

April 2020



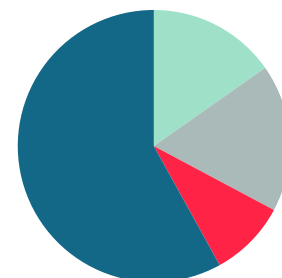
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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%
Median List Price	159,900	167,500	4.75%
Median Sale Price	157,900	165,000	4.50%
Median Percent of Selling Price to List Price	99.42%	100.00%	0.58%
Median Days on Market to Sale	25.00	15.00	-40.00%
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.

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 **4.50%** in April 2020 to \$165,000 versus the previous year at \$157,900.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 10.00 days or **40.00%** in April 2020 compared to last year's same month at **25.00** DOM.

Sales Success for April 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 1,996 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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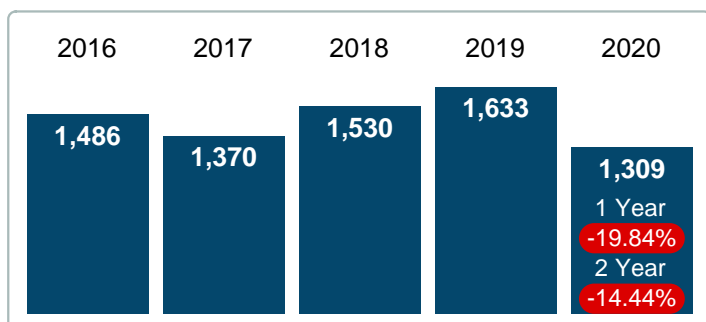
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



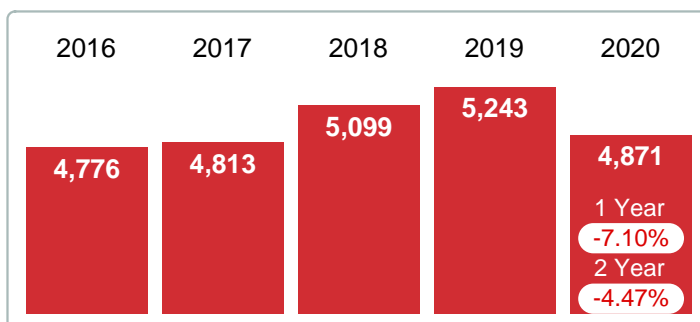
CLOSED LISTINGS

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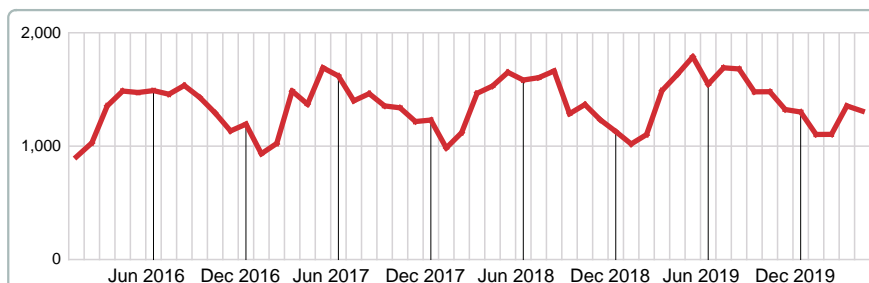
APRIL



YEAR TO DATE (YTD)

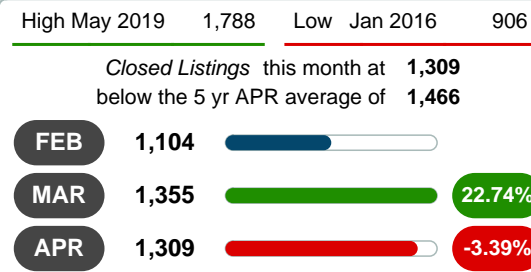


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,466



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-\$75,000	252	19.25%	29.0	98	132	20	2
\$75,001-\$125,000	166	12.68%	10.0	54	98	12	2
\$125,001-\$175,000	302	23.07%	7.0	26	241	32	3
\$175,001-\$250,000	281	21.47%	16.0	14	160	101	6
\$250,001-\$325,000	156	11.92%	14.0	7	63	76	10
\$325,001 and up	152	11.61%	21.5	5	30	95	22
Total Closed Units	1,309			204	724	336	45
Total Closed Volume	241,806,959	100%	15.0	20.32M	112.92M	92.50M	16.07M
Median Closed Price	\$165,000			\$78,450	\$152,538	\$254,725	\$315,750

