

April 2020



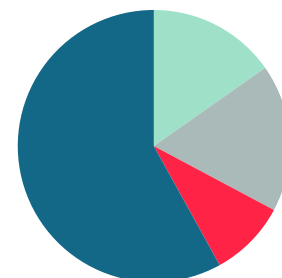
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	1,633	1,309	-19.84%
Pending Listings	1,796	1,505	-16.20%
New Listings	2,707	1,996	-26.27%
Average List Price	180,883	188,405	4.16%
Average Sale Price	176,536	184,726	4.64%
Average Percent of Selling Price to List Price	98.03%	97.84%	-0.19%
Average Days on Market to Sale	42.57	36.54	-14.17%
End of Month Inventory	7,855	4,981	-36.59%
Months Supply of Inventory	5.62	3.48	-38.07%



■ Closed (15.25%)
■ Pending (17.54%)
■ Other OffMarket (9.17%)
■ Active (58.04%)

Absorption: Last 12 months, an Average of **1,430** Sales/Month
Active Inventory as of April 30, 2020 = **4,981**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **36.59%** to 4,981 existing homes available for sale. Over the last 12 months this area has had an average of 1,430 closed sales per month. This represents an unsold inventory index of **3.48** 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 **4.64%** in April 2020 to \$184,726 versus the previous year at \$176,536.

Average Days on Market Shortens

The average number of **36.54** days that homes spent on the market before selling decreased by 6.03 days or **14.17%** in April 2020 compared to last year's same month at **42.57** DOM.

Sales Success for April 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 1,996 New Listings in April 2020, down **26.27%** from last year at 2,707. Furthermore, there were 1,309 Closed Listings this month versus last year at 1,633, a **-19.84%** decrease.

Closed versus Listed trends yielded a **65.6%** ratio, up from previous year's, April 2019, at **60.3%**, a **8.71%** 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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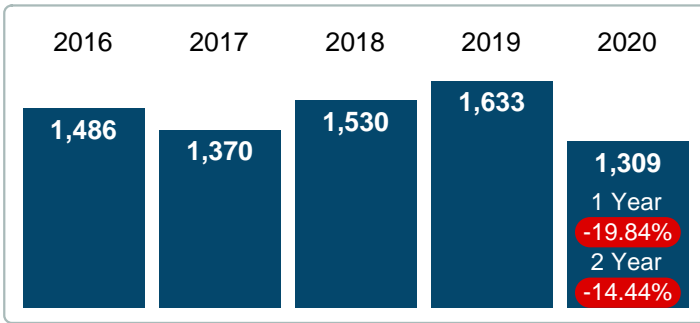
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



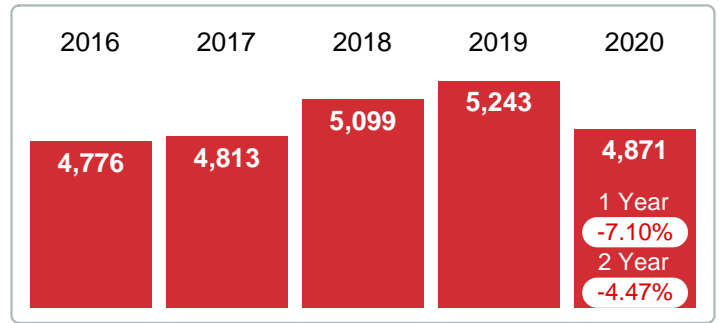
CLOSED LISTINGS

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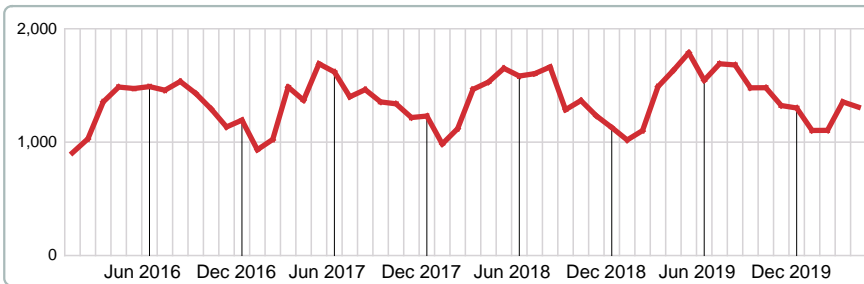
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,466

High May 2019 1,788 Low Jan 2016 906

Closed Listings this month at **1,309**
below the 5 yr APR average of **1,466**



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-\$75,000	252	19.25%	44.5	98	132	20	2
\$75,001-\$125,000	166	12.68%	28.4	54	98	12	2
\$125,001-\$175,000	302	23.07%	26.6	26	241	32	3
\$175,001-\$250,000	281	21.47%	38.2	14	160	101	6
\$250,001-\$325,000	156	11.92%	39.4	7	63	76	10
\$325,001 and up	152	11.61%	45.7	5	30	95	22
Total Closed Units	1,309			204	724	336	45
Total Closed Volume	241,806,959	100%	36.5	20.32M	112.92M	92.50M	16.07M
Average Closed Price	\$184,726			\$99,603	\$155,969	\$275,296	\$357,047

