

April 2020



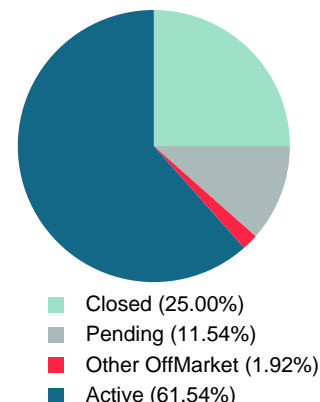
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) -
Leasing Property Type



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%
Median List Price	1,698	1,200	-29.31%
Median Sale Price	1,698	1,200	-29.31%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.50	28.00	-8.20%
End of Month Inventory	35	32	-8.57%
Months Supply of Inventory	2.30	2.09	-9.07%



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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **29.31%** in April 2020 to \$1,200 versus the previous year at \$1,698.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 2.50 days or **8.20%** in April 2020 compared to last year's same month at **30.50** DOM.

Sales Success for April 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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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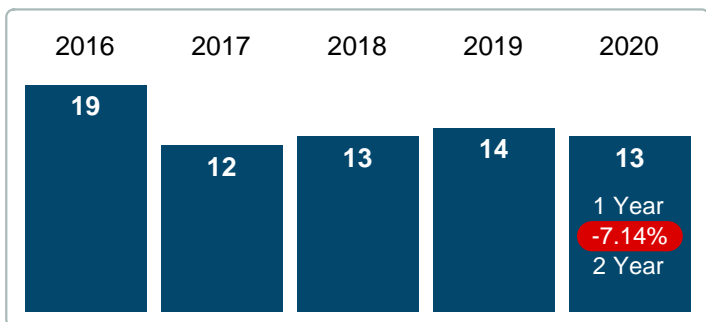
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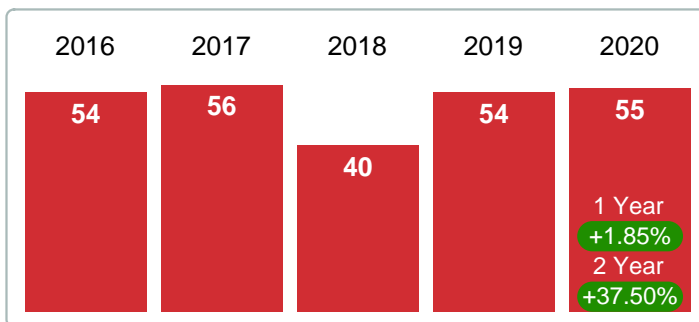
CLOSED LISTINGS

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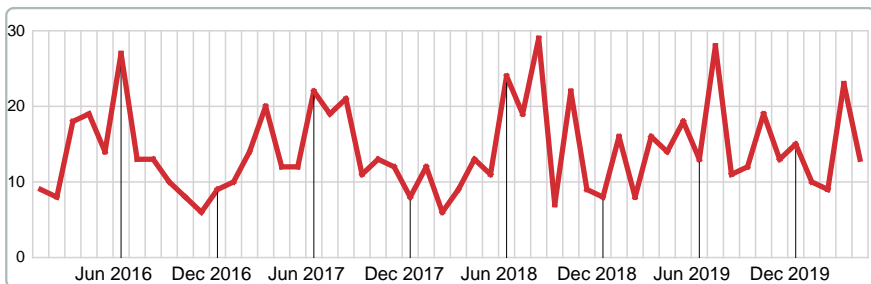
APRIL



YEAR TO DATE (YTD)

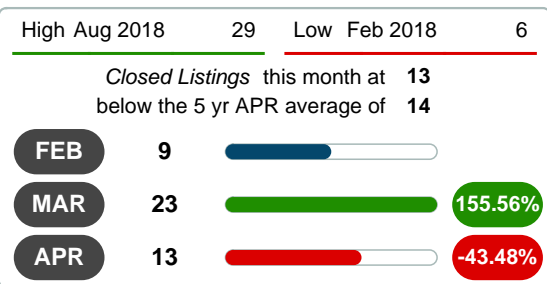


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	28.0	4	7	1	1
Total Closed Units	13			4	7	1	1
Total Closed Volume	16,965	100%	28.0	3,700	8,890	1,475	2,900
Median Closed Price	\$1,200			\$925	\$1,300	\$1,475	\$2,900