April 2020



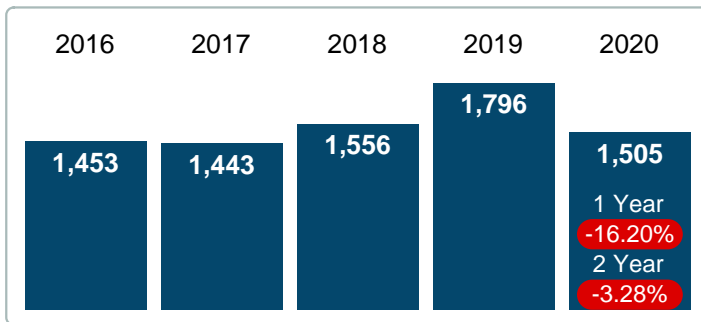
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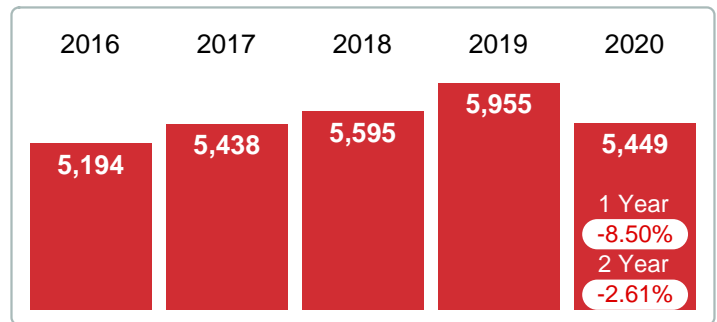
PENDING LISTINGS

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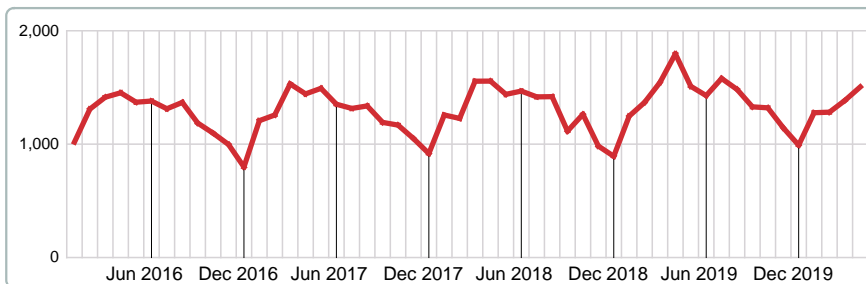
APRIL



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	137	9.10%	35.0	71	54	10	2
\$50,001 - \$100,000	143	9.50%	22.0	66	64	11	2
\$100,001 - \$150,000	246	16.35%	14.0	45	179	22	0
\$150,001 - \$200,000	358	23.79%	13.0	27	250	78	3
\$200,001 - \$250,000	225	14.95%	26.0	11	111	97	6
\$250,001 - \$375,000	240	15.95%	26.0	11	77	134	18
\$375,001 and up	156	10.37%	37.5	12	30	86	28
Total Pending Units	1,505			243	765	438	59
Total Pending Volume	315,252,999	100%	21.0	32.46M	136.11M	121.96M	24.73M
Median Listing Price	\$180,000			\$89,500	\$165,000	\$254,325	\$364,900

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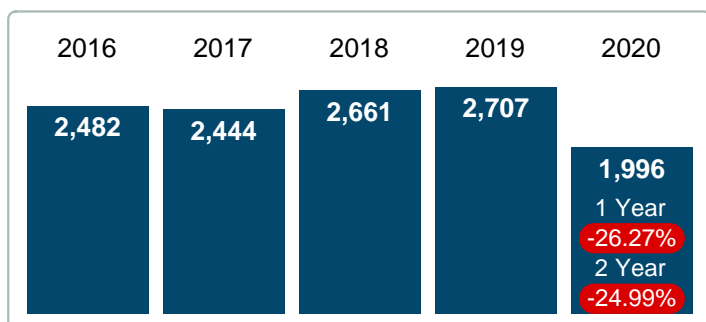
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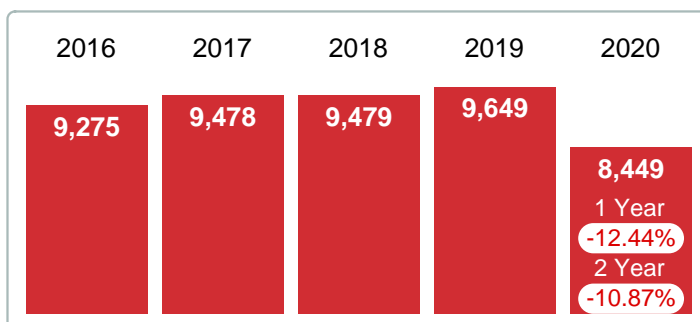
NEW LISTINGS