April 2020



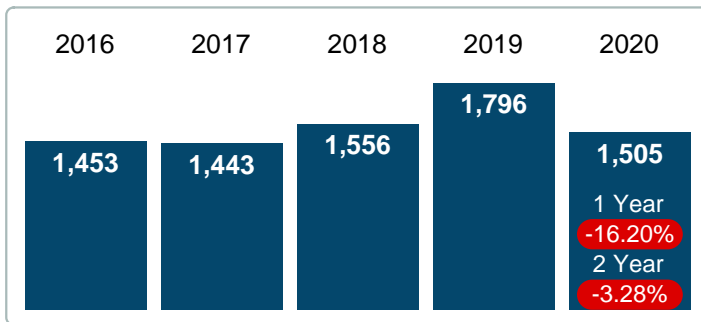
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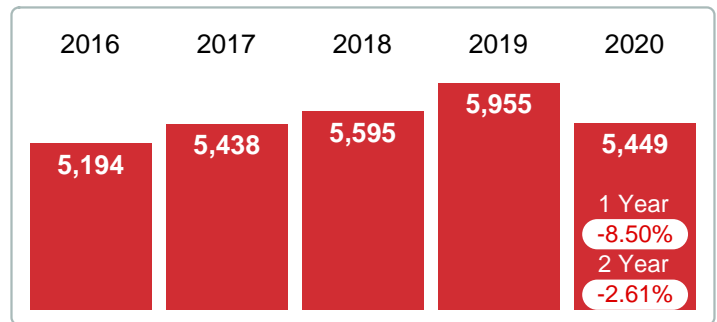
PENDING LISTINGS

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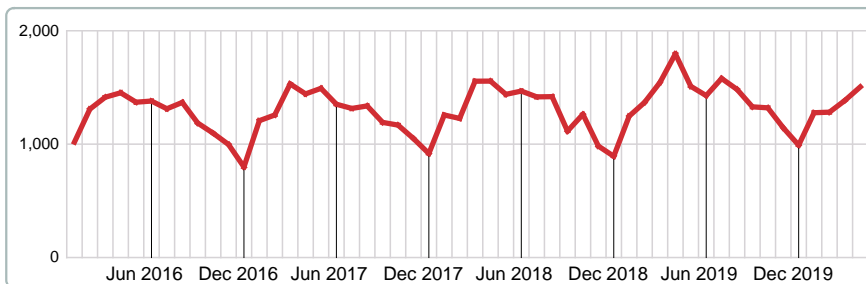
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,551

High Apr 2019 1,796 Low Dec 2016 799

Pending Listings this month at 1,505 below the 5 yr APR average of 1,551



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	137	9.10%	48.1	71	54	10	2
\$50,001 - \$100,000	143	9.50%	38.0	66	64	11	2
\$100,001 - \$150,000	246	16.35%	31.0	45	179	22	0
\$150,001 - \$200,000	358	23.79%	29.1	27	250	78	3
\$200,001 - \$250,000	225	14.95%	39.9	11	111	97	6
\$250,001 - \$375,000	240	15.95%	44.6	11	77	134	18
\$375,001 and up	156	10.37%	50.6	12	30	86	28
Total Pending Units	1,505			243	765	438	59
Total Pending Volume	315,252,999	100%	33.7	32.46M	136.11M	121.96M	24.73M
Average Listing Price	\$162,487			\$133,561	\$177,918	\$278,445	\$419,179

April 2020



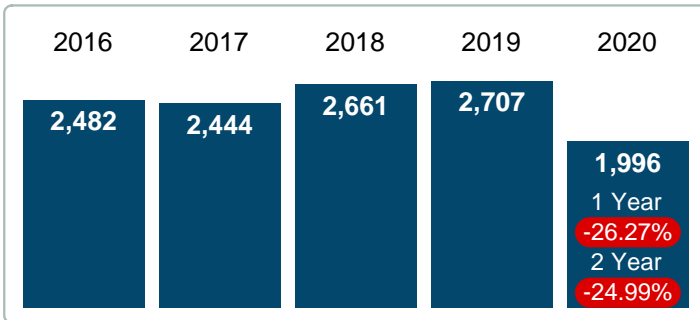
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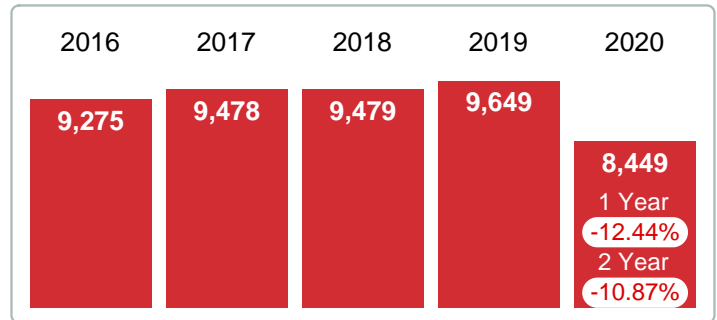
NEW LISTINGS