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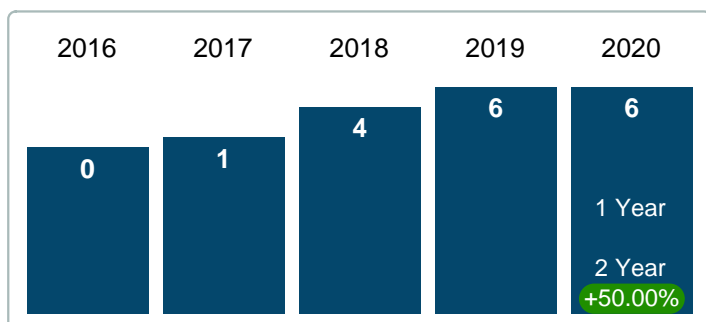
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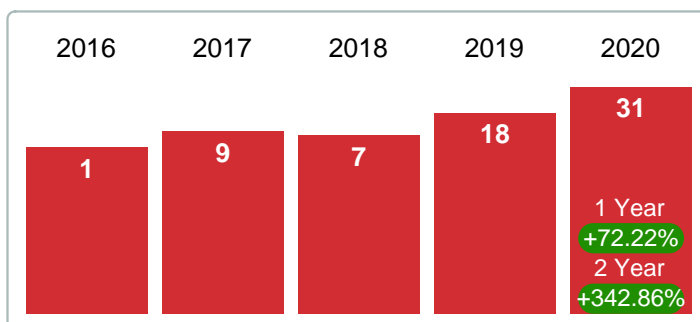
PENDING LISTINGS

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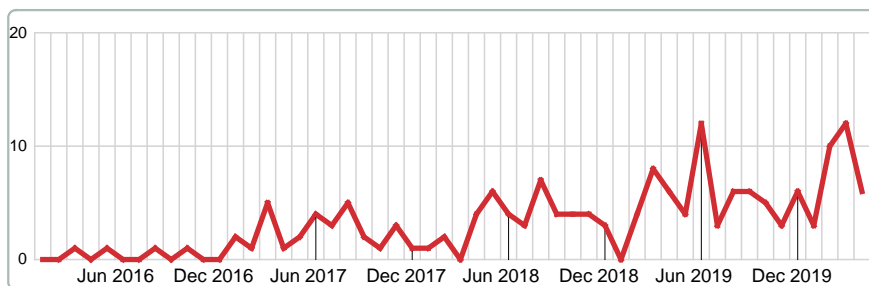
APRIL



YEAR TO DATE (YTD)

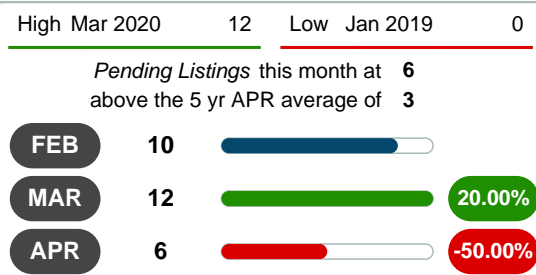


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1-\$0	0	0.00%	28.0	0	0	0	0
\$1 and up	6	100.00%	17.5	0	3	3	0
Total Pending Units	6			0	3	3	0
Total Pending Volume	9,920	100%	17.5	0.00B	4,145	5,775	0.00B
Median Listing Price	\$1,485			\$0	\$1,450	\$2,000	\$0