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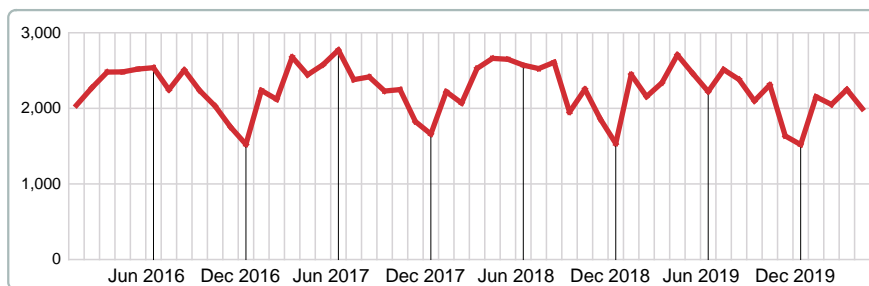
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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
\$25,000 and less	162	8.12%	60	87	14	1
\$25,001 - \$75,000	204	10.22%	162	38	3	1
\$75,001 - \$125,000	217	10.87%	88	118	11	0
\$125,001 - \$225,000	621	31.11%	121	391	100	9
\$225,001 - \$325,000	348	17.43%	34	130	161	23
\$325,001 - \$425,000	222	11.12%	10	68	119	25
\$425,001 and up	222	11.12%	34	22	101	65
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
Median New Listed Listing Price	\$186,856		\$89,900	\$169,900	\$299,900	\$447,000

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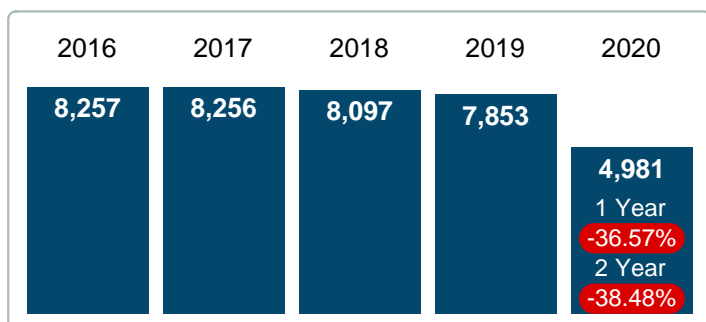
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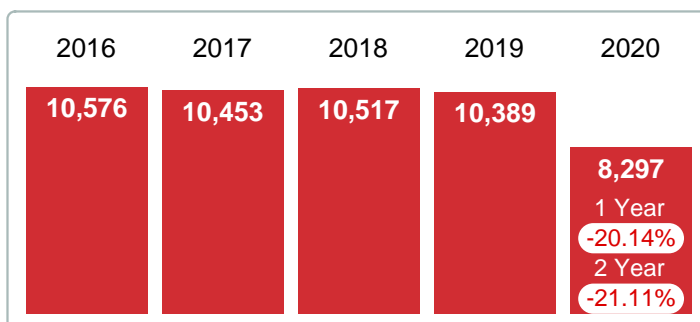
ACTIVE INVENTORY

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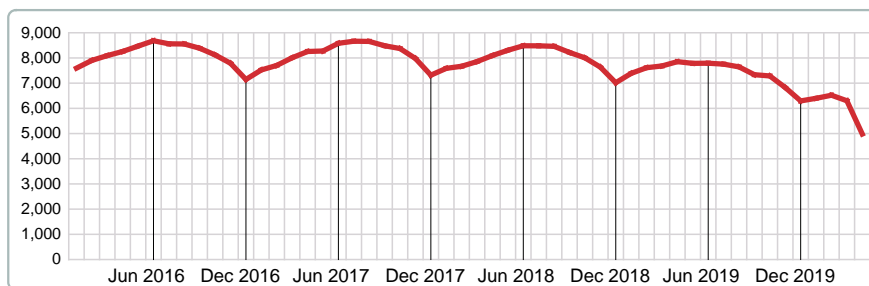
END OF APRIL



