

April 2020



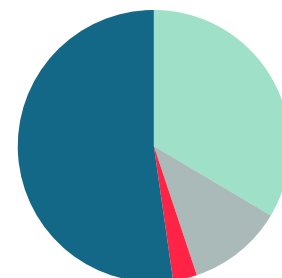
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) -
Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | April 2020 | +/-% |
|--|--------|------------|---------|
| Closed Listings | 57 | 59 | 3.51% |
| Pending Listings | 26 | 20 | -23.08% |
| New Listings | 59 | 57 | -3.39% |
| Average List Price | 1,033 | 970 | -6.04% |
| Average Sale Price | 1,019 | 969 | -4.94% |
| Average Percent of Selling Price to List Price | 98.93% | 99.91% | 0.99% |
| Average Days on Market to Sale | 57.35 | 44.34 | -22.69% |
| End of Month Inventory | 124 | 92 | -25.81% |
| Months Supply of Inventory | 2.01 | 1.47 | -26.70% |



■ Closed (33.52%)
■ Pending (11.36%)
■ Other OffMarket (2.84%)
■ Active (52.27%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of April 30, 2020 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **25.81%** to 92 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **1.47** 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 **4.94%** in April 2020 to \$969 versus the previous year at \$1,019.

Average Days on Market Shortens

The average number of **44.34** days that homes spent on the market before selling decreased by 13.01 days or **22.69%** in April 2020 compared to last year's same month at **57.35** DOM.

Sales Success for April 2020 is Positive

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

There were 57 New Listings in April 2020, down **3.39%** from last year at 59. Furthermore, there were 59 Closed Listings this month versus last year at 57, a **3.51%** increase.

Closed versus Listed trends yielded a **103.5%** ratio, up from previous year's, April 2019, at **96.6%**, a **7.14%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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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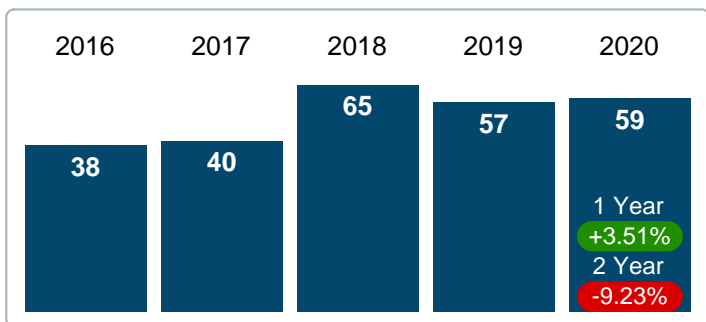
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



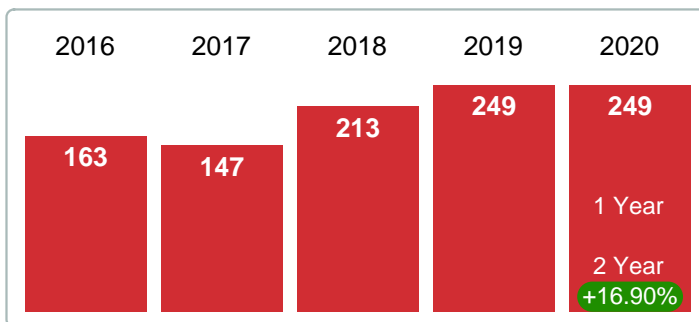
CLOSED LISTINGS

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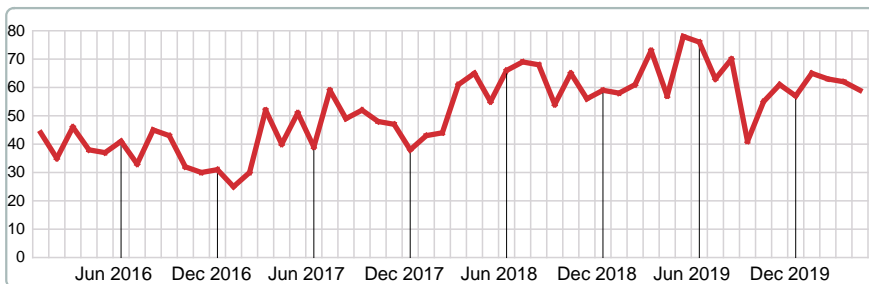
APRIL



YEAR TO DATE (YTD)