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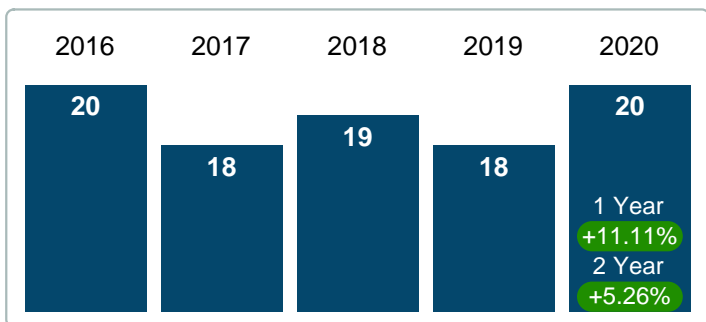
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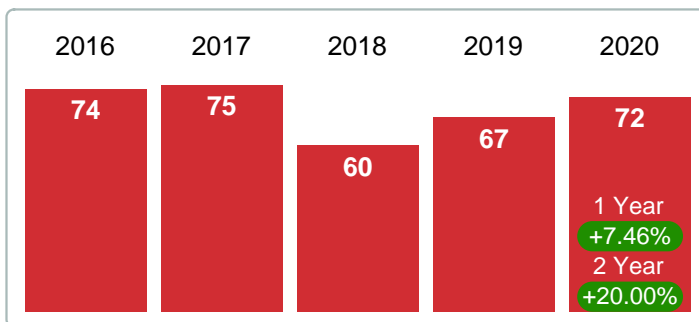
NEW LISTINGS

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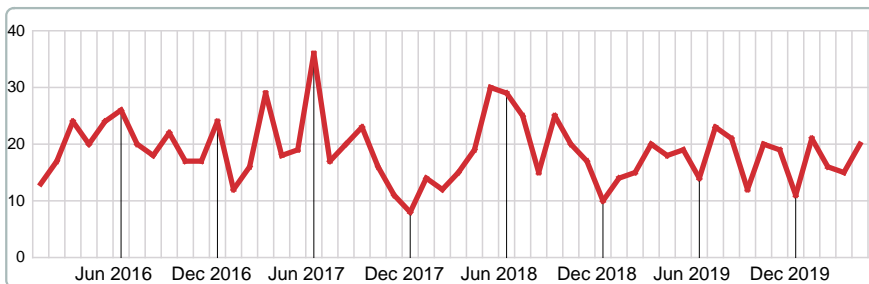
APRIL



YEAR TO DATE (YTD)

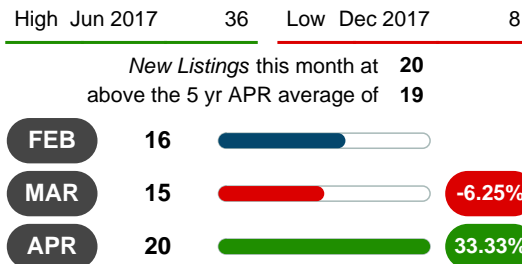


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$1,400		\$798	\$1,425	\$1,475	\$0

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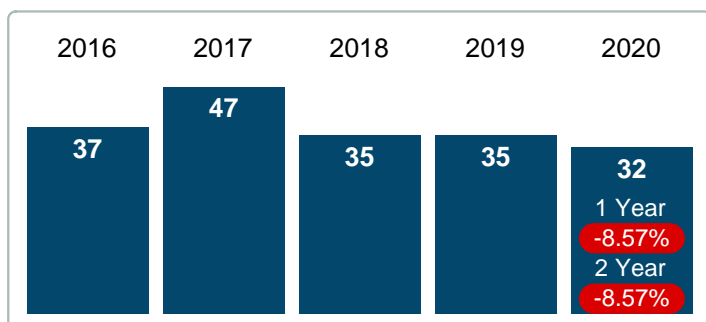
Area Delimited by County Of Tulsa; School District Jenks - Sch Dist (5) - Leasing Property Type