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	377	7.57%	72.0	260	95	17	5
\$25,001 - \$75,000	682	13.69%	76.5	567	94	20	1
\$75,001 - \$125,000	581	11.66%	73.0	348	196	33	4
\$125,001 - \$275,000	1,433	28.77%	47.0	466	609	325	33
\$275,001 - \$375,000	621	12.47%	50.0	111	219	230	61
\$375,001 - \$650,000	797	16.00%	64.0	143	144	378	132
\$650,001 and up	490	9.84%	79.0	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	100%	60.0	605.12M	305.86M	459.08M	246.82M
Median Active Inventory Listing Price	\$200,000			\$115,000	\$185,000	\$350,000	\$484,900

April 2020



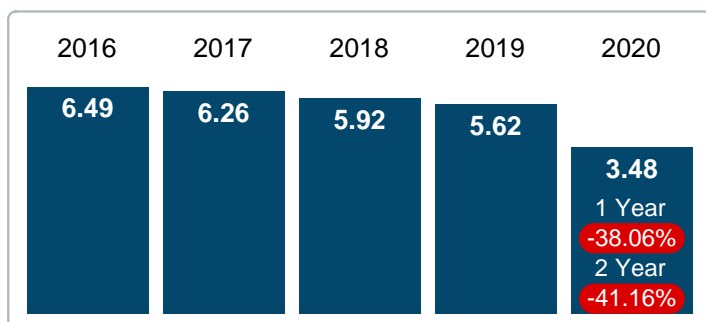
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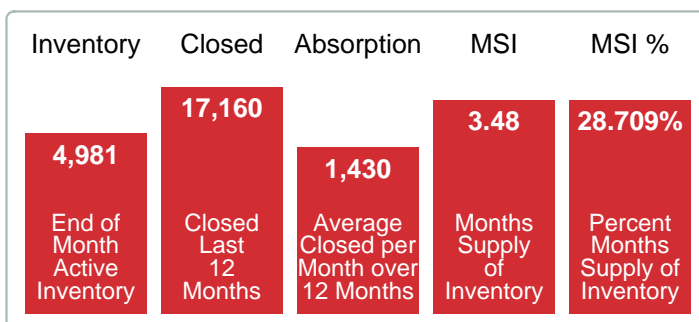
MONTHS SUPPLY of INVENTORY (MSI)

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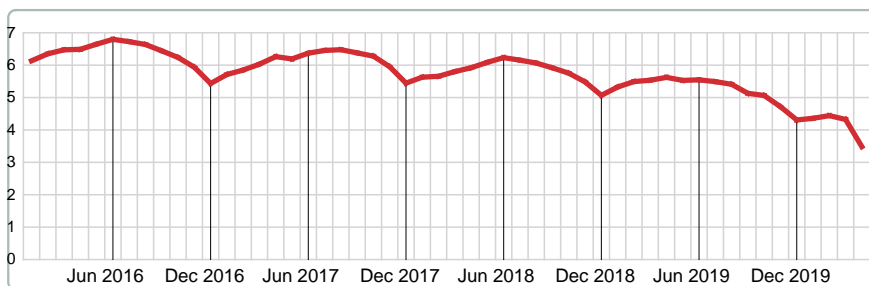
MSI FOR APRIL



INDICATORS FOR APRIL 2020

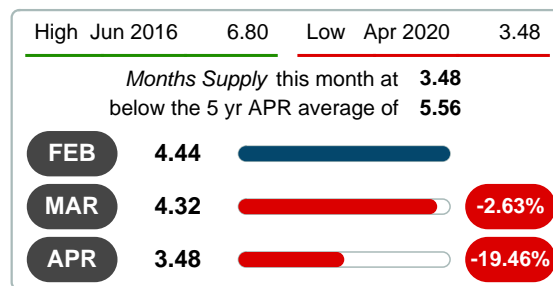


5 YEAR MARKET ACTIVITY TRENDS



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	100%	3.48	8.66	1.81	3.07	6.38
Total Active Inventory by Units	4,981			2,105	1,379	1,131	366