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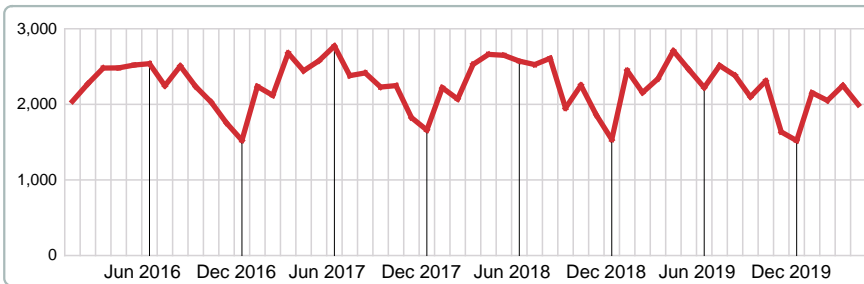
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

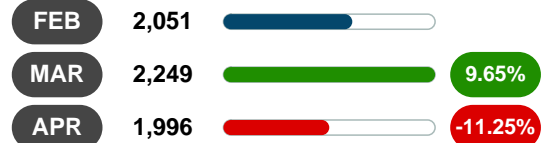


3 MONTHS

5 year APR AVG = 2,458

High Jun 2017 2,771 Low Dec 2019 1,520

New Listings this month at 1,996 below the 5 yr APR average of 2,458



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	204	10.22%	96	93	14	1
\$40,001 - \$90,000	239	11.97%	170	62	6	1
\$90,001 - \$140,000	253	12.68%	87	149	16	1
\$140,001 - \$230,000	532	26.65%	78	342	103	9
\$230,001 - \$320,000	316	15.83%	33	115	147	21
\$320,001 - \$440,000	249	12.47%	12	73	136	28
\$440,001 and up	203	10.17%	33	20	87	63
Total New Listed Units	1,996		509	854	509	124
Total New Listed Volume	494,903,460	100%	92.75M	157.42M	173.70M	71.03M
Average New Listed Listing Price	\$133,389		\$182,220	\$184,336	\$341,249	\$572,858

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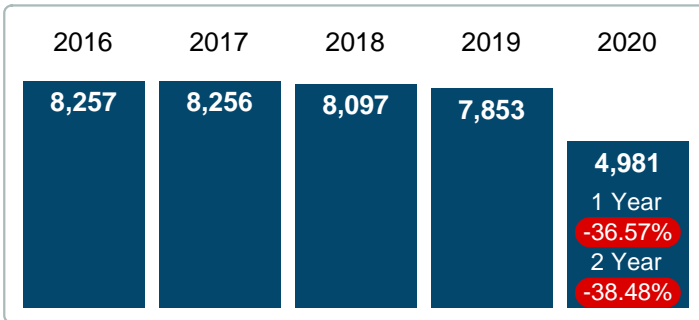
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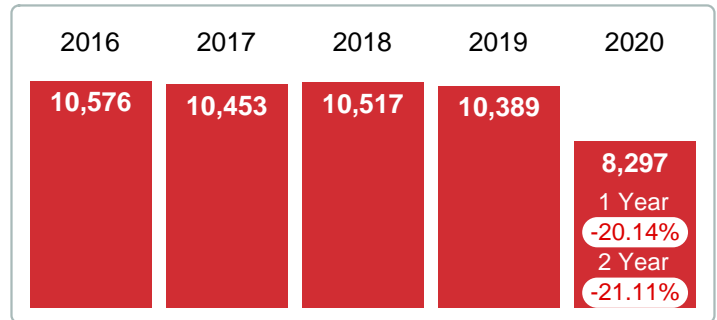
ACTIVE INVENTORY

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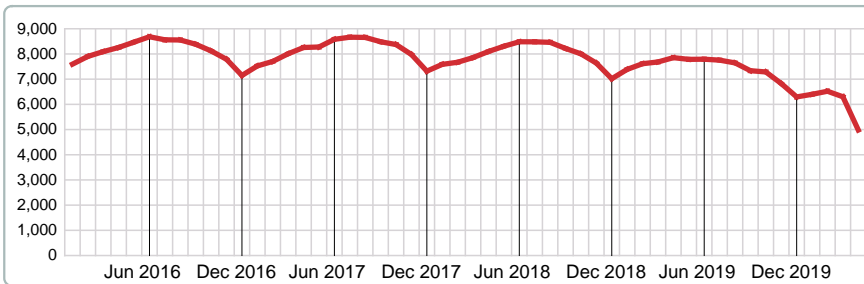
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