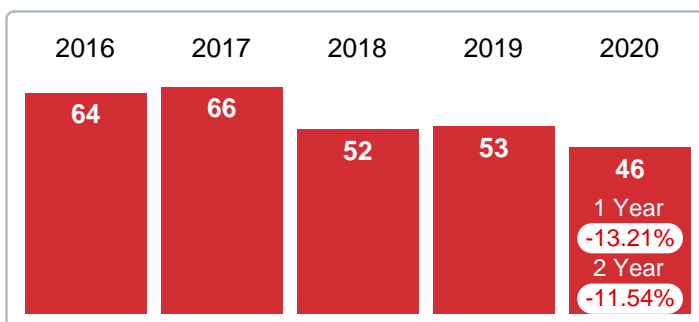
ACTIVE INVENTORY

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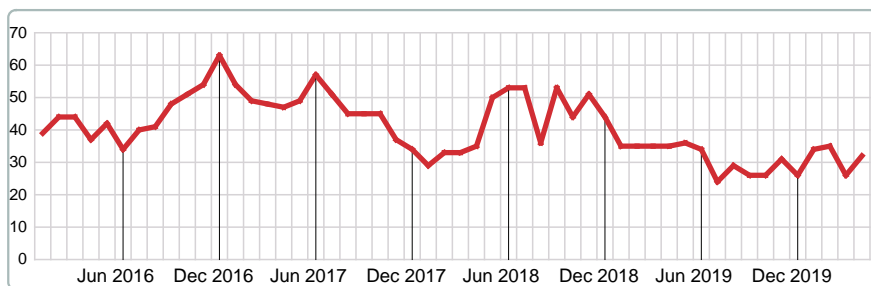
END OF APRIL



ACTIVE DURING APRIL

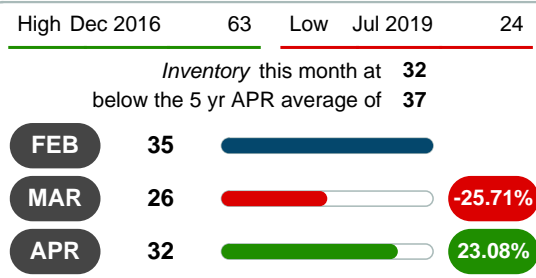


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$0 and less	0	0.00%	17.5	0	0	0	0	
\$1 \$0	0	0.00%	17.5	0	0	0	0	
\$1 \$0	0	0.00%	17.5	0	0	0	0	
\$1 \$0	0	0.00%	17.5	0	0	0	0	
\$1 \$0	0	0.00%	17.5	0	0	0	0	
\$1 \$0	0	0.00%	17.5	0	0	0	0	
\$1 and up	32	100.00%	41.5	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
Median Active Inventory Listing Price				\$1,400	\$850	\$1,400	\$1,775	\$3,750

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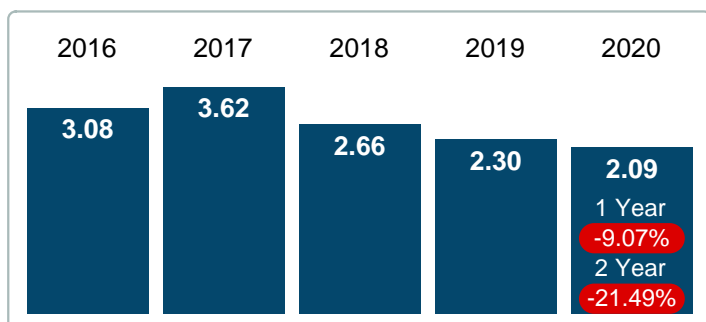
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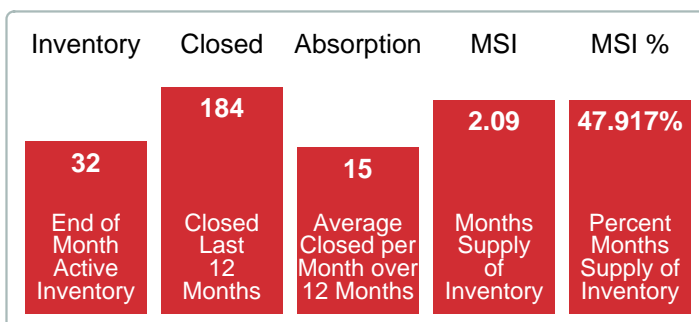
MONTHS SUPPLY of INVENTORY (MSI)