April 2020



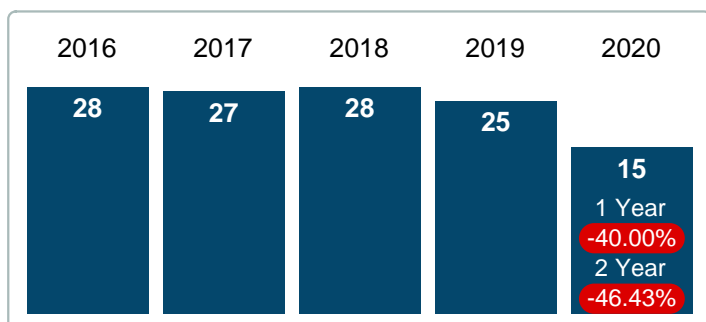
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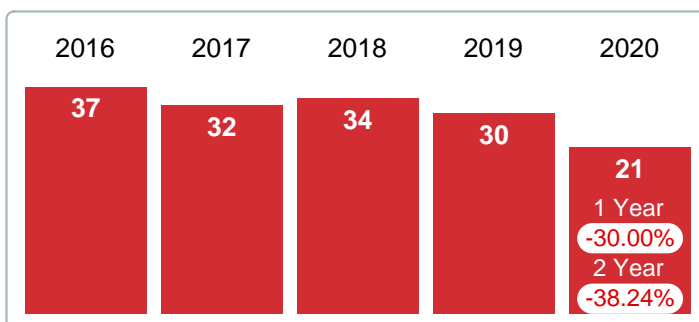
MEDIAN DAYS ON MARKET TO SALE

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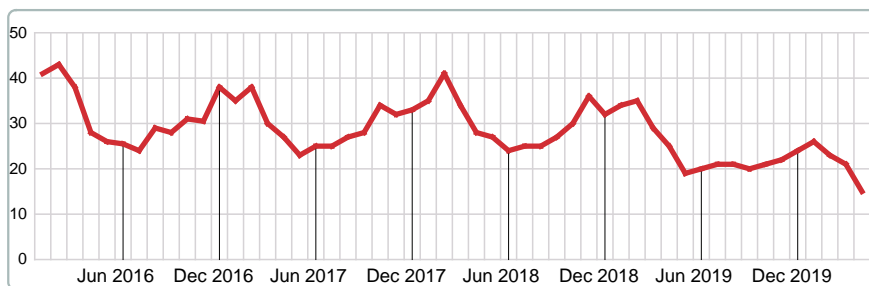
APRIL



YEAR TO DATE (YTD)

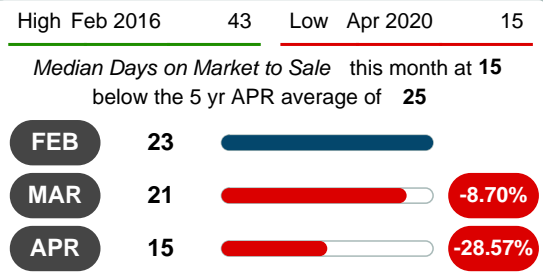


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 25



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%	79	0	0	0	0
\$1-\$75,000	252	19.25%	29	40	27	25	82
\$75,001-\$125,000	166	12.68%	10	17	7	21	41
\$125,001-\$175,000	302	23.07%	7	25	6	7	15
\$175,001-\$250,000	281	21.47%	16	78	13	17	54
\$250,001-\$325,000	156	11.92%	14	33	12	16	6
\$325,001 and up	152	11.61%	22	11	63	21	12
Median Closed DOM			15	30	12	17	24
Total Closed Units		100%	1,309	204	724	336	45
Total Closed Volume			241,806,959	20.32M	112.92M	92.50M	16.07M

April 2020



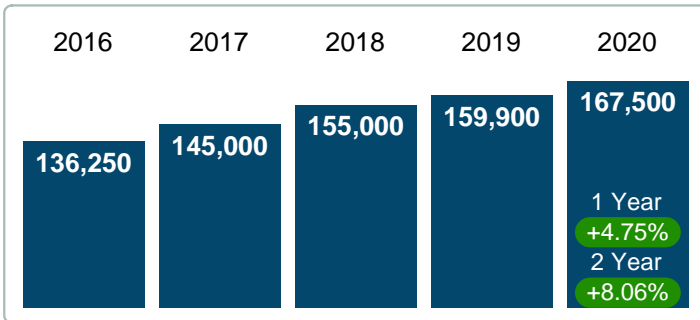
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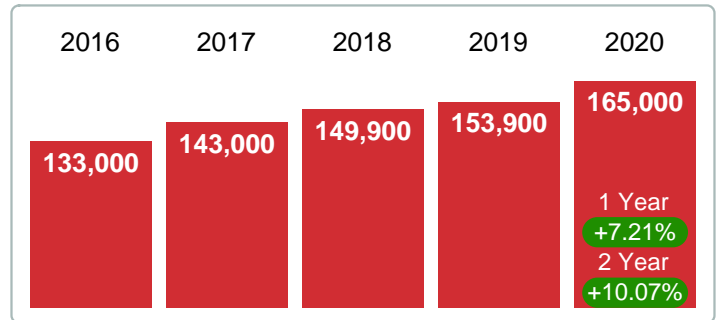
MEDIAN LIST PRICE AT CLOSING