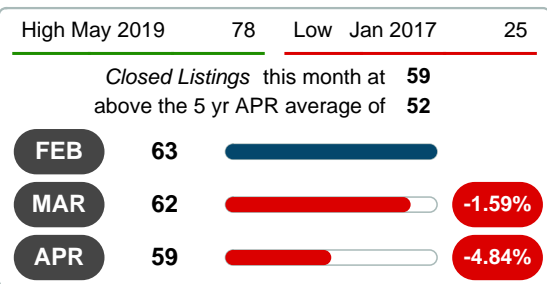


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52



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 | 59 | 100.00% | 44.3 | 23 | 33 | 3 | 0 |
| Total Closed Units | 59 | | | 23 | 33 | 3 | 0 |
| Total Closed Volume | 57,155 | 100% | 44.3 | 21.08K | 31.40K | 4,675 | 0.00B |
| Average Closed Price | \$969 | | | \$917 | \$952 | \$1,558 | \$0 |

April 2020



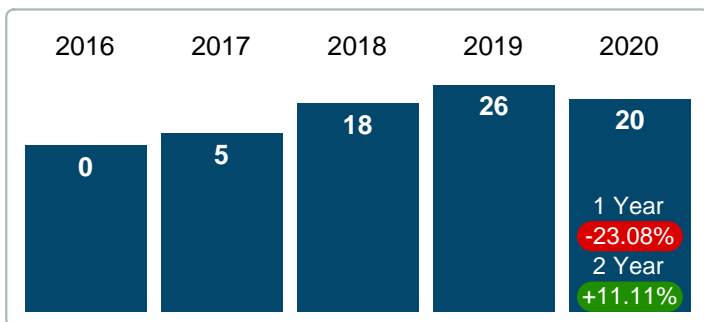
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



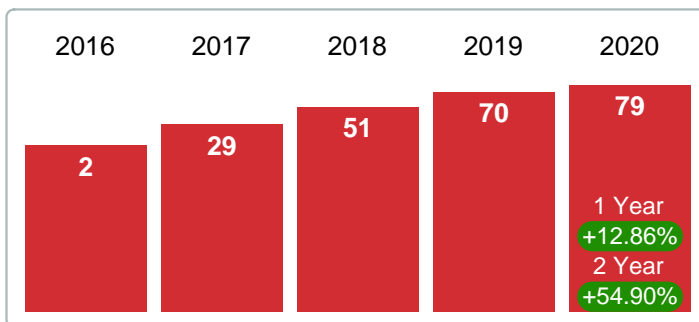
PENDING LISTINGS

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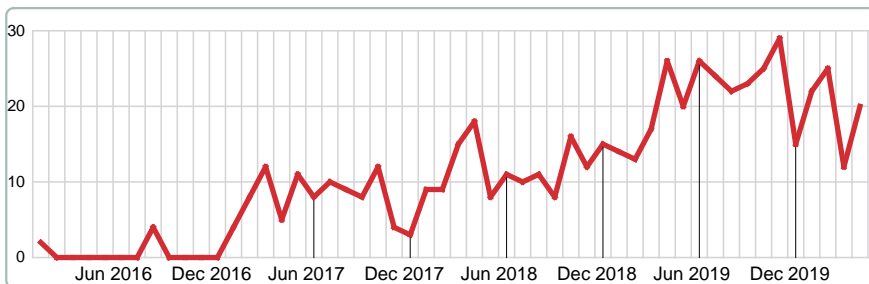
APRIL



YEAR TO DATE (YTD)

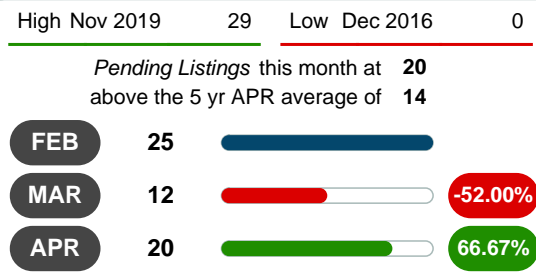


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 14



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 | 20 | 100.00% | 55.5 | 5 | 14 | 1 | 0 |
| Total Pending Units | 20 | | | 5 | 14 | 1 | 0 |
| Total Pending Volume | 21,735 | 100% | 55.5 | 4,600 | 16.19K | 950 | 0.00B |
| Average Listing Price | \$1,087 | | | \$920 | \$1,156 | \$950 | \$0 |

