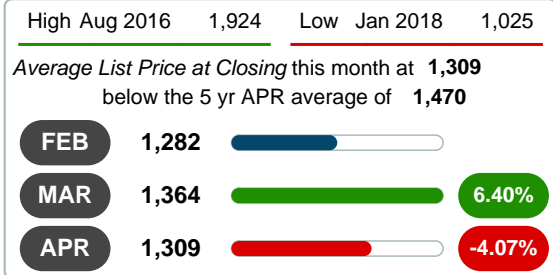


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,470



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	13	100.00%	1,309	925	1,277	1,475	2,900
Average List Price			1,309	925	1,277	1,475	2,900
Total Closed Units		100%	1,309	4	7	1	1
Total Closed Volume			17,015	3,700	8,940	1,475	2,900

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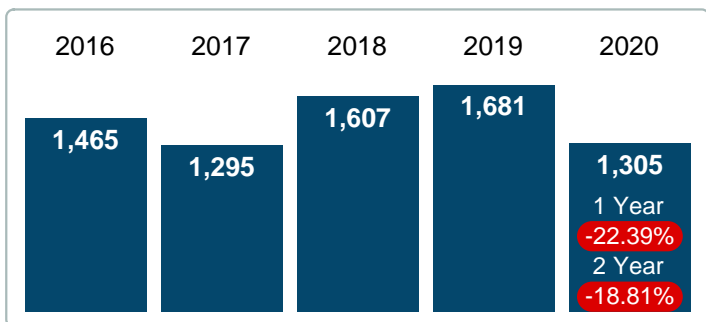
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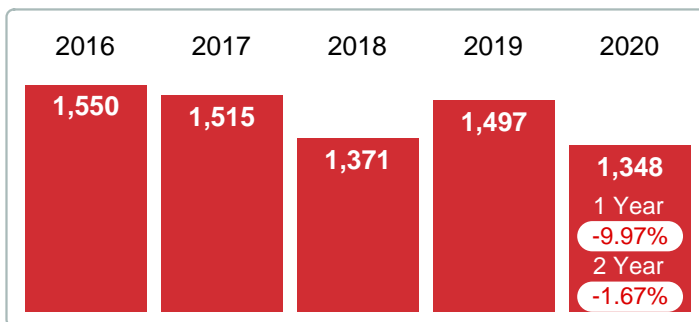
AVERAGE SOLD PRICE AT CLOSING

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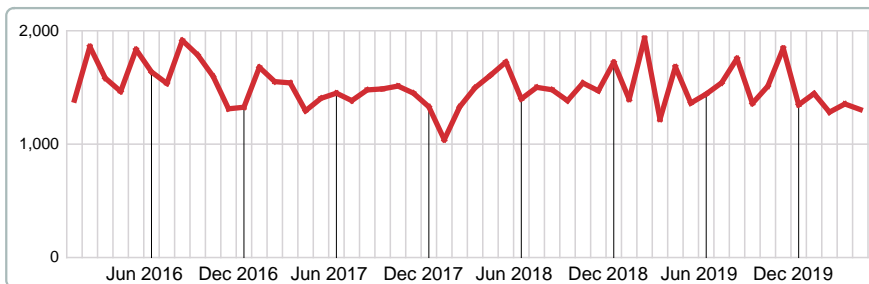
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,471

High Feb 2019 1,934 Low Jan 2018 1,040

Average Sold Price at Closing this month at 1,305 below the 5 yr APR average of 1,471

Month	Average Sold Price	% Change
FEB	1,282	
MAR	1,355	5.64%
APR	1,305	-3.66%

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	13	100.00%	1,305	925	1,270	1,475	2,900
Average Sold Price			1,305	925	1,270	1,475	2,900
Total Closed Units		100%	1,305	4	7	1	1
Total Closed Volume			16,965	3,700	8,890	1,475	2,900

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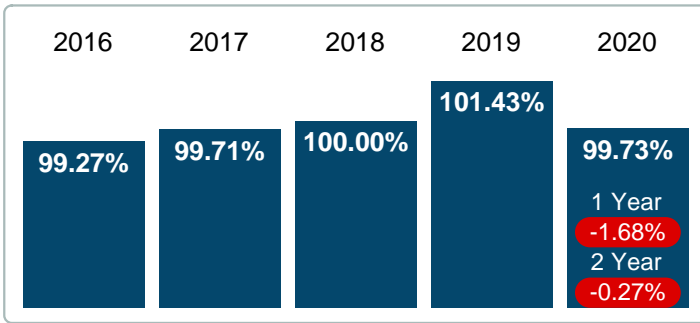
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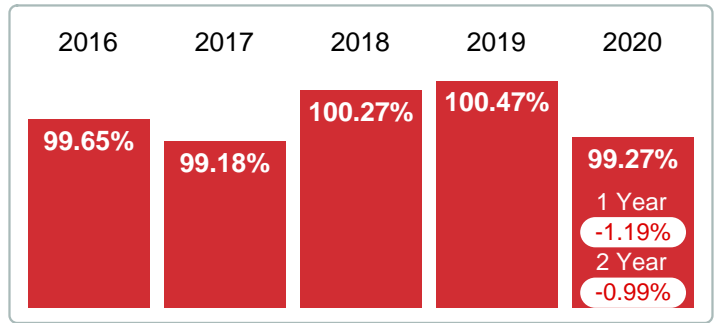
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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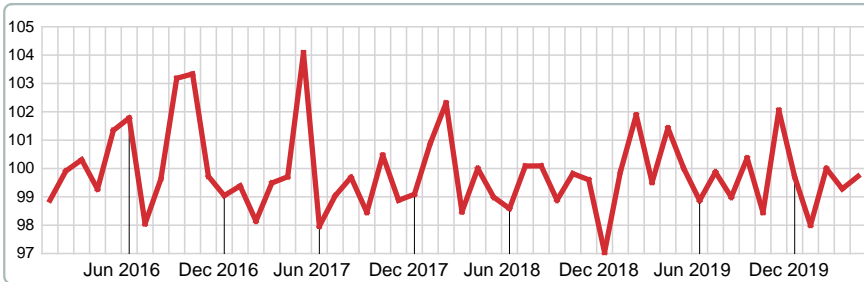
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