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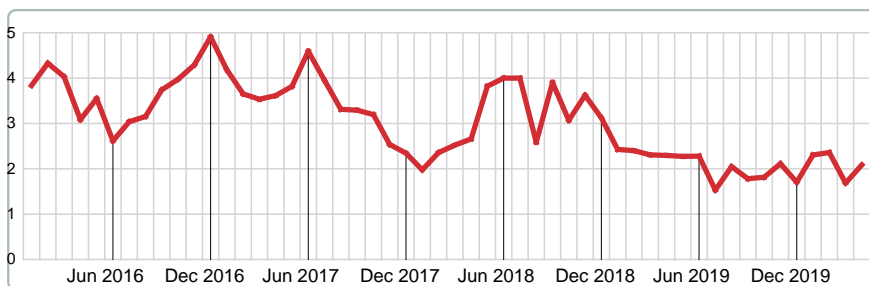
MSI FOR APRIL



INDICATORS FOR APRIL 2020

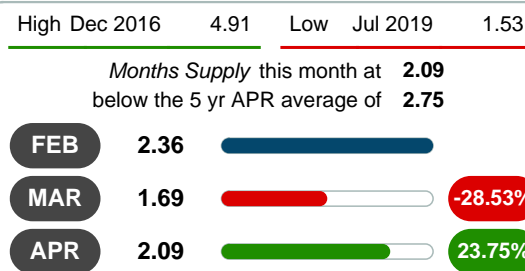


5 YEAR MARKET ACTIVITY TRENDS



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
Total Active Inventory by Units	32		100%	8	16	6	2

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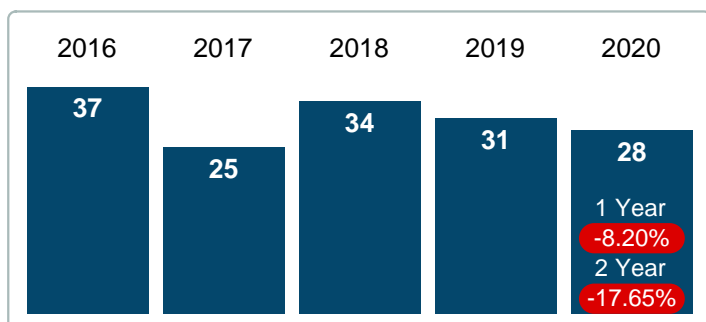
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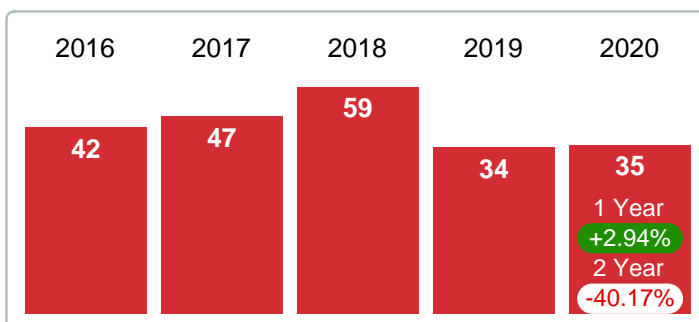
MEDIAN DAYS ON MARKET TO SALE

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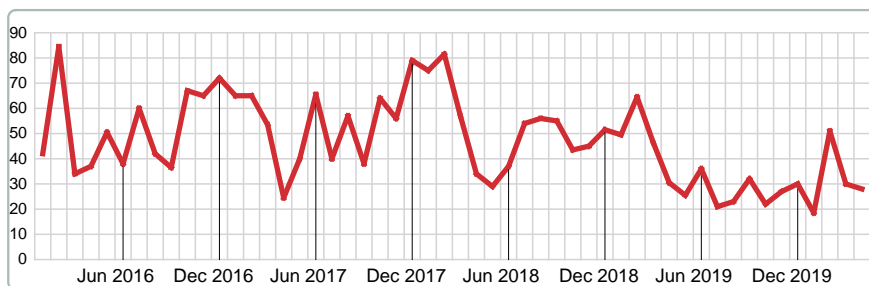
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