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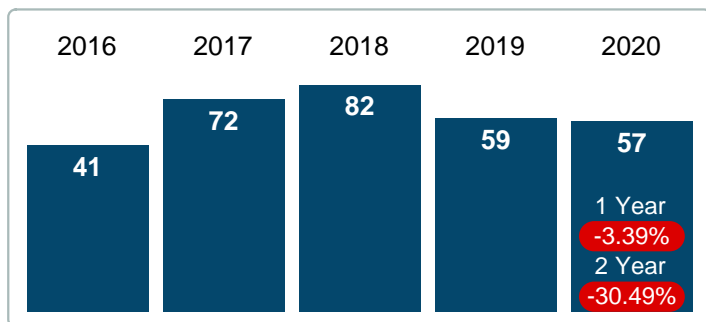
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



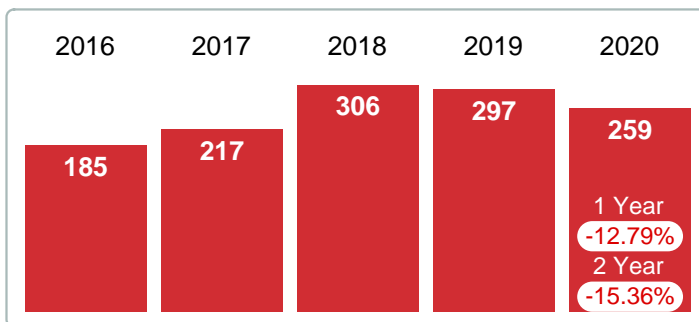
NEW LISTINGS

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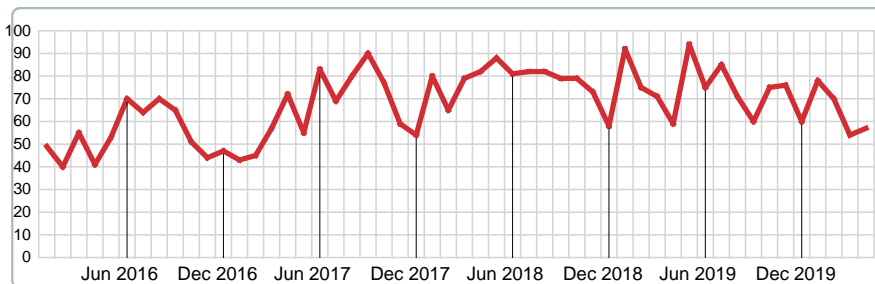
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 62

High May 2019 94 Low Feb 2016 40

New Listings this month at 57 below the 5 yr APR average of 62



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 | 57 | 100.00% | 22 | 33 | 1 | 1 |
| Total New Listed Units | 57 | | 22 | 33 | 1 | 1 |
| Total New Listed Volume | 62,325 | 100% | 20.02K | 39.64K | 950 | 1,725 |
| Average New Listed Listing Price | \$1,082 | | \$910 | \$1,201 | \$950 | \$1,725 |

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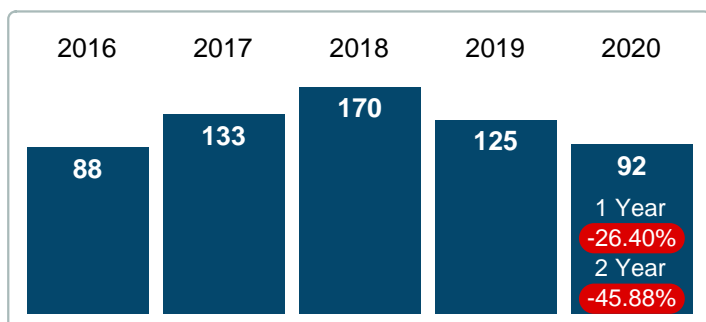
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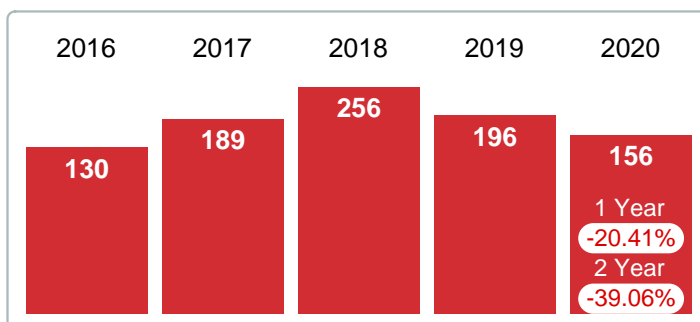
ACTIVE INVENTORY