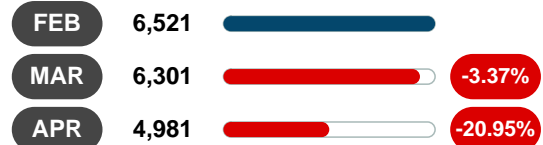


3 MONTHS

5 year APR AVG = 7,489

High Jun 2016 8,683 Low Apr 2020 4,981

Inventory this month at **4,981**
below the 5 yr APR average of **7,489**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	377	7.57%	95.3	260	95	17	5
\$25,001 - \$75,000	682	13.69%	82.3	567	94	20	1
\$75,001 - \$125,000	581	11.66%	79.6	348	196	33	4
\$125,001 - \$275,000	1,433	28.77%	61.4	466	609	325	33
\$275,001 - \$375,000	621	12.47%	62.3	111	219	230	61
\$375,001 - \$650,000	797	16.00%	74.2	143	144	378	132
\$650,001 and up	490	9.84%	89.3	210	22	128	130
Total Active Inventory by Units			4,981	2,105	1,379	1,131	366
Total Active Inventory by Volume			1,616,879,866	605.12M	305.86M	459.08M	246.82M
Average Active Inventory Listing Price			\$324,609	\$287,468	\$221,795	\$405,908	\$674,382

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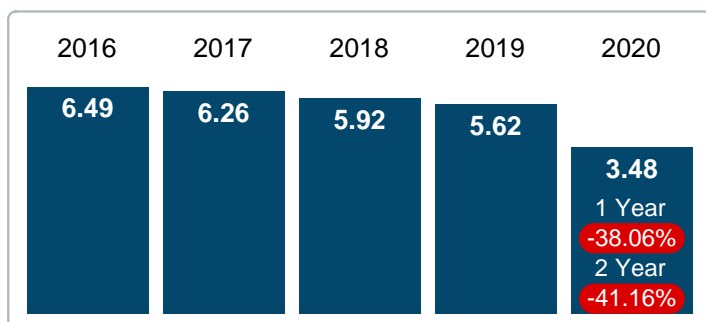
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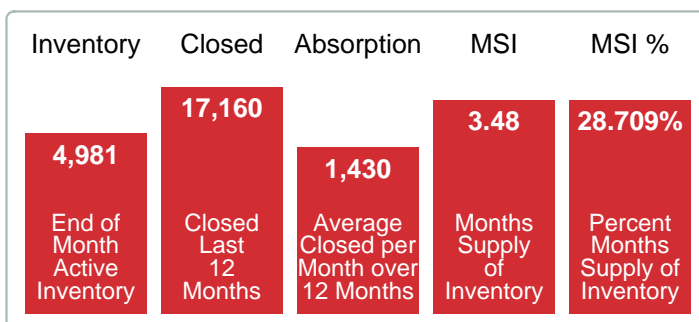
MONTHS SUPPLY of INVENTORY (MSI)

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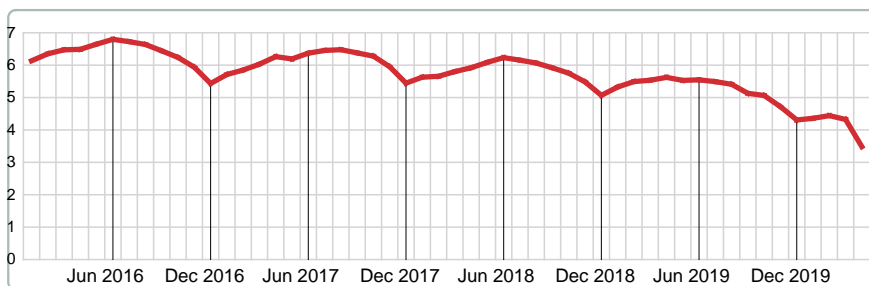
MSI FOR APRIL



INDICATORS FOR APRIL 2020

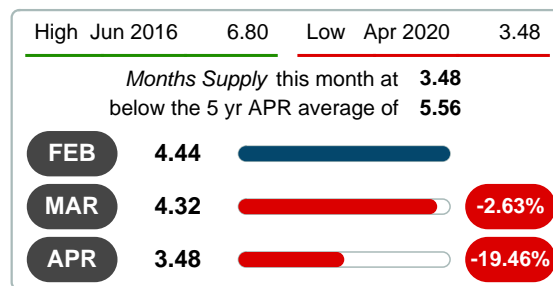


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.56



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
\$25,000 and less	377	7.57%	2.24	4.94	1.07	0.69	2.14
\$25,001 - \$75,000	682	13.69%	5.21	7.75	1.86	2.89	2.40
\$75,001 - \$125,000	581	11.66%	3.04	7.29	1.53	2.40	3.43
\$125,001 - \$275,000	1,433	28.77%	2.10	8.50	1.42	1.77	2.04
\$275,001 - \$375,000	621	12.47%	4.35	16.24	5.06	2.93	4.33
\$375,001 - \$650,000	797	16.00%	8.62	28.13	7.51	7.32	8.00
\$650,001 and up	490	9.84%	22.27	76.36	7.76	13.13	19.50
Market Supply of Inventory (MSI)	3.48			8.66	1.81	3.07	6.38
Total Active Inventory by Units	4,981		100%	2,105	1,379	1,131	366