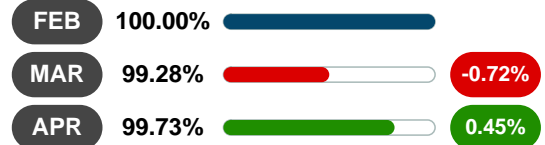


3 MONTHS

5 year APR AVG = 100.03%

High May 2017 104.08% Low Dec 2018 97.04%

Average Sold/List Ratio this month at **99.73%** equal to 5 yr APR average of **100.03%**



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
\$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	13	100.00%	99.73%	100.00%	99.49%	100.00%	100.00%
Average Sold/List Ratio		99.70%		100.00%	99.49%	100.00%	100.00%
Total Closed Units		13	100%	4	7	1	1
Total Closed Volume		16,965		3,700	8,890	1,475	2,900

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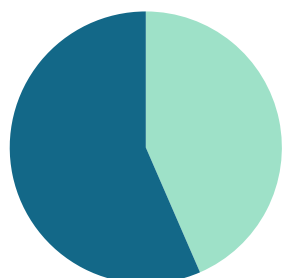
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MARKET SUMMARY

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INVENTORY

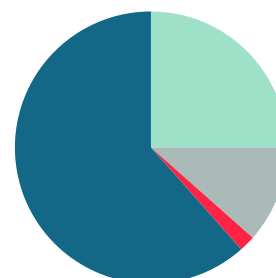


Inventory
 New Listings
20 = 43.48%
 Start Inventory
26
 Total Inventory Units
46
 Volume
\$67,205

Market Activity

Closed Sales
13 = 25.00%
 Pending Sales
6 = 11.54%
 Other Off Market
1 = 1.92%
 Active Inventory
32 = 61.54%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	14	13	-7.14%	54	55	1.85%
Pending Sales	6	6	0.00%	18	31	72.22%
New Listings	18	20	11.11%	67	72	7.46%
Average List Price	1,653	1,309	-20.81%	1,478	1,357	-8.19%
Average Sale Price	1,681	1,305	-22.39%	1,497	1,348	-9.97%
Average Percent of Selling Price to List Price	101.43%	99.73%	-1.68%	100.47%	99.27%	-1.19%
Average Days on Market to Sale	29.07	33.85	16.42%	47.35	41.47	-12.42%
Monthly Inventory	35	32	-8.57%	35	32	-8.57%
Months Supply of Inventory	2.30	2.09	-9.07%	2.30	2.09	-9.07%

Absorption: Last 12 months, an Average of 15 Sales/Month

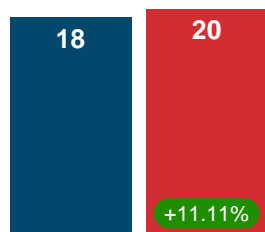
Inventory on April 30, 2020 = 32

2019 2020

APRIL MARKET

AVERAGE PRICES

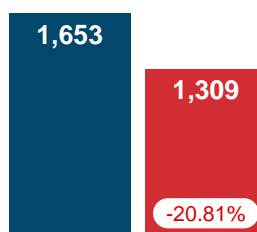
New Listings



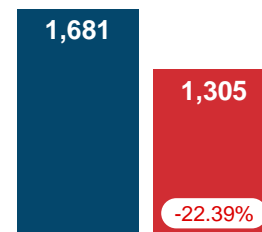
Pending Listings



List Price



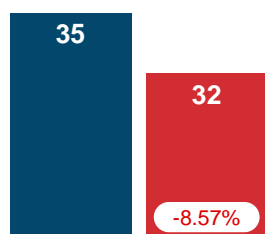
Sale Price



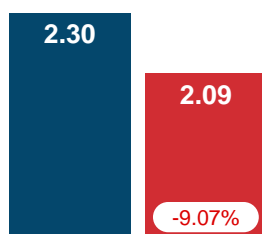
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

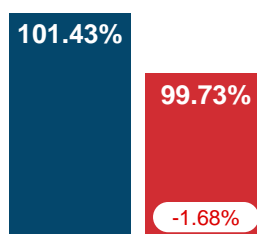
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