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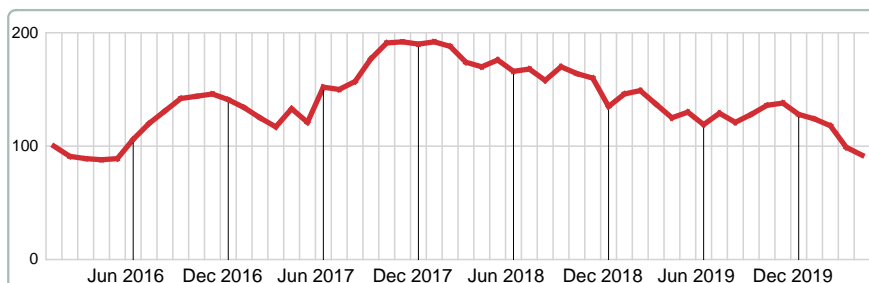
END OF APRIL



ACTIVE DURING APRIL

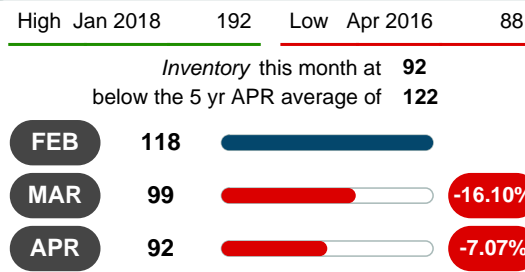


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 122



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 | 92 | 100.00% | 65.6 | 42 | 47 | 2 | 1 |
| Total Active Inventory by Units | | | 92 | 42 | 47 | 2 | 1 |
| Total Active Inventory by Volume | | | 104,230 | 41.00K | 56.61K | 4,900 | 1,725 |
| Average Active Inventory Listing Price | | | \$1,133 | \$976 | \$1,204 | \$2,450 | \$1,725 |

April 2020



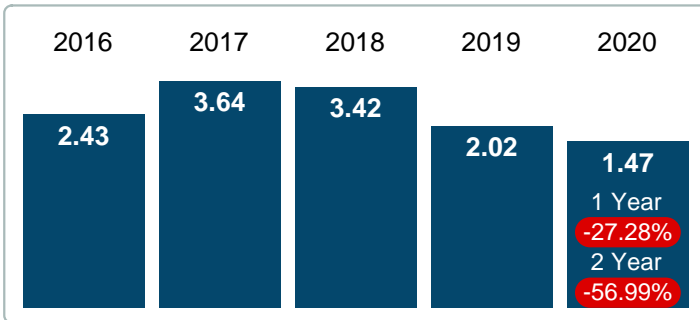
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



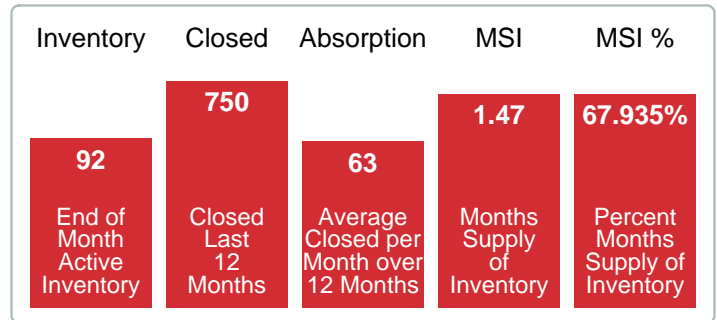
MONTHS SUPPLY of INVENTORY (MSI)

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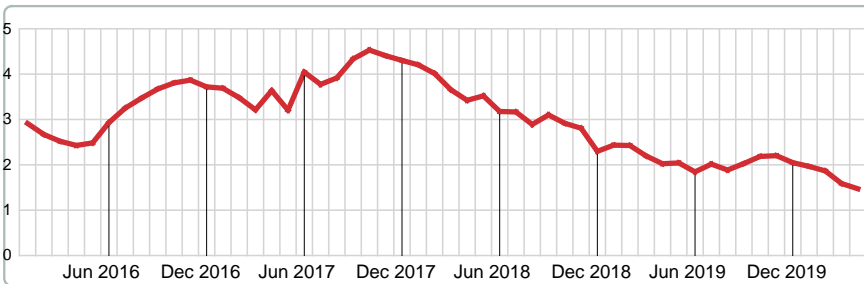
MSI FOR APRIL