April 2020



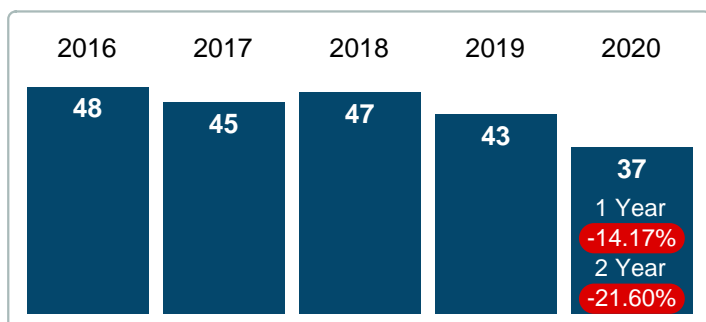
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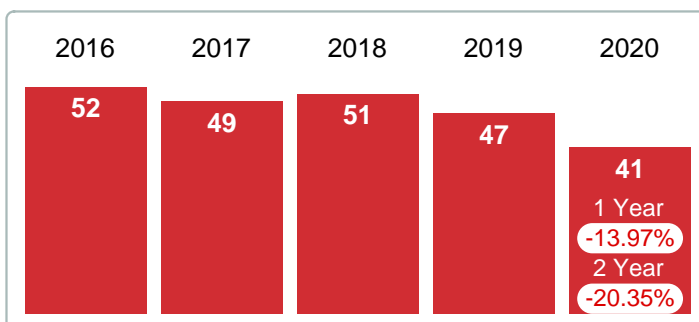
AVERAGE DAYS ON MARKET TO SALE

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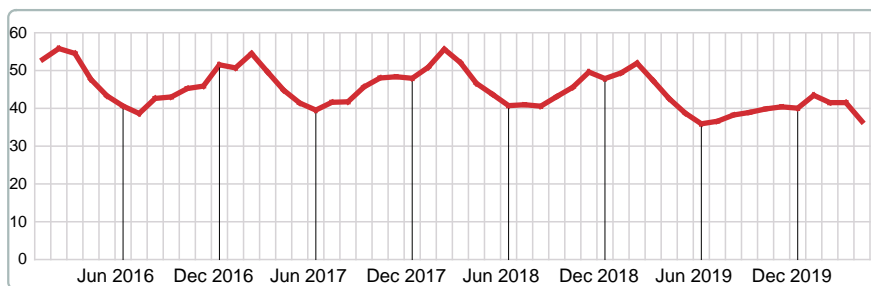
APRIL



YEAR TO DATE (YTD)

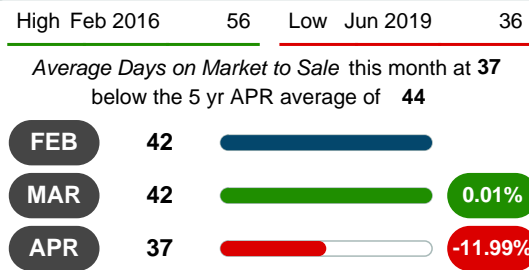


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



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-\$75,000	252	19.25%	45	54	39	33	82
\$75,001-\$125,000	166	12.68%	28	45	18	37	41
\$125,001-\$175,000	302	23.07%	27	50	24	29	32
\$175,001-\$250,000	281	21.47%	38	78	35	36	76
\$250,001-\$325,000	156	11.92%	39	77	31	44	25
\$325,001 and up	152	11.61%	46	39	55	45	39
Average Closed DOM			37	53	30	40	42
Total Closed Units		100%	37	204	724	336	45
Total Closed Volume			241,806,959	20.32M	112.92M	92.50M	16.07M