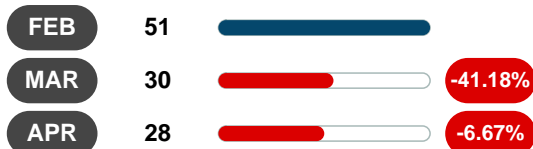


3 MONTHS

5 year APR AVG = 31

High Feb 2016 85 Low Jan 2020 19

Median Days on Market to Sale this month at 28 below the 5 yr APR average of 31



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
\$0 and less	0	0.00%	42	0	0	0	0
\$1 \$0	0	0.00%	42	0	0	0	0
\$1 \$0	0	0.00%	42	0	0	0	0
\$1 \$0	0	0.00%	42	0	0	0	0
\$1 \$0	0	0.00%	42	0	0	0	0
\$1 \$0	0	0.00%	42	0	0	0	0
\$1 and up	13	100.00%	28	29	28	11	77
Median Closed DOM			28	29	28	11	77
Total Closed Units		100%	28.0	4	7	1	1
Total Closed Volume			16,965	3,700	8,890	1,475	2,900

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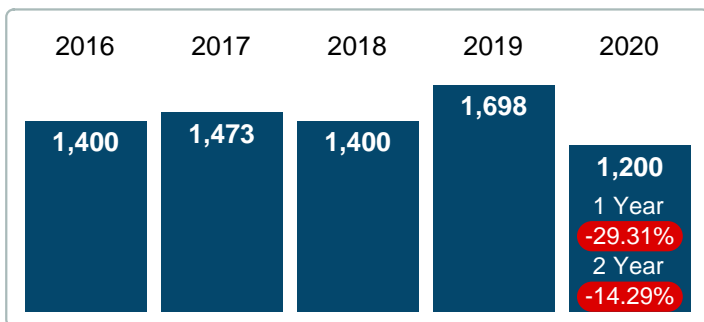
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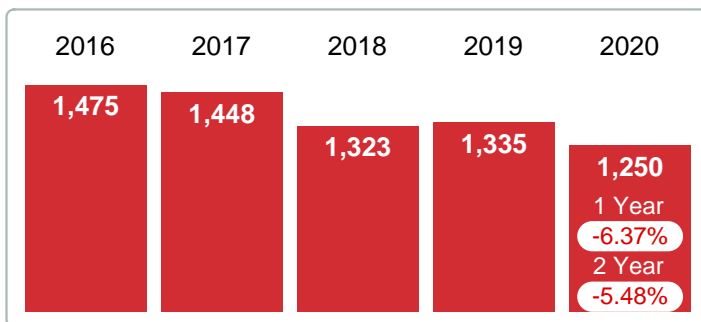
MEDIAN LIST PRICE AT CLOSING

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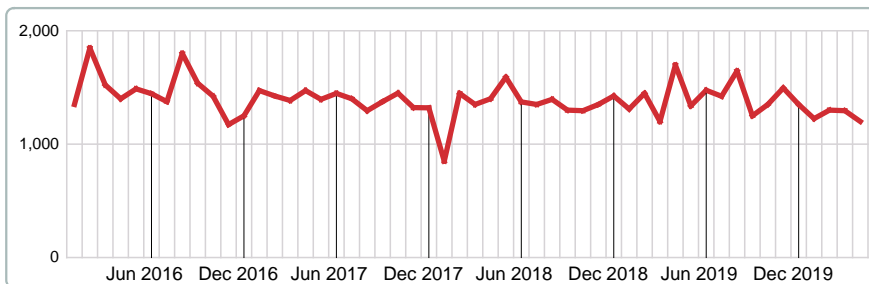
APRIL