INDICATORS FOR APRIL 2020

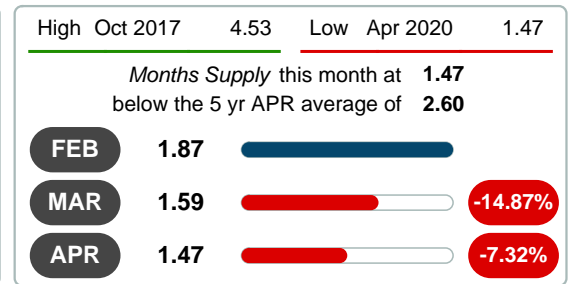


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.60



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 | 92 | 100.00% | 1.47 | 1.69 | 1.40 | 0.51 | 4.00 |
| Market Supply of Inventory (MSI) | 1.47 | | | 1.69 | 1.40 | 0.51 | 4.00 |
| Total Active Inventory by Units | 92 | 100% | 1.47 | 42 | 47 | 2 | 1 |

April 2020



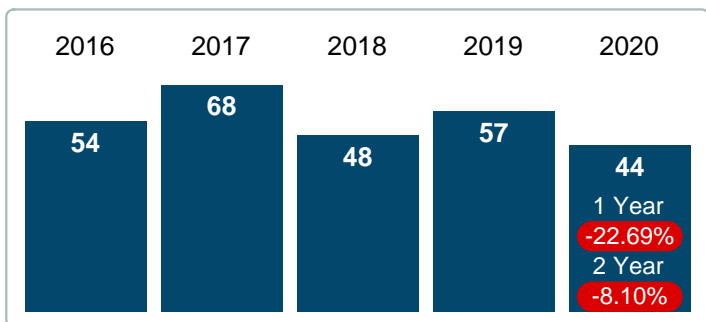
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



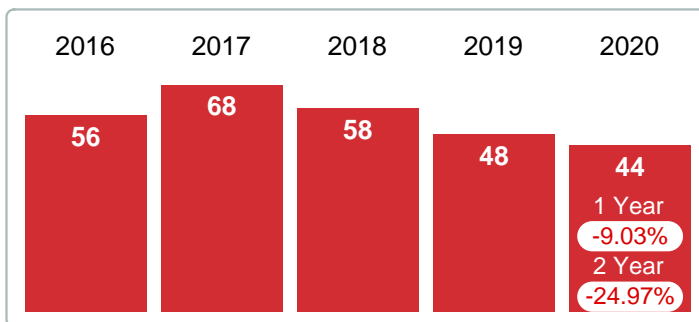
AVERAGE DAYS ON MARKET TO SALE

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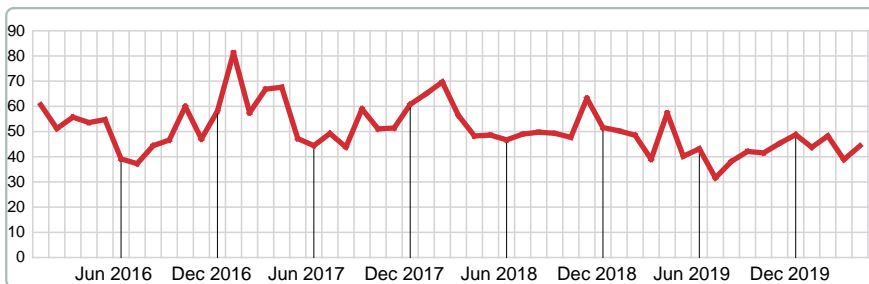
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54

High Jan 2017 81 Low Jul 2019 32

Average Days on Market to Sale this month at 44 below the 5 yr APR average of 54



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 | 59 | 100.00% | 44 | 38 | 49 | 43 | 0 |
| Average Closed DOM | | | 44 | 38 | 49 | 43 | 0 |
| Total Closed Units | | 100% | 44 | 23 | 33 | 3 | 0 |
| Total Closed Volume | | | 57,155 | 21.08K | 31.40K | 4,675 | 0.00B |