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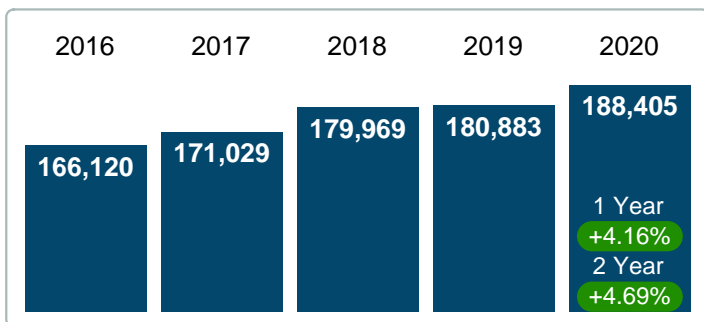
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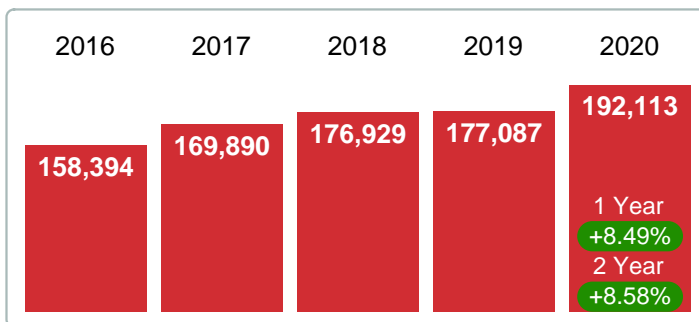
AVERAGE LIST PRICE AT CLOSING

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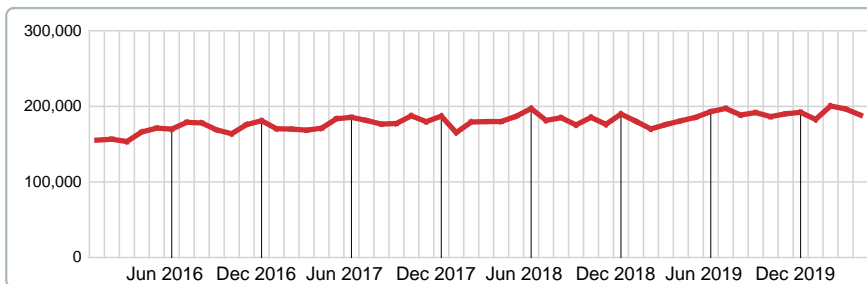
APRIL



YEAR TO DATE (YTD)

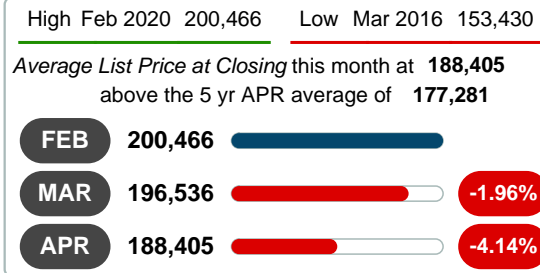


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 177,281



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-\$75,000	247	18.87%	22,609	33,306	19,328	12,824	2,700
\$75,001-\$125,000	166	12.68%	103,304	103,351	107,143	101,858	142,500
\$125,001-\$175,000	291	22.23%	151,725	157,831	152,199	159,689	172,407
\$175,001-\$250,000	282	21.54%	211,597	239,679	212,168	217,570	229,222
\$250,001-\$325,000	166	12.68%	283,131	310,414	282,060	288,685	269,490
\$325,001 and up	157	11.99%	465,399	637,800	439,048	458,327	518,875
Average List Price			188,405	106,206	158,314	279,894	362,069
Total Closed Units		100%	1,309	204	724	336	45
Total Closed Volume			246,622,721	21.67M	114.62M	94.04M	16.29M

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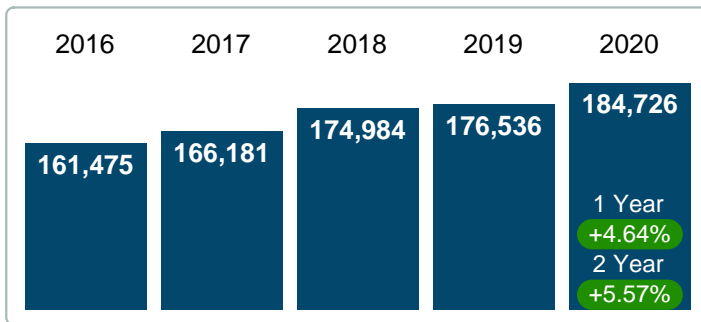
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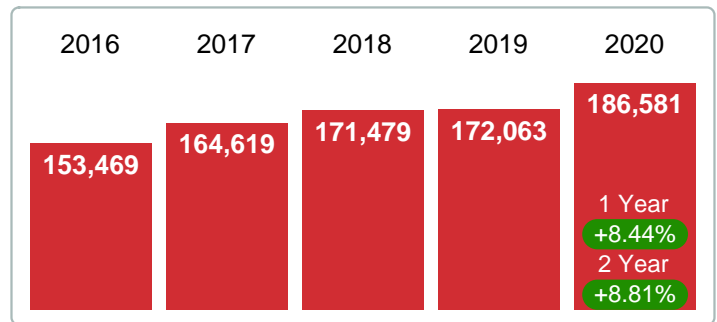
AVERAGE SOLD PRICE AT CLOSING