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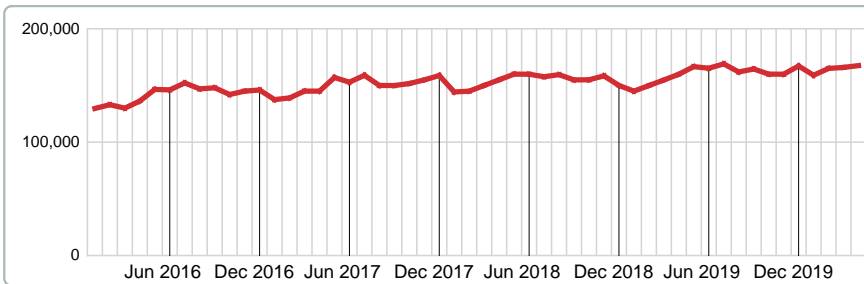
APRIL



YEAR TO DATE (YTD)

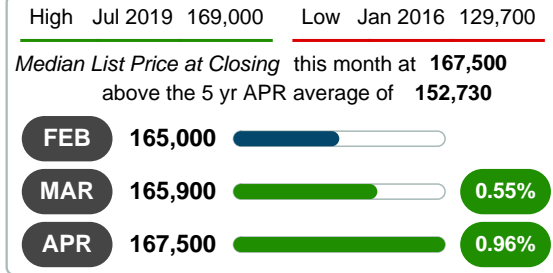


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 152,730



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%	22	0	0	0	0
\$1-\$75,000	247	18.87%	2,395	36,900	1,300	1,625	2,700
\$75,001-\$125,000	166	12.68%	105,000	94,900	110,000	109,500	92,500
\$125,001-\$175,000	291	22.23%	150,000	152,000	150,000	155,000	166,111
\$175,001-\$250,000	282	21.54%	210,000	207,750	210,000	210,000	222,450
\$250,001-\$325,000	166	12.68%	279,900	275,000	276,000	287,000	295,000
\$325,001 and up	157	11.99%	399,900	450,000	399,000	399,000	447,200
Median List Price			167,500	81,000	154,900	259,900	319,000
Total Closed Units		100%	1,309	204	724	336	45
Total Closed Volume			246,622,721	21.67M	114.62M	94.04M	16.29M

April 2020



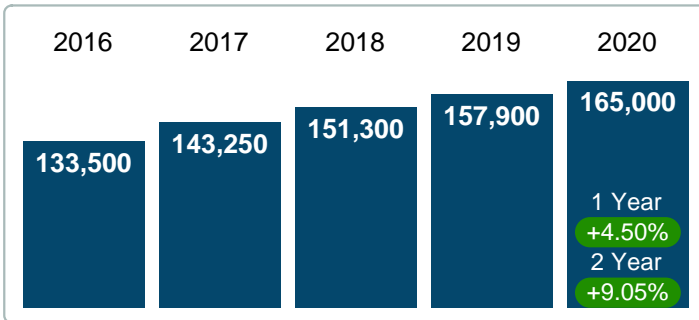
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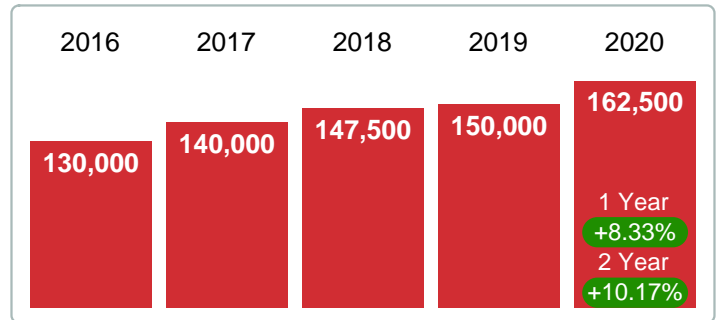
MEDIAN SOLD PRICE AT CLOSING