April 2020



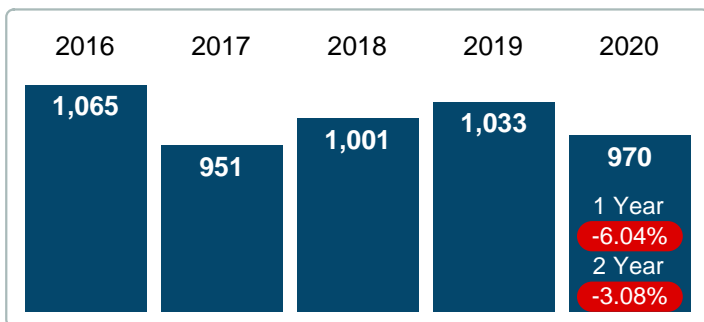
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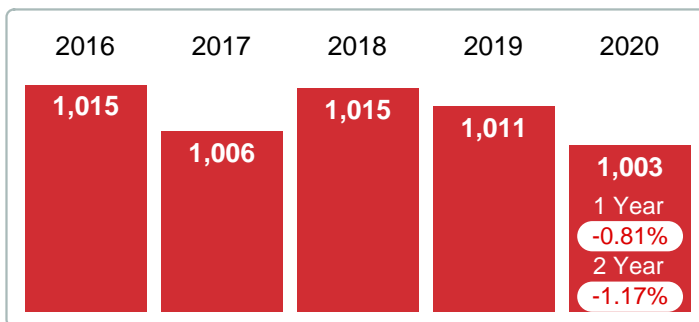
AVERAGE LIST PRICE AT CLOSING

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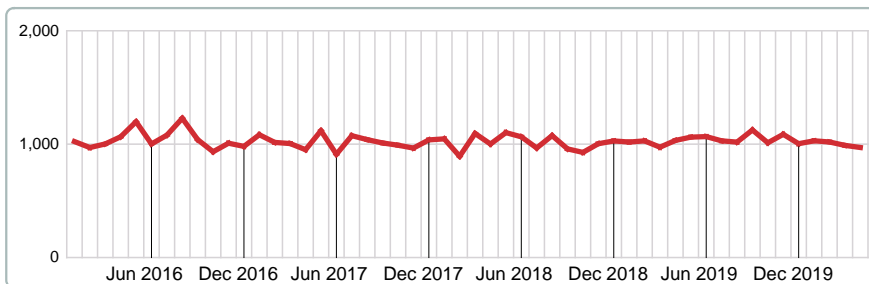
APRIL



YEAR TO DATE (YTD)

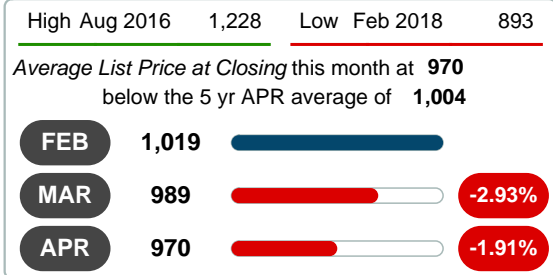


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,004



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 | 59 | 100.00% | 970 | 914 | 956 | 1,558 | 0 |
| Average List Price | | | 970 | 914 | 956 | 1,558 | 0 |
| Total Closed Units | | 100% | 970 | 23 | 33 | 3 | |
| Total Closed Volume | | | 57,250 | 21.03K | 31.55K | 4,675 | 0.00B |

April 2020



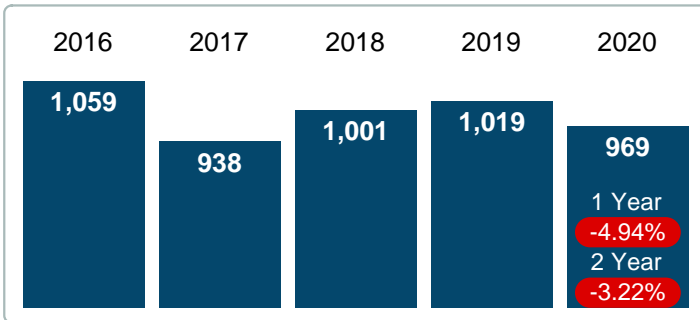
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