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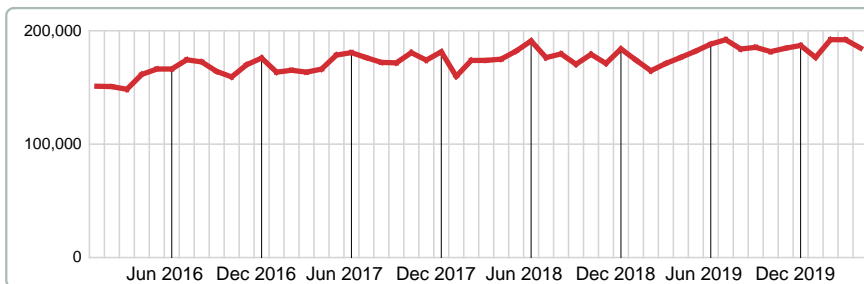
APRIL



YEAR TO DATE (YTD)

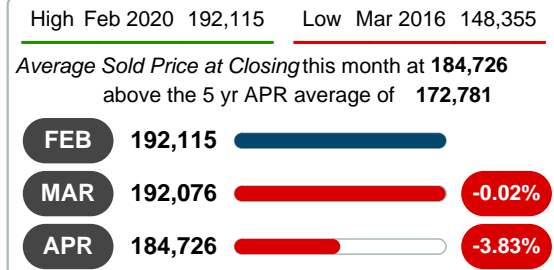


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 172,781



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-\$75,000	252	19.25%	21,890	30,615	17,105	12,638	2,700
\$75,001-\$125,000	166	12.68%	102,289	97,179	105,091	102,783	100,000
\$125,001-\$175,000	302	23.07%	151,602	151,882	150,848	155,393	169,333
\$175,001-\$250,000	281	21.47%	211,921	221,400	209,145	214,089	227,333
\$250,001-\$325,000	156	11.92%	282,226	285,834	279,655	283,822	283,760
\$325,001 and up	152	11.61%	460,197	604,347	430,962	451,023	506,914
Average Sold Price			184,726	99,603	155,969	275,296	357,047
Total Closed Units		100%	1,309	204	724	336	45
Total Closed Volume			241,806,959	20.32M	112.92M	92.50M	16.07M

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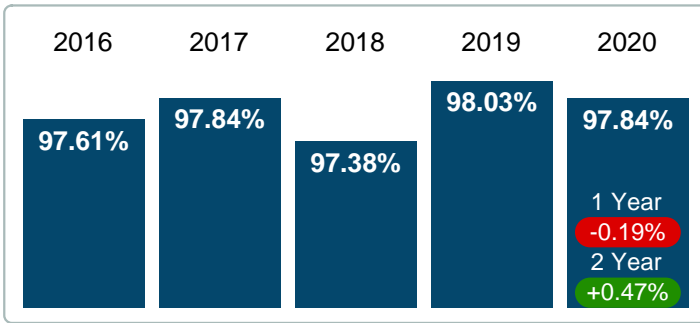
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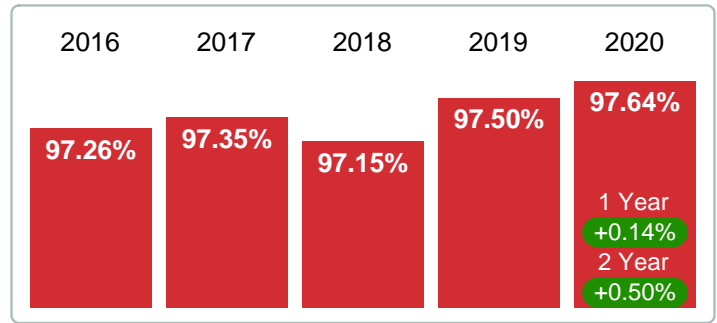
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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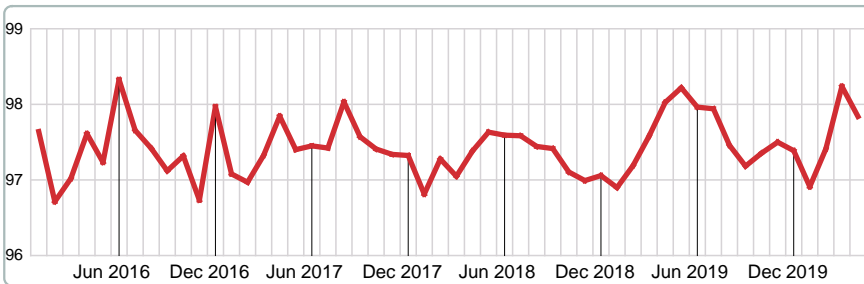
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