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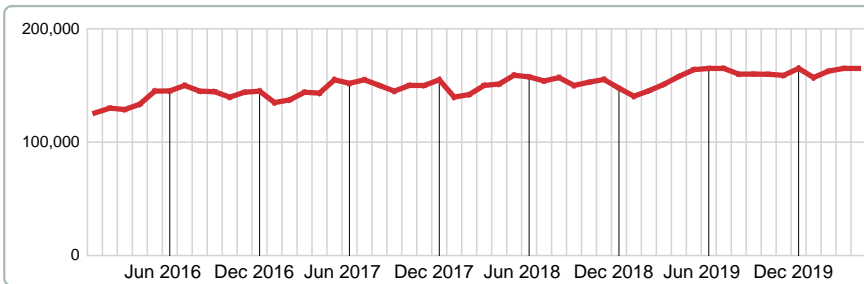
APRIL



YEAR TO DATE (YTD)

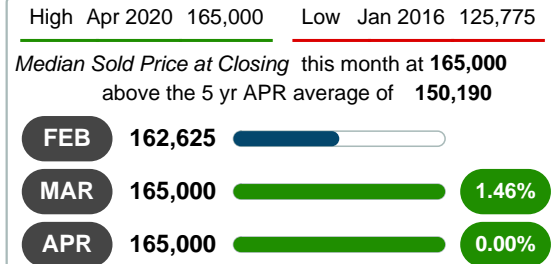


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150,190



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%	399,900	0	0	0	0
\$1-\$75,000	252	19.25%	2,500	32,250	1,350	1,610	2,700
\$75,001-\$125,000	166	12.68%	103,250	94,300	107,125	102,750	100,000
\$125,001-\$175,000	302	23.07%	151,000	154,812	150,000	154,950	173,000
\$175,001-\$250,000	281	21.47%	211,000	225,000	209,900	213,000	224,000
\$250,001-\$325,000	156	11.92%	280,000	280,000	275,900	285,000	289,450
\$325,001 and up	152	11.61%	405,250	482,737	381,524	402,000	433,750
Median Sold Price			165,000	78,450	152,538	254,725	315,750
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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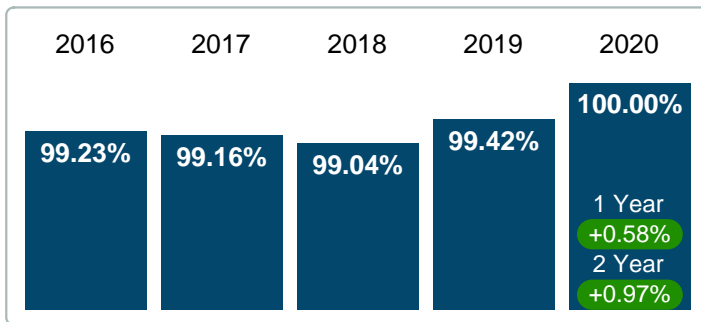
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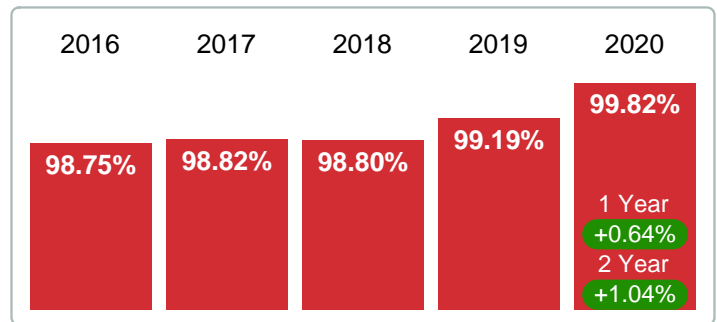
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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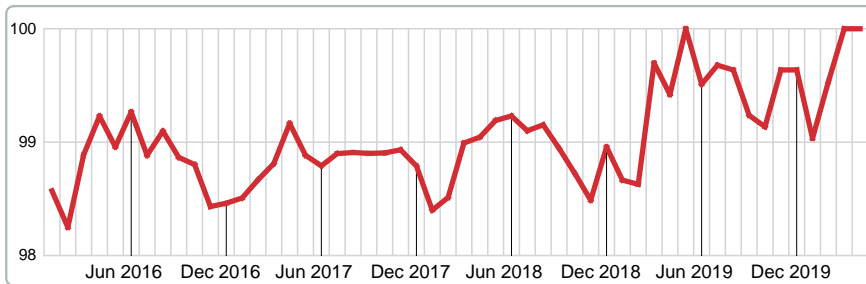
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