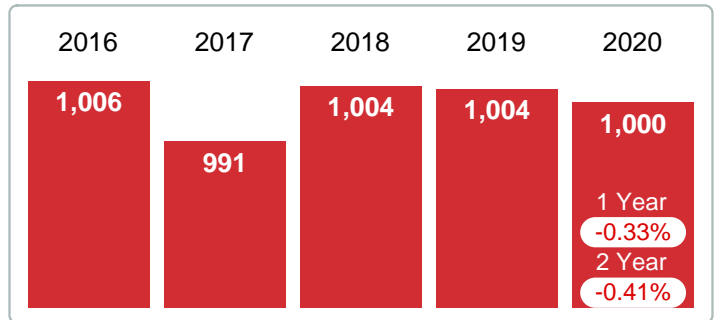
AVERAGE SOLD PRICE AT CLOSING

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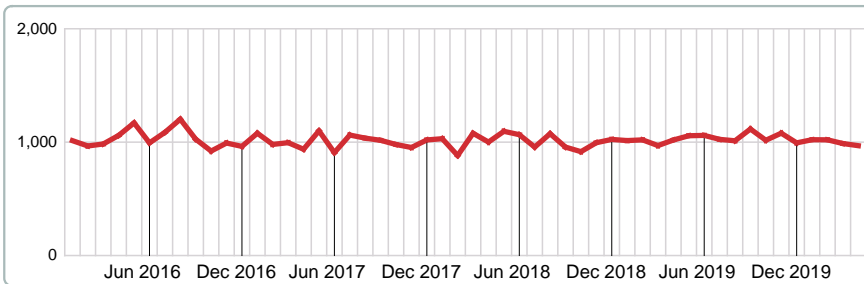
APRIL



YEAR TO DATE (YTD)

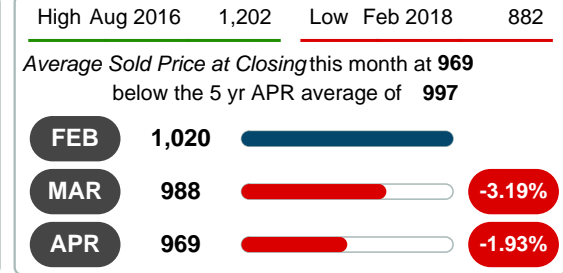


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 997



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 | 59 | 100.00% | 969 | 917 | 952 | 1,558 | 0 |
| Average Sold Price | | | 969 | 917 | 952 | 1,558 | 0 |
| Total Closed Units | | 100% | 969 | 23 | 33 | 3 | |
| Total Closed Volume | | | 57,155 | 21.08K | 31.40K | 4,675 | 0.00B |

April 2020



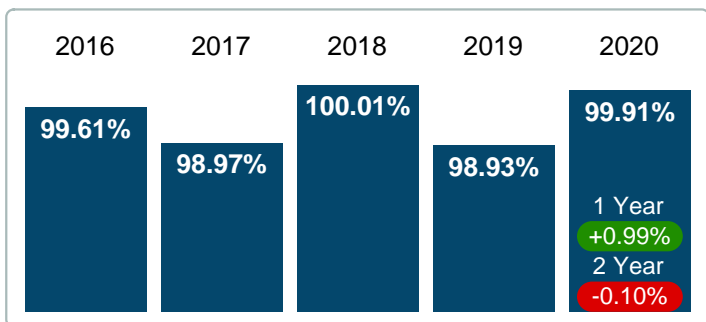
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



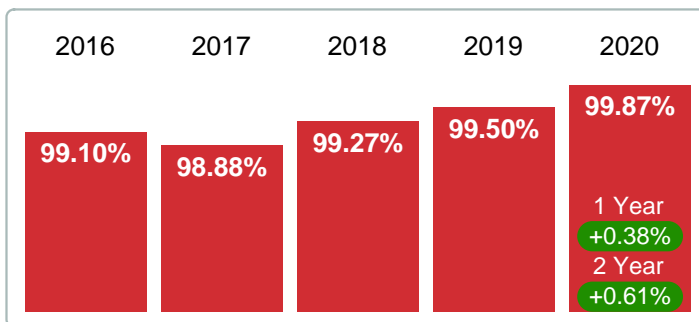
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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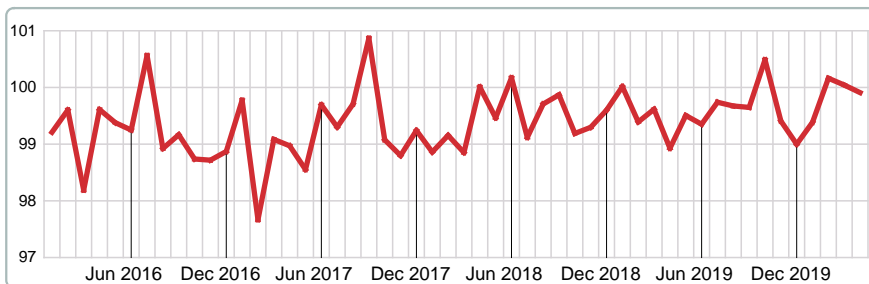
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

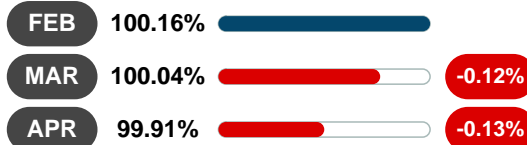


3 MONTHS

5 year APR AVG = 99.49%

High Sep 2017 100.87% Low Feb 2017 97.67%

Average Sold/List Ratio this month at **99.91%** above the 5 yr APR average of **99.49%**