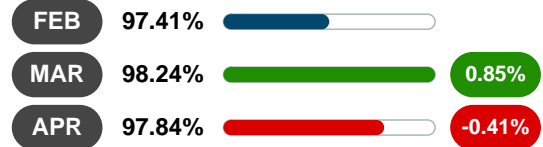


3 MONTHS

5 year APR AVG = 97.74%

High Jun 2016 98.33% Low Feb 2016 96.71%

Average Sold/List Ratio this month at **97.84%**
equal to 5 yr APR average of **97.74%**



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-\$75,000	252	19.25%	94.86%	92.46%	95.85%	99.56%	100.00%
\$75,001-\$125,000	166	12.68%	97.52%	95.51%	98.50%	101.94%	77.06%
\$125,001-\$175,000	302	23.07%	98.83%	96.60%	99.20%	97.89%	98.34%
\$175,001-\$250,000	281	21.47%	98.37%	92.78%	98.77%	98.46%	99.21%
\$250,001-\$325,000	156	11.92%	99.56%	93.23%	99.26%	98.37%	114.82%
\$325,001 and up	152	11.61%	98.43%	93.53%	98.62%	98.67%	98.22%
Average Sold/List Ratio		97.80%		93.87%	98.38%	98.64%	101.19%
Total Closed Units		1,309	100%	204	724	336	45
Total Closed Volume		241,806,959		20.32M	112.92M	92.50M	16.07M

April 2020



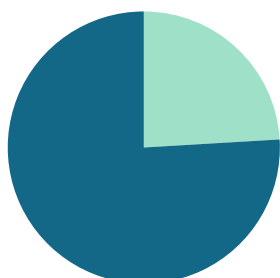
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

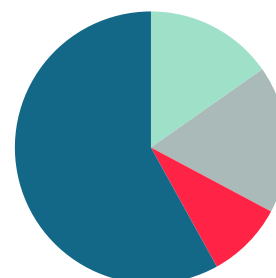


Inventory
 New Listings
1,996 = 24.06%
 Start Inventory
6,301
 Total Inventory Units
8,297
 Volume
\$2,399,175,731

Market Activity

Closed Sales
1,309 = 15.25%
 Pending Sales
1,505 = 17.54%
 Other Off Market
787 = 9.17%
 Active Inventory
4,981 = 58.04%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,633	1,309	-19.84%	5,243	4,871	-7.10%
Pending Sales	1,796	1,505	-16.20%	5,955	5,449	-8.50%
New Listings	2,707	1,996	-26.27%	9,649	8,449	-12.44%
Average List Price	180,883	188,405	4.16%	177,087	192,113	8.49%
Average Sale Price	176,536	184,726	4.64%	172,063	186,581	8.44%
Average Percent of Selling Price to List Price	98.03%	97.84%	-0.19%	97.50%	97.64%	0.14%
Average Days on Market to Sale	42.57	36.54	-14.17%	47.22	40.62	-13.97%
Monthly Inventory	7,855	4,981	-36.59%	7,855	4,981	-36.59%
Months Supply of Inventory	5.62	3.48	-38.07%	5.62	3.48	-38.07%

Absorption: Last 12 months, an Average of **1,430** Sales/Month

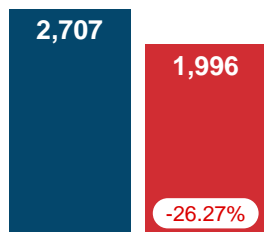
Inventory on April 30, 2020 = **4,981**

2019 **2020**

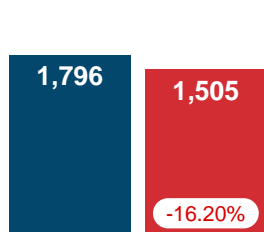
APRIL MARKET

AVERAGE PRICES

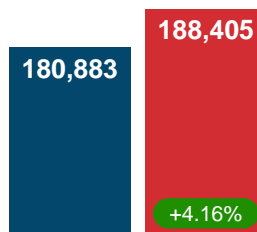
New Listings



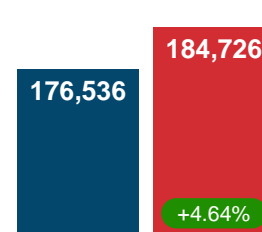
Pending Listings



List Price



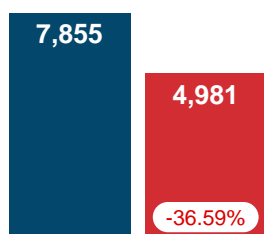
Sale Price



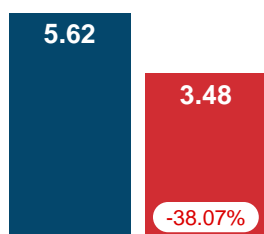
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

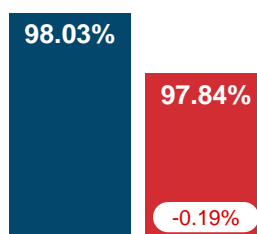
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