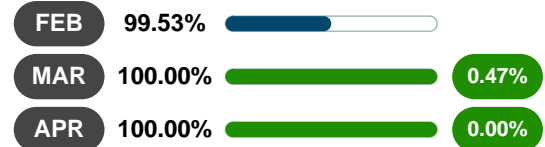


3 MONTHS

5 year APR AVG = 99.37%

High Apr 2020 100.00% Low Feb 2016 98.25%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **99.37%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	252	19.25%	100.00%	96.55%	100.00%	100.00%	100.00%
\$75,001-\$125,000	166	12.68%	99.82%	98.11%	100.00%	99.82%	77.06%
\$125,001-\$175,000	302	23.07%	100.00%	97.21%	100.00%	100.00%	96.84%
\$175,001-\$250,000	281	21.47%	99.77%	92.98%	100.00%	100.00%	99.64%
\$250,001-\$325,000	156	11.92%	99.34%	96.89%	99.61%	99.14%	100.00%
\$325,001 and up	152	11.61%	98.98%	94.44%	100.00%	98.98%	98.64%
Median Sold/List Ratio		100.00%		96.97%	100.00%	99.80%	99.52%
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



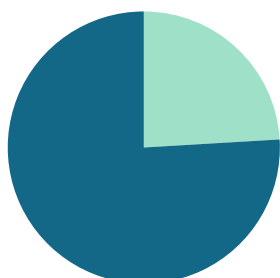
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

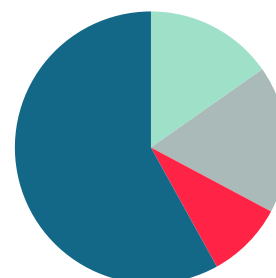


Inventory
 New Listings
1,996 = 24.06%
 Start Inventory
6,301
 Total Inventory Units
8,297
 Volume
\$2,399,175,731

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%
Median List Price	159,900	167,500	+4.75%	153,900	165,000	+7.21%
Median Sale Price	157,900	165,000	+4.50%	150,000	162,500	+8.33%
Median Percent of Selling Price to List Price	99.42%	100.00%	+0.58%	99.19%	99.82%	+0.64%
Median Days on Market to Sale	25.00	15.00	-40.00%	30.00	21.00	-30.00%
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

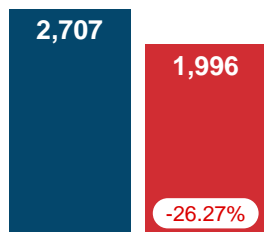
Inventory on April 30, 2020 = **4,981**

2019 **2020**

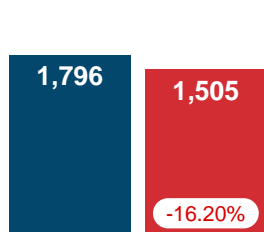
APRIL MARKET

MEDIAN PRICES

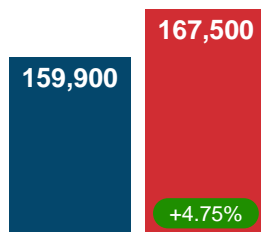
New Listings



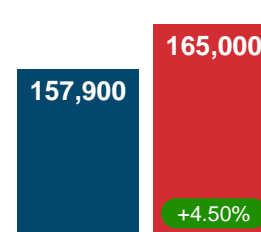
Pending Listings



List Price



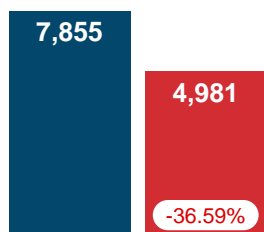
Sale Price



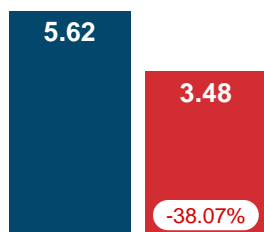
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

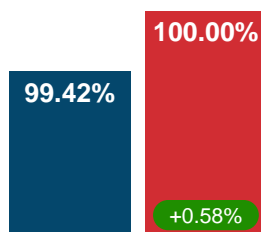
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