YEAR TO DATE (YTD)

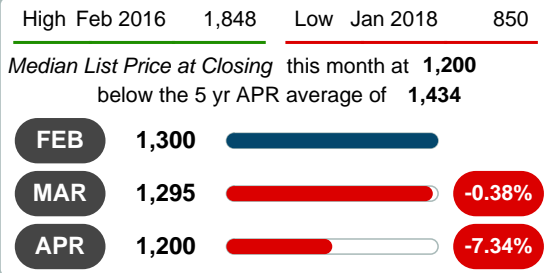


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,434



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
\$0 and less	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 \$0	0	0.00%	28	0	0	0	0
\$1 and up	13	100.00%	1,200	925	1,300	1,475	2,900
Median List Price			1,200	925	1,300	1,475	2,900
Total Closed Units		100%	1,200	4	7	1	1
Total Closed Volume			17,015	3,700	8,940	1,475	2,900

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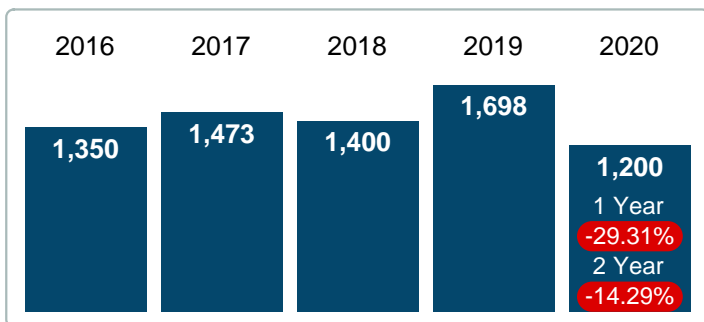
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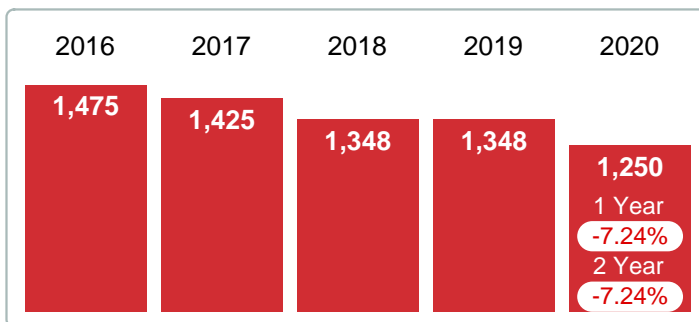
MEDIAN SOLD PRICE AT CLOSING

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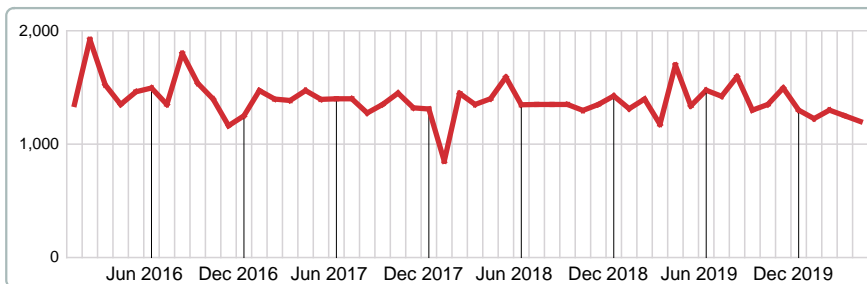
APRIL



YEAR TO DATE (YTD)