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 | 59 | 100.00% | 99.91% | 100.32% | 99.62% | 100.00% | 0.00% |
| Average Sold/List Ratio | | 99.90% | | 100.32% | 99.62% | 100.00% | 0.00% |
| Total Closed Units | | 59 | 100% | 23 | 33 | 3 | |
| Total Closed Volume | | 57,155 | | 21.08K | 31.40K | 4,675 | 0.00B |

April 2020



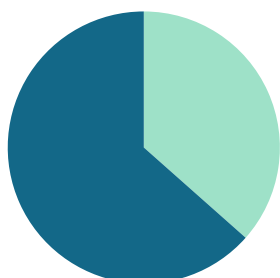
Area Delimited by County Of Tulsa; School District Tulsa - Sch Dist (1) - Leasing Property Type



MARKET SUMMARY

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

INVENTORY

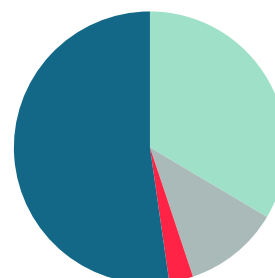


Inventory
 New Listings
57 = 36.54%
 Start Inventory
99
 Total Inventory Units
156
 Volume
\$167,555

Market Activity

Closed Sales
59 = 33.52%
 Pending Sales
20 = 11.36%
 Other Off Market
5 = 2.84%
 Active Inventory
92 = 52.27%

MARKET ACTIVITY



| Compared Metrics | April | | | Year to Date | | |
|--|--------|--------|---------|--------------|--------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 57 | 59 | 3.51% | 249 | 249 | 0.00% |
| Pending Sales | 26 | 20 | -23.08% | 70 | 79 | 12.86% |
| New Listings | 59 | 57 | -3.39% | 297 | 259 | -12.79% |
| Average List Price | 1,033 | 970 | -6.04% | 1,011 | 1,003 | -0.81% |
| Average Sale Price | 1,019 | 969 | -4.94% | 1,004 | 1,000 | -0.33% |
| Average Percent of Selling Price to List Price | 98.93% | 99.91% | 0.99% | 99.50% | 99.87% | 0.38% |
| Average Days on Market to Sale | 57.35 | 44.34 | -22.69% | 48.16 | 43.82 | -9.03% |
| Monthly Inventory | 124 | 92 | -25.81% | 124 | 92 | -25.81% |
| Months Supply of Inventory | 2.01 | 1.47 | -26.70% | 2.01 | 1.47 | -26.70% |

Absorption: Last 12 months, an Average of **63** Sales/Month

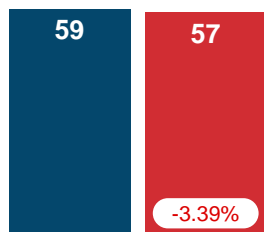
Inventory on April 30, 2020 = **92**

2019 **2020**

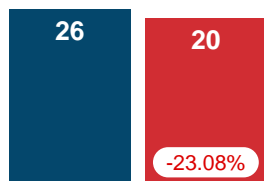
APRIL MARKET

AVERAGE PRICES

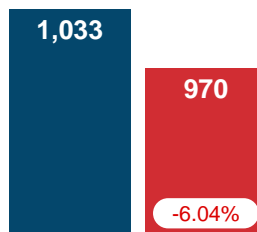
New Listings



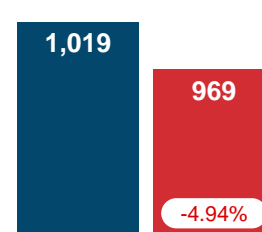
Pending Listings



List Price



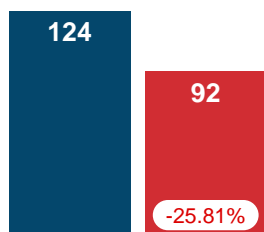
Sale Price



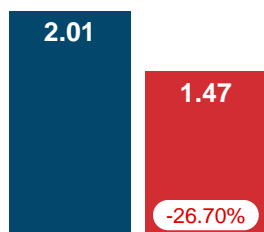
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

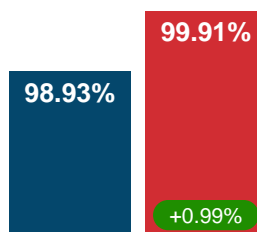
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