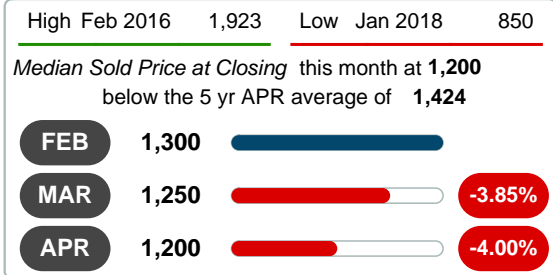


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,424



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
\$0 and less	0	0.00%	1,200	0	0	0	0
\$1-\$0	0	0.00%	1,200	0	0	0	0
\$1-\$0	0	0.00%	1,200	0	0	0	0
\$1-\$0	0	0.00%	1,200	0	0	0	0
\$1-\$0	0	0.00%	1,200	0	0	0	0
\$1-\$0	0	0.00%	1,200	0	0	0	0
\$1 and up	13	100.00%	1,200	925	1,300	1,475	2,900
Median Sold Price			1,200	925	1,300	1,475	2,900
Total Closed Units		100%	13	4	7	1	1
Total Closed Volume			16,965	3,700	8,890	1,475	2,900

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



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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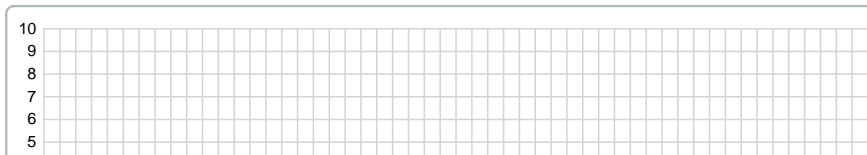
APRIL

2016	2017	2018	2019	2020
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YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
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5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 100.00%

High Apr 2020 100.00% Low Apr 2020 100.00%

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

- FEB 100.00%
- MAR 100.00%
- APR 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	
\$0 and less	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	13	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		13	100%	100.00%	4	7	1	1
Total Closed Volume		16,965			3,700	8,890	1,475	2,900

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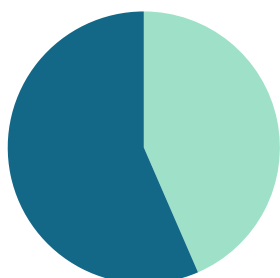
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MARKET SUMMARY

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INVENTORY

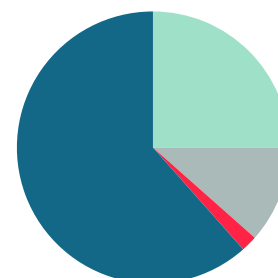


Inventory
 New Listings
20 = 43.48%
 Start Inventory
26
 Total Inventory Units
46
 Volume
\$67,205

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%
Median List Price	1,698	1,200	-29.31%	1,335	1,250	-6.37%
Median Sale Price	1,698	1,200	-29.31%	1,348	1,250	-7.24%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	30.50	28.00	-8.20%	34.00	35.00	2.94%
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

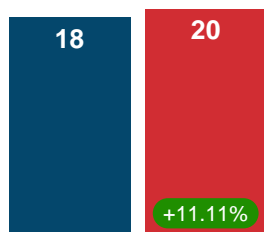
Inventory on April 30, 2020 = 32

2019 2020

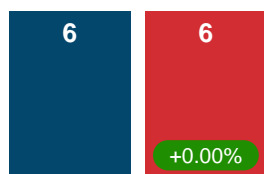
APRIL MARKET

MEDIAN PRICES

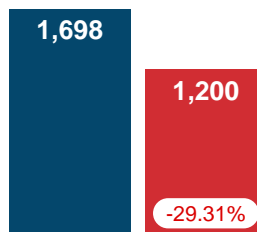
New Listings



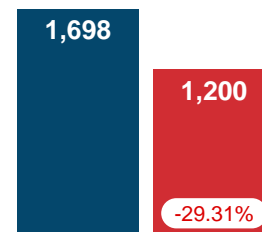
Pending Listings



List Price



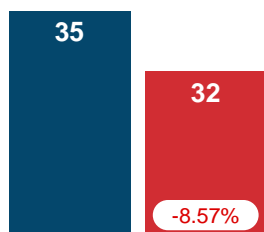
Sale Price



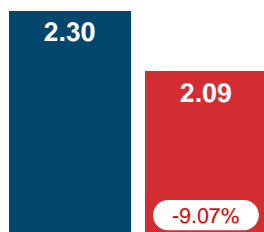
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

